E Banc Trade Online: http:/www.ebanctrade.com

Volume 4 Issue 2 March 2003



Trading Alternatives for Business and Lifestyle

E Banc Trade Contacts

QUEENSLAND

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New Century Property

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Licensees 4 1

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NSW South John Worland	Tel: 02 6974 1194 Mob: 0412 385 59
Sydney Head Office Lynne McDowell	Tel: 02 9831 5300 Mob: 0417 657 21: Fax: 02 9831 57

Business of the Year Award 2002

Congratulations to Harry and Yvonne Trout from Skyline Cleaning Supplies for taking out the E Banc Trade Business of the Year Award for 2002. This award is given in

recognition of their outstanding service to E Banc Trade members by consistently trading with the E Banc Trade philosophy "Right Price, Trade Component Negotiable".

Skyline Cleaning Supplies received thousands of orders from E Banc Trade members during 2002 and serviced them to the same high level of customer satisfaction that their cash clients receive. With this level of service, their competitive pricing, and the vast range of product that they have on offer, Skyline Cleaning Supplies is an E Banc Trade success story.



Sunshine Coast Red Coast Bali Benefit Donation Certificates

Due to bad weather the Bali Benefit Golf Day has been postponed from Friday 28th to Tuesday March 11th. We have extended the Donation Certificate campaign to the same date. For every \$10 worth of donation certificates, the buyer receives one chance in the draw to win a brand new computer. The draw will be held during the post golf dinner at Twin Waters Golf Club. E Banc Trade members can purchase the donation certificates at 50/50. All proceeds will go to the Red Cross Bali Benefit Appeal.

E Banc Trade members may be asked to accept one or more donation certificates as part payment for goods or service. When you receive these please write your business name and ID number in the spaces provided on the back and mail the certificates to E Banc Trade as you do with your regular E Banc Trade cheques. They will be processed as normal and the trade dollar value will

Your assistance in this matter is very much appreciated.



1,000 Cash Reward

be credited to your account.

New Century Property will give a cash reward of \$1,000 to every person who introduces a property owner who lists their property with us and which results in a sale by one of our sales staff. Simply give us their contact details, or ask them to contact us. If the listing does not proceed to sale, we will still reward you with \$100 E Banc Trade, paid to your account.

Real Estate has always been a good investment

.... Using E Banc Trade Dollars ensures even greater success Contact Anna on Tel: 07 5437 7076 Fax: 07 5437 7231

Administration Notes:

Please be sure to send your E Banc Trade cheques into head office for processing as soon as you receive them. A phone authorisation is not sufficient to transfer funds between accounts. Funds will only be cleared on receipt of a signed E Banc Trade cheque at head office. When you do not present your cheques immediately, your customer can be confused when their account is debited months after a purchase is made. Do the right thing. Send your cheques in within 14 days of receipt.

Sydney East

Ted O'Shannessy Sydney North Shore *Patrick Flower*

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Tel: 02 4340 5800

Mob: 0412 337 711

Mob: 0412 723 488

Mob: 0410 317 753

NORTHERN TERRITORY

Henry Shiba

Wollongong

Mark Mallinson

SOUTH AUSTRALIA

Adelaide Outer South Paul Humphries

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Tasmania North David Baker Tasmania South Tony Bennett Tel: 03 6327 1547 Mob: 0400 589 563 Tel: 03 6273 4611 Mob: 0418 109 360

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Mob: 0418 346 307

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Geelong John Neskovski

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Melbourne Central Ross & Di Cantelo

Melbourne North Paul Ammoun

Melbourne South Ray Hefferon

Melbourne West Michael Servais

Mornington Peninsula Guy Senior

Victoria North East

WESTERN AUSTRALIA Monica Cae

Tel: 08 6210 1137

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 Mob: 06 2667 4452

7uid-Holland 7uid

www.ebanctrade.com

Tel: +31 413 354535

New Area Licensees: You are probably all aware that the positive image and reputation E Banc Trade holds in the trade dollar industry is so impressive that agents from Tradebanc Exchange, Paul Ammoun, Mike Hancock and Mark Mallinson, have chosen to come on board as E Banc Trade licensees.

Paul is now our licensee for Melbourne North and can be contacted on: Phone: 03 9484 4888 | Fax: 03 9484 4811 | Email: <u>melnorth@ebanctrade.com</u>

Mike is licensee for Newcastle and NSW Central Coast:

Phone: 02 4962 1650 | Fax: 02 4962 3852 | Email: newcastle@ebanctrade.com

Mark is licensee for Wollongong and his contacts are:

Phone: 02 4226 2882 | email: wollongong@ebanctrade.com

This has given us an excellent market edge and proves that it is not only the members who recognise our formula as being correct, but also the licensees of other trade exchanges.

On the international front, we are making arrangements with a prospective licensee for the United Kingdom, and a delegation from E Banc Trade is currently en route to Vietnam to discuss licensee opportunities there. Great things are planned on the international front and it is estimated that by the end of the year there will be many additional countries involved in the E Banc Trade exchange.

