



Friday 06//08/10

To Whom It May Concern

Re: Cellar Control – Beer reticulation system

Approximately 6 months ago the Cellar Control system was implemented into our cellar as part of the following initiatives:

- To maintain and increase the life of beer lines
- To reduce costs in relation to cleaning beer lines

At the conclusion of the 6 months the following has been established:

- Beer Wastage decreased by approximately 38%
- Cleaning chemical costs have been reduced by 41%
- Labor costs have been reduced 21%

Further cost benefit analysis has indicated that the above cost savings were sufficient to offset the investment cost of the Cellar Control system. The system has not had any operational issues and another pleasing result is that the quality and taste of the product has not been adversely affected.

With effective cost control measures being paramount in maintaining and improving budget strategy and overall business performance, I would not hesitate to recommend the Cellar Control system for your business

Yours Sincerely

On behalf of the Board
Bing Gibson
Secretary Manager.

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Warners Bay Bowling Club co-op ltd trading as Warners Bay Sports Club.