

QubicaAMF B.V. trading in the UK through the offices of:

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Western Europe Sales

Cleveland Way, Hemel Hempstead, Herts. HP2 7DY

Thursday, 07 August 2008



Dear Centre Owner / Operator / Manager / Technician,

Re: GUARDING SOLUTIONS – AMF / QubicaAMF Pinspotters

In May 2008, as instructed by the Health & Safety Executive, we sent out to all AMF / QubicaAMF equipped bowling centres advice on safety standards for existing installed pinspotters and our Xli / PUWER Guarding kits that would allow the existing pinspotters to be brought up to a satisfactory safety standard and together with the XLi upgrade provide significant improvement in operational performance.

Due to the high importance of this issue we are resending the information again and ask that you do take time to read and digest in order that proper consideration is given to the importance of safety / guarding on your pinspotters. I must advise you that as outlined by Roger Upfold of the HSE at the TBPA specially convened Health & Safety meeting - January 10th 2008 at Newbury, the HSE and local authorities EHO's are working to a time schedule of circa 3 years for all bowling machinery in the United Kingdom to be properly guarded and in conformity to the Provision and Use of Work Equipment Regulations 1998 (PUWER 98) with proper safety management in place. In addition to guarding this includes undertaking a Risk Assessment, and then instituting safe working procedures and practices, training to ensure the competence of staff in high risk situations etc.

QubicaAMF are in the final preparation of a Safety Solutions manual for general distribution to our customers which details the safety management requirements in better detail.

Please note that the local EHO (Environmental Health Officer) has considerable powers at his / her disposal for enforcement – by way of Improvement Notices, Prohibition (of use) Notices, criminal proceedings with fines and imprisonment for non-compliance.

QubicaAMF has, in conjunction with advice from operators and the HSE, developed Guarding Solutions that are in compliance with the safety directive (PUWER). We must advise that from a recent report by Roger Upfold of the HSE he notes that "the frequency of access and exposure to hazards indicates that interlocking guarding is a necessity for safety. HSE has indicated that it does not support FIXED GUARDS only solutions and would look to making this advice clearer in the future (via a local authority circular)"

Therefore whilst we have developed a range of guarding kits utilising similar guard and components starting with:

BASIC - FIXED Guarding only Kit – this as per HSE advice would not in practice be accepted as suitable or compliant to PUWER 98.

INTERLOCKED – a mix of fixed and interlocked guarding with mask safety beam and emergency stop buttons using existing machine wiring, motors, Chassis etc. All existing components are old technology so not to current CE specifications.

INTERLOCKED with Xli upgrade – as per Interlocked but together with the latest Xli technology that provides new wiring looms, motors, Chassis etc all to the latest "state of the art" specifications improving efficiency, reliability and performance.

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QubicaAMF would recommend that from a return on investment basis the Interlock with Xli kit provides you as an operator the best opportunity to benefit from the necessity to upgrade the safety / guarding of your existing pinspotters as this is the only product that can provide a lifetime payback with performance / energy saving over just fitting of the guarding kit.

The benefit of the XLi upgrade is that you retain your existing Pinspotter but enjoy the features of latest technology to provide more efficient / reliable & faster pinspotters for you and your bowling customers. Additionally the kit includes the latest safety features and guarding to bring the existing machinery completely up to date and compliant in respect of the "Provision & Use of Work Equipment" regulations (PUWER), as required by the Health & Safety Executive working through local authority EHO's.

The kit includes new motors (note 82/90XL BE Motors are reused) / new chassis / new wiring loom / new dual pit lights / new managers control unit and all necessary components / hardware and safety guarding to upgrade a pair of 82/70 or 82/90 Pinspotters. All new items are covered under the standard 12 months QubicaAMF warranty where major items are handled as a FOC exchange.

As the mechanics of the existing would remain as-is another alternative depending on the age and condition of your equipment would be to consider a complete pinspotter replacement with new QubicaAMF 90Xli Pinspotters. This would give your centre a complete new lease of life with all new machinery – mechanical & electrical to serve you and your customers for the longer term and also ensure your safety obligations to your staff are to the highest standard.

We would be pleased to provide a custom offer to upgrade the pinspotters in your centre – we can also advise that subject to normal terms and acceptance we can work with our finance partners –to provide the XLI upgrade kits under a lease purchase arrangement meaning that the cost becomes very manageable over a lease term equating in most cases to the per lane day cost being near to the price of one game of bowling –however the benefits of increased speed / reliability and reduced power consumption to you means that you gain with little or no pain. Leasing can also be available for the complete pinspotter replacement option with new 90Xli pinspotters.

Please call your sales manager - David Gee (North) or Robert Smedley (South) for further details and pricing.

Yours sincerely,

Robert Smedley
Business Manager – Southern Region, Western Europe

All Offer pricing is subject to withdrawal at any time before receipt of an unqualified order from the purchaser and in all cases shall be deemed to have been withdrawn unless so accepted in writing by the purchaser within 30 days of offer date.
QubicaAMF B.V. reserves the right to change specifications / Equipment / model range without notice. E&OE
Title to all product / equipment / goods supplied remains with QubicaAMF B.V. until receipt of full and final payment.