



NATIONAL INDEPENDENT LIQUOR
WHOLESALERS ASSOCIATION

NILWA

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NATIONAL INDEPENDENT LIQUOR WHOLESALERS ASSOCIATION PTY LTD OF AUSTRALIA

Sunday, March 14, 2004

**Mr. Ross Ferris
Managing Director
Stamina Software**

Dear Ross,

Visage !!! What a remarkable product. Having worked with green screen applications for 20 plus years, Visage has revolutionised the management of my business.

The flexibility Visage offers allows the user to add a front end which is relevant to their business, to a base system– a step away from generic solutions.

The NILWA IT solution revolves around the HUB, as you are aware. Visage has developed along with our own development of our data base and HUB, which now has a Visage front end. Usability has increased dramatically with the introduction of the Visage screen.

Our HUB is accessed daily by many business partners including Diageo Australia, Southcorp Wines, Fosters Brewing, Orlando Wyndham.

We are in the process of converting our entire green screen applications to Visage, as the flexibility of screen design will allow for increased business development.

The introduction of Visage to the NILWA business has resulted in a time saving per week of over 30 hours.

Visage.BIT, fantastic. The NILWA business relies on ongoing accurate analysis. Prior to the installation of the BIT approximately 25-30 hours per week was spent building and extracting information to analyse. Now the information is always there, built and ready to use. The flexibility available in the cube build and ability to export now allows me to work with and on the information rather than finding it.

Ross the development of Visage and Visage.BIT has made an incredible difference to my business. A simple measurement is the resource saving we have experienced, effectively 50 to 60 hours per week across all staff.

This has enabled our business allocate this resource to business development and business building.

I know this sounds a little cliché; however I say this frequently to you, Visage and Visage.BIT are the greatest thing since sliced bread!

Best Regards

SJ Przibilla

**Sandra Przibilla
Managing Director**