



FOOD AND BEVERAGE AUSTRALIA LIMITED  
ABN 82 007 996 081

QUALITY FOOD AND BEVERAGE  
FOR THE WORLD

8<sup>th</sup> March 2016

Bulk Energy  
Attention:- Anton Battista  
84 Hotham Street  
PRESTON VIC 3072

Dear Anton,

It has been 3 months from when we began working together, with the objective to reduce FABAL's electricity costs for the numerous vineyards that FABAL has under its management.

Since implementing your recommendation to bring all twenty three of our electricity meters onto a consolidated Business Plan with one electricity provider, I have already been able to validate the cost savings on our electricity accounts from the first two months of 2016. Its very novel being under budget for electricity costs, especially with the very hot summer we have experienced.

Not only have your services delivered real costs savings, (projected and on track to reduce our electricity costs by over \$20,000 in 2016), but you have itemised and analysed our historical electricity usage data and co-ordinated the process of transferring all our accounts from the previous energy providers, with a minimum of effort from my point of view.

From my own due diligence processes, I am quite aware I could not have negotiated the significant discounts you have secured on our behalf in both South Australia and in particular Victoria.

The most outstanding value of your service is that you provided a no obligation, no risk win win situation for us to benefit from the lower electricity costs you negotiated for our vineyards, and without FABAL needing to pay you anything for your work.

So it is with gratitude that I thank you for your timely, effective and friendly service and I would be happy to recommend to any company wishing to conduct a review of their electricity costs that they have nothing to lose in accepting your services, other than some numbers from their future electricity accounts.

Yours sincerely,

  
Ian Gray  
Group Manager AgriBusiness

*Growing Our Future Together*

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