

Claire Connors

From: Tom Draths <tom@wdoconnell.com>
Sent: Monday 7 March 2022 12:03
To: Claire Connors
Subject: Change of Equipment - Blending Equipment
Attachments: WLP Equipment Adjustment Letter.pdf

Hi Claire -

I've attached our letter explaining the change of equipment on the blending side of our project. Please let me know if you'd like me to make any changes or have recommendations for how to proceed.

Thanks again for all of your help,

Tom

Tom Draths

Operations

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W.D.
O'CONNELL
WHISKEY MERCHANTS

28 February 2022

Waterford Leader Partnership
FAO: Claire Connors

7-3-22
Waterford Leader Partnership CLG
Dunganan, Co Waterford
Tel No. 053 44077
E-mail: claire.connors@wlp.ie

Ms. Connors:

As part of our application for a WLP grant for our new production facility, and as part of the tender process, we received a quote for blending equipment (used for the blending of Irish whiskey or other spirits) from Barison Industry. It should be noted that Barison was the only company to respond to this request from the five that were invited.

Included in this original quote were:

- Two x 1000L tanks
- One x ATEX rated food pump
- Two x 1.5m hoses
- Two x 3.0m hoses
- One x Anton Paar handheld metre
- One x electrical panel
- Shipping

The final equipment we received from Barison is slightly different from what we originally requested, largely in size; otherwise it's the same blending system, just more customised for our operation and built to enhance our efficiency and future growth. The changes are:

- Two x 5000L tanks (additional 8,000 Litre capacity)
- Two x ATEX rated food pumps (1 additional pump)
- Two x 3.0m hoses (additional 3m)
- Two x 6.0m hoses (additional 6m)
- One x Anton Paar handheld metre
- Shipping

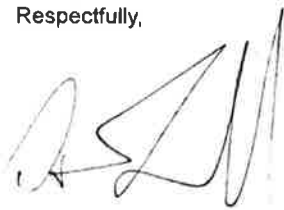
As you can see there was no requirement for the electrical panel on this list of equipment. The larger tanks use only compressed air to operate, instead of the electrical control panel.

The electrical control panel was the most expensive individual component of the system, and by removing that from the design, we were able to transfer the cost to the larger blending tanks.

After the tender process and the notice that we were approved for the grant, we were in contact with the supplier to better understand the electrical requirements for the system while we prepared our warehouse buildout from shell to working bottling plant. During those conversations, Barison Industry realised that they could adjust the equipment for our set-up to make us more efficient and future-proof the business for growth, while keeping the costs in line with the original tender process. They had planned the original system for us assuming that we were a distillery, and after realising that we are not a distillery but are instead a bottling and blending business, Barison suggested these changes to our system.

While the equipment is marginally different, it will, in both the short- and long-term, make us a more efficient business with a better ability to grow our operation in the future.

Respectfully,



Daithi O'Connell
CEO & Founder
O'Connell Whiskey Merchants, Ltd.

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