



## News Release 7<sup>th</sup> July 2003

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### Re-organisation at Quest

**Melbourne 7<sup>th</sup> July 2003** – Due to a period of rapid growth in sales and the pursuit of an aggressive product development programme, Quest has undergone a minor re-organisation in order to better address the large number of opportunities that are presenting themselves at the moment, particularly in the USA.

Central to this re-organisation, Tim Stollznow, who has been with Quest for over 16 years, the last 10 of those as Engineering Manager, has been promoted to the position of General Manager and COO. In his new position Tim will still overview Engineering and Manufacturing in the short term, providing continuity, but will also take a more active role in the day-to-day operations of the company as well as over-viewing the move to new, larger, custom built premises, which should be ready for occupation around October this year.

Tim holds an Honours Degree in Engineering from Adelaide University and a Post Graduate Diploma in Technology Management. As well as his commitment to Quest, Tim is also President of the South Australian Electronic Industry Association and a past recipient of the Young Achiever of the Year Award for Technology.

Tim has earned this opportunity through hard work and personal development and I am sure that everyone will join the management of Quest in congratulating and supporting him in his new position.

In the re-organisation, David Brown will remain as Chairman and CEO, but freed from the day-to day operations, the change will enable him to spend more time on the strategic direction of the company with respect to markets, products and major accounts.

In other moves, the Support Department in Adelaide will be reinforced with additional staff and once completed, Domestic sales will be moved to this department from Melbourne. This change in direction will enable Jason Brown and Leigh Colley more time to concentrate on developing the North American and European markets respectively.

The North American market provides enormous and immediate potential for growth, not only through our direct operations in the Stadium & Arena market, but also through a Reseller Channel to address our more traditional markets of Pubs, Clubs and QSR's etc.

Jason Brown is currently in the USA providing training and support for the first of these Resellers, SDCR in San Diego, CA and EPIA Solutions in Allentown, PA and Quest is currently working with Pacer CATS to address their installed base in Theme Parks and Theatres through hardware upgrade to Quest Terminals.

The direct Quest operations in North America are also being evaluated and will be further reinforced with additional staff in support and administration, due to rapid growth in orders and installed base in the Stadium & Arena business.

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Europe is a relatively new market for Quest, but is strategically important given the number of Franchises using Quest POS solutions that are expanding their operations into this market, plus a growing interest in our Stadium and Arena solution and other interest from European Food Service Companies. Leigh Colley has recently returned from a fact-finding trip to Europe and a strategic plan for this market is currently under development.

David Brown said "This is a very exciting period for Quest and it is certainly heartening to know that we have long term employees that have not only grown with our products and markets and know them intimately, but are still young, aggressive and capable of taking that next step up and help guide the company to bigger things. The average tenure of our senior management with Quest is nearly 15 years and yet the average age (excluding me!!) is still under 40 years old"

Quest Retail Technology Pty Ltd are the largest developer and manufacturer of Point of Sale Systems in Australia and have over 20,000 VersaTerms installed in 17 Countries Worldwide in a diverse range of applications including, Bars, Clubs, Restaurants, Fast Food, Stadiums, Arenas, Race Tracks, Theme Parks, Cinemas, Franchises, Ferry Ships, Educational Establishments etc.