Our membership currently is over 6,500 and increasing rapidly, with growth estimated to reach 10,000 by year end. As stated previously, once the membership reaches 20,000, the fees on goods and services will be reduced to 4.45%, once again benefiting the members of E Banc Trade.

I would just like to again invite all members to contact us regarding trade conversions. We are happy to convert dollars from other exchanges. Simply call head office on 07 5437 7220 and we can assist with all enquires. Convert to E Banc Trade dollars and take advantage of the member businesses in a vibrant and active exchange.

I would also like to welcome Steve Woods on board, filling the role of Events Management Coordinator. Steve will take responsibility for the coordination of all E Banc Trade educational, promotional and sponsored events and is developing a calendar of scheduled events that will be displayed and updated on the corporate website. Steve is also happy to provide advice and assistance to members wishing to organise any events that will also promote their E Banc Trade membership. Contact Steve on <u>events@ebanctrade.com</u>, or mobile: 0403 048 855.

Neil East

Adelaide Business Development & Information Night Wednesday March 19th

Adelaide International Motel, 521 Anzac Highway Glenelg North Ph: 08 8294 2155 / 0410 317 753 RSVP 9th March . text 0410 317 753 E Banc Trade Celebration. Bring a friend

Beer, wine, spirits, soft drinks and supper supplied at

50% cash / 50% trade

E Banc Trade will cover the trade component

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Find out how to:

* increase your market share *spend your trade dollars effectively *earn cash in the bank by referring new members to E Banc Trade *share your advertising expenses with E Banc Trade *best promote your business through the exchange *effectively source products on trade

> Sunshine Coast May 7th, 2003 (mark this date in your diary) 6:30pm for 7pm start (Venue to be advised)



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For Real Estate enquires phone (07) 5437 7076 or email us at realestate@newcenturyre.com

trade travel

VISITING ANTWERP by Kieron Spence

One of E Banc Trade's latest European members, the hotel Ter Elst in Antwerp, prides itself as a business person's dream. I found it to be the perfect (4 star) hotel for families and the lone traveller as well. Just ten minutes from the centre of Antwerp and forty minutes from Brussels, it's the perfect location for anyone visiting Belgium either on business or for pleasure.

The 49 spacious rooms all have television, telephone, access to the internet, a writing desk and well appointed bathrooms.



Airconditioning, hair dryers, irons and ironing boards are available at the reception. The bathrooms in the suites are all equipped with whirlpool-baths and all suites have conference capabilities, ranging from whiteboards, projection screens and (on request) video and data projection equipment. For the thrifty business person, the suites can be used for conferencing as an extendable table comfortably seats eight people which would be suitable for (smaller) presentations and meetings.

In addition there are also 20 meeting rooms, of which one is an auditorium for (max) 400 persons. All rooms except for the auditorium, have natural daylight and are perfect for exhibitions. For the business person who prefers to travel 'light', the hotel offers an array of equipment ranging from slide projectors, photocopiers and secretarial services. The hotel has 16 sporting facilities such as indoor and outdoor tennis courts, squash courts, bowling, a gym, horse-riding and clay-pigeon shooting to name just a few. It was my intention to relax and I was not disappointed as the sauna, the jacuzzi and the spacious (indoor) swimming pool fully met my expectations.

The hotel complex also has a restaurant and bistro. In the restaurant '*Couvert Classique'*, Marc De Keersmaecker (chef de cuisine), offers a fine selection of classically inspired dishes using the best of local and international ingredients. The excellent food, extensive wine list and the old world ambience all go towards the makings of a memorable experience. *Couvert Classique* is open for lunch and dinner.

In the bistro '*Table Mozaïque*' the chef Guido de Rooy, creates a variety of modern dishes using the best and freshest local grown produce and ingredients. The bistro has a relaxed and friendly atmosphere, is very affordable, child-friendly and whether you decide to dine on the terrace in the summer or by the cosy fireplace in the winter, your host Steve will make you feel most welcome.

The hotel offers 20% trade through the week and 50% trade at the weekends.

Email Hotel Ter Elst at info@terelst.be or visit their website at www.terelst.be



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By providing your product or service to E Banc Trade at 100% full trade to be used by Community Support to help raise money and awareness at any of the various events that we will be sponsoring, your business will receive all of the advertising and marketing benefits associated with the event for **FREE**. This may include your logo placement in ads, signage space at the event and mentions by the event MC.

If you are interested in finding out more, please contact Brett, our Community Support Coordinator, at E Banc Trade Head Office on Ph: (07) 5437 7220 or email: brett@ebanctrade.com.

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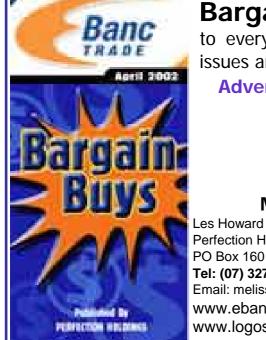
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QUALITY MANAGEMENT

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Get peace of mind – it's easy. Contact Jim Joyce on +61 7 5491 1448 or email best.practice@bigpond.com

Feel good— have a plan to be safe. We're just a phone call away.

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