

“A blind tasting of the cola flavour convinced me to change.”

Says John Quinn of
Speakers Corner,
Browns Bay, Auckland



John Quinn has owned Speakers Corner Ale House in Auckland's Browns Bay for about twelve years. He is a relatively new customer of

Fountain Drinks having made the decision to change to 45 Postmix about four months ago. Speakers Corner is a very popular English style bar serving an extensive range of English beers and food. Positioned just back from the beach on Anzac Ave, it's a popular local pub with regular live music running two postmix guns.

We spoke to John about his decision to change:

“Everyone swears by coke. I had heard that the Fountain cola taste was a poor third when compared to Coke and Pepsi, so I was always reluctant to change. I had been using Coke since 1994”.

“Being sceptical about the quality of other postmix mixes I ran a ‘blind test’ through the bar; not telling bar staff or customers we had switched to 45 Postmix for the trial. I was pleasantly surprised because both my staff and my customers tasted no difference. My bar staff received no complaints whatsoever”.

“Fountain took the time to show me the cost savings I would make by switching from my existing supplier. The cost savings and the peace of mind regarding taste, convinced me to change. Results since changing four months ago have given me consistent savings of around \$600 a month, which is significant for a bar of this size”.

“We had a few minor teething problems at the outset, just tweaks in the set up behind the bar. These were quickly sorted out by the Fountain engineer who was very responsive and came when needed. The other postmix supplier insisted we order postmix syrups on a specific day of the week, whereas with Fountain we can order any time, and even have a delivery same day if needed. Their response time is excellent.”

“I had no problem with the manner in which I was dealt with by the previous supplier. It all came down to the costs I would save switching to Fountain and the fact that my customers were happy with the quality of their drinks and the taste. I'm a very satisfied convert”.



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