

## TESTIMONIALS

### ABOUT CAPTON

Headquartered in Northern California, Capton is a leading developer of RFID-based business control solutions for hospitality. Capton solutions are installed in hotels, restaurants, nightclubs and bars, resorts, casinos, cruise lines, sports stadiums and many other types of hospitality venues across the United States and around the world. Capton products are marketed via a global sales and support network.

### FOR MORE INFORMATION

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### Gulfport Island View Casino

"When I saw the Capton Beverage Tracker solution and how it worked, I truly got excited. Even though guns can be efficient, they are an enormous cost and the benefit as opposed to bartender free pouring is questionable. Guests like the free pour experience, and good or bad, there is a guest perception about being served from a gun that is not ideal. The bartenders' pours haven't wavered within a tenth of an ounce since the system was first installed. We have a free pour environment and liquor cost control, a perfect combination." Bill Petersen, Beverage Manager

### Ham's Restaurants

"We were seeing a rising liquor cost trend in some of our high volume bar locations. We knew that over pouring and free drinks were the primary problem. We needed a tool that would help us fix these problems. After installing Beverage Tracker, our liquor costs immediately dropped 3 to 4 points, which brought those locations back in line with our standards." Steve Stern, COO

### Hyatt Regency McCormick Place

"I've seen lots of these systems come along, but they have always been either too complex to maintain or too easy for bartenders to beat. Capton came in and said they would prove it to us and they did. They proved not only that their solution works; but that they are committed to making sure we see a return on investment from using it. I was impressed with their team, their approach to the project and the way they stayed with us after the installation to make sure we were successful. I would recommend them to anyone in hospitality interested in improving their F&B bottom line and the guest experience." George Vizer, General Manager

### Intercontinental The Barclay New York

"We are finding great things about the system all the time, with a greater and greater appreciation of its functionality. We continue to discover what a powerful tool it is. From an accountability standpoint it speaks volumes about our determination to keep steady controls on our liquor inventory and pour costs and to maintain the highest level of guest experience consistency in our drink recipes. There is no reason for an operation not to spend the money for this system. The initial outlay is minimal compared to the return on investment." Bill Fisher, Director of Food & Beverage

### Marriott Atlanta Perimeter

"Clearly the financial impact stood out. It was phenomenal to see a reduced beverage cost of 4 points. Plus, the potential for those continued savings is phenomenal. Another not so obvious benefit that clearly has a financial impact is drink consistency. We want the not so obvious conclusion that this is a great place to get a drink. Capton helped us get over pouring and under pouring in line, because when the drink doesn't mirror the recipe, the guest experience suffers and it definitely has an overall financial impact." Robert Woolridge, Area General Manager

### Pipers Grille and Bar

"Three previous operations failed in this Orlando location and I would have been the fourth if it had not been for the Capton Beverage Tracker. The support from their reseller has been outstanding. They both really go the extra mile, not just on the systems, but with my business." Graeme Dutton, Owner

### Sandestin Golf & Beach Resort

"They passed our test. We were all set to move forward with a liquor inventory measuring solution, but when we saw the Capton technology, it seemed like the perfect answer. However, Sandestin is part of a large corporation that operates dozens of premier resorts across North America. Before we could make the investment, we had to prove the technology and internally commit to a return on investment. Capton came in, installed their system in our three busiest locations – a major restaurant, a pool bar and a beach bar. Then they showed us exactly where our problems were and how to use the system to achieve a 5 point liquor cost reduction and an 11 percent revenue increase." Bill Merlyn, Food & Beverage Training Manager