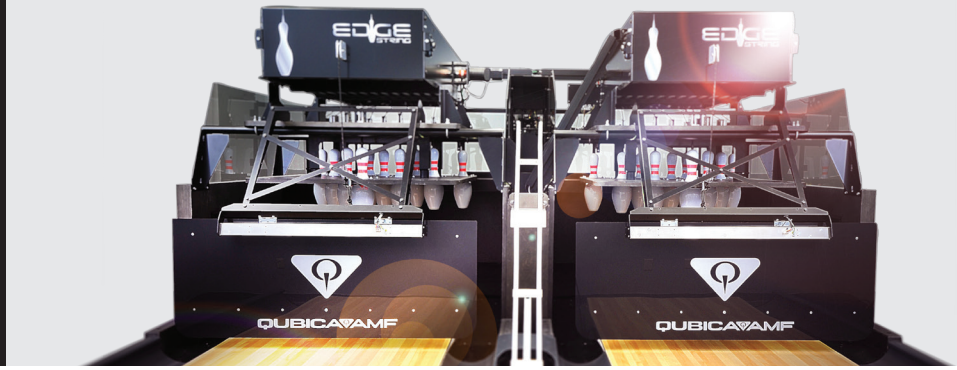


EDGE STRING

QUBICAAMF
MAKING BOWLING AMAZING



Center: Lake Wylie
Bowl N' Bounce
Lake Wylie, NC

Bowling Lanes: 16

Owner: Darrin Skinner

Attractions: Bowling
Arcade Games
Laser Tag
Bounce Room
Soft Play Structure



Darrin Skinner
Owner
Lake Wylie Bowl N' Bounce

Lake Wylie Bowl N' Bounce Scores Big After Replacing Free-Fall Pinspotters with EDGE String

Lake Wylie Bowl N' Bounce is the preeminent entertainment destination in Lake Wylie, a community near Charlotte, North Carolina. Owner Darrin Skinner opened his FEC in 2012. Today, in addition to 16 lanes of bowling, he offers 70 arcade games, 24 vests of laser tag, bounce attractions, a soft play built-in structure, along with F&B offerings.

The bowling portion of the business represents 30% of total revenue. About 90% of bowling revenue is recreational bowling, the remaining 10% league play.

The Challenge

Darrin's biggest challenge stemmed from his free-fall pinspotters. Maintaining them was not only a large expense; it had become a big headache for him as well.

"While bowling represented about 30% of my revenue, it was over 50% of my facility maintenance costs and was a source of personal frustration," Darrin says. "I could not find many experienced technicians, and the few good ones I did find were expensive. Additionally, I was spending an average of \$10K per year in parts just to keep my pinspotters running. I had a whole room full of pinspotter parts, and it was tying up valuable cash."

Along with impacting his bottom line, Darrin's pinspotter problems were hurting the customer experience.

"As a league bowler in my own center, I was seeing firsthand the impact my pinspotter problems were having on our guests."

The Solution

Darrin began considering string pinspotters as an option for his business in 2017.

"I was intrigued with the concept and the benefits it could offer my business. But my biggest concern was how would my customers respond. I had no idea. If a good portion of them did not like bowling on string pinspotters then I stood to lose a lot of business revenue."

To resolve his concerns, Darrin talked with operators of string pinspotters and took friends and family to bowl on string pinspotters in several different centers. "I have been bowling for 35 years, and am an above-average bowler, so I figured that if I was comfortable bowling on string pinspotters then most of my customers would be, too."

