



Corporate Centre
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9 January 2007

Mr Ron Gallagher
TripStop Pty Ltd
Suite 4, 109 Union Road
Surrey Hills, Victoria
Australia 3127

Dear Ron,

Trial at Bayside City Council Proves Huge Savings from using TripStop

When introduced to TripStop in 2003, it was with a lot of hope and a degree of doubt that I agreed to a trial. Of the thousands of Bayside problem locations, I selected one of the worst. Previously at the John Street location, we had been replacing three bays, on average, every thirteen months, at a cost of **\$574** plus overheads each time.

Since installing TripStop, for an additional cost of just **\$54** plus **\$20** for installation, we have already saved three replacements. That's a total saving so far of around **\$1,800**. I expect to save at least two more replacements for a total saving of **\$3,000**. Not that I expect TripStop to fail. It will be a case of the incline will need to be flattened out.

So, by the time I need to replace the three bays, I expect that Bayside will have saved **\$3,000** for an outlay of **\$74**, a saving of **\$41** for each **\$1** invested. I expect that I will be able to reuse the original TripStop and save a further **\$3,000** over five to six years, this time for an outlay of just **\$20**, that's **\$150** for each **\$1** invested.

Naturally, Bayside has now specified TripStop as a standard item for all replacements around trees in the day to day Proactive Maintenance Program, as well as tree effected areas in the annual Capital Replacement Program.

Yours sincerely,

Bryan Dennis
Civil Infrastructure Coordinator
Bayside City Council
Victoria, Australia

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John Street Beaumaris, Bayside City Council, Victoria, Australia