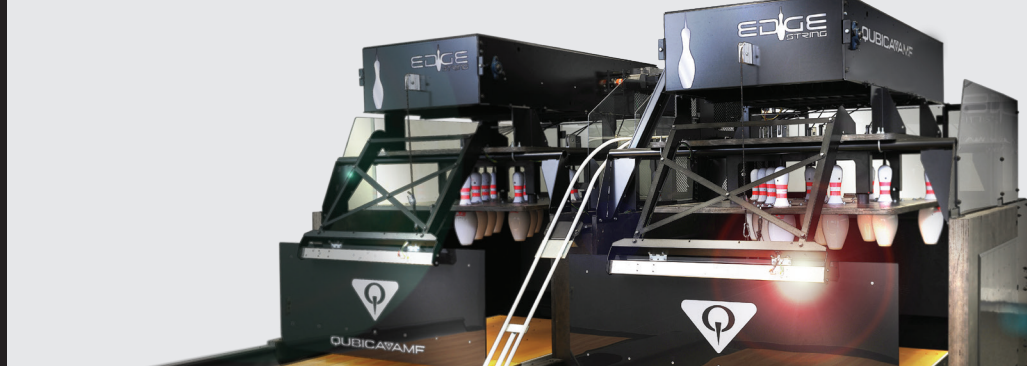
After doing his research Darrin chose to replace his free-fall pinspotters with QubicaAMF EDGE String pinspotters, which were installed in August of 2018.

"I have been bowling for 35 years, and am an above average bowler, so I figured that if I was comfortable bowling on string pinspotters then most of my customers would be, too."

—Darrin Skinner

EDGE STRING

QUBICAAMF
MAKING BOWLING AMAZING



The Results

"The EDGE String Pinspotters have given me peace of mind. They transformed something that was a major source of heartburn into something that is no longer an issue," says Darrin.

"The EDGE String Pinspotters have given me peace of mind. They transformed something that was a major source of heartburn into something that is no longer an issue."

-Darrin Skinner

Darrin is saving around \$45K per year in parts and labor across 16 lanes, or \$2,800 per lane per year and his former room full of spare pinspotter parts has been reduced to one small shelf.

"The response from my recreational bowlers could not have been any better."

-Darrin Skinner

Lake Wylie Bowl 'N Bounce's business is reaping many benefits from the new EDGE String Pinspotters:

Increased Bowling Revenue

Overall bowling revenue is up 4% since installing EDGE String, mainly because Bowl 'N' Bounce no longer has to turn away customers due to lanes being down during busy periods.

Operating Cost Savings

Darrin is saving around \$45K per year in parts and labor across 16 lanes, or \$2,800 per lane per year. His former room full of spare pinspotter parts has been reduced to one small shelf of parts.

What's more, his facility manager and staff can now easily cover all the center's equipment—including the pinspotters. No one is dedicated just to bowling anymore.

People and Business Investment

With the operational savings Darrin is getting he has more freedom to invest and grow his business. He has given raises to his employees, purchased more arcade games for 2019, and is planning future upgrades to his bowling attraction.

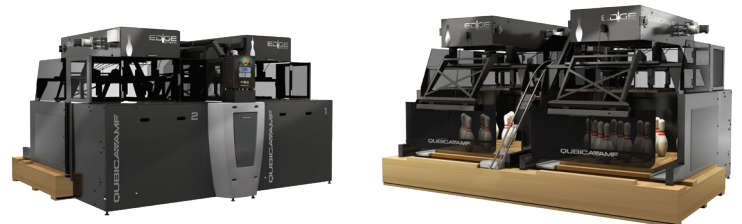
Great Customer Response

"The response from my recreational bowlers could not have been any better," Darrin says. "For the most part they have not said anything, which is the best thing I could hope for...a smooth transition."

A Successful First League Season

Prior to installing EDGE String, Bowl 'N Bounce hosted six leagues, two of which were USBC-sanctioned. While they lost one of the USBC-sanctioned groups, the other continues as an unsanctioned league; and the center recently added a new recreational league.

"I could not be happier with how our first full league season with EDGE String went," Darrin intones. "All of my leagues are coming back next year."



Are QubicaAMF EDGE String Pinspotters right for your center?

To learn more visit: www.qubicaamf.com/EdgeString