

Help for newsagents on Bill Express matters

Tower Systems has helped many newsagents on issues arising from the collapse of Bill Express. As newsagents ourselves we understand the challenges from your side of the counter. We will continue to provide transparent advice you can trust. Mark Fletcher, Managing Director, Tower Systems. 0418 321 338

- **WHERE TO GET THE LATEST BILL EXPRESS NEWS.**
- **ADVICE ON REMOVING BILL EXPRESS EQUIPMENT.**
- **BOPO ALTERNATIVE.**
- **MOTORLINK FUEL CARD ALTERNATIVE.**
- **HOW YOU CAN MAKE 30% COMMISSION ON CALLING CARD SALES.**

WHERE TO READ NEWS ABOUT BILL EXPRESS

The Australian Newsagency Blog, www.newsagencyblog.com.au, has been a key source of news and information about Bill Express and other matters affecting newsagents. With more than 2,500 unique visitors a day, newsagents rely on our blog for the very latest. Access is free to all.

HELP AND ADVICE ON VARIOUS BILL EXPRESS RELATED MATTERS

Thanks to our size, being newsagents ourselves and already serving more than 1,500 newsagents, Tower Systems has been able to help newsagents in several practical ways:

ADVICE ON REMOVING THE BILL EXPRESS EQUIPMENT

Tower Systems is providing written advice to its community of newsagents on how to safely remove the Bill Express equipment from the counter without harming other equipment.

ADVICE ON YOUR BILL EXPRESS LEASE

The legal team providing advice for NANA and QNF advised newsagents to cancel their direct debit some time ago. Their advice included how to go about this.

ADVICE ON THE BLACKHAWK GIFT CARD MALL

Newsagents who were selling Gift Cards through DialTime terminals are advised to hold onto their retail stands. Alternative connectivity is being developed which is a few weeks away from being available. Feel free to contact Blackhawk by email on info@bhnglobal.com. This will provide a channel for communication on their Gift Card Stands.

MOTORPASS FUEL CARD ALTERNATIVE TO MOTORLINK

We have negotiated preferential rates with Motorpass, a national fuel card provider. The Motospass card is a good replacement for the Bill Express owned Motorlink. Our preferential rates offer a lower sign up cost and a 40% lower monthly cost. Motorpass is the only card you can currently use at Caltex Woolworths/Safeway with discount fuel vouchers. Please email info@towersystems.com.au for a sign up form. Tower makes a small commission.

30% COMMISSION FOR NEWSAGENTS ON THE AUSSIE PHONECARD

Following our investment in the Aussie phonecard business, we negotiated the best possible commission for newsagents on their phonecard product. This 30% commission is available to newsagents using eziPass. Email info@accessphonecards.com.au or call 1300 667 017 or go to www.accessphonecards.com.au (click the retailer section). We are working with the folks at Aussie on the launch of a second phonecard product which will also offer 30% commission.

THE BOPO ALTERNATIVE – AVAILABLE NOW

The CANVASS Visa Prepaid card is a perfect replacement for BOPO. It is targeted to the same consumer. Another prepaid card, Just4, is a great gift card product. These and two other Visa Prepaid cards are available through eziPass now. No other newsagent software supplier is able to offer these Visa Prepaid products.

HOW TO SIGN UP FOR EZIPASS, THE ALTERNATIVE FOR MOBILE RECHARGE AND PHONECARDS

eziPass is available for every newsagent. All you need is a computer running Windows connected to the Internet and a thermal receipt printer. Go to www.ezipass.com.au and click on retailer sign up. There are three forms to complete:

1. Complete the eziPass sign up form and fax this to 03 9524 8099.
2. Complete the SCX Visa Prepaid Signup Pack and fax this to 1300 650 843.
3. Complete the Access phonecards Signup Form and fax this to 07 5641 0037.
4. Email support@towersystems.com.au and advise when you have submitted these forms.

LOW COST POINT OF SALE ALTERNATIVE - \$4,995 or \$46 a week

To help small newsagencies replace their cash register and have a computer platform from which to sell phonecards and mobile recharge, Tower Systems has released a \$4,995 point of sale hardware, software, training *and* support package. This can be leased for \$46 a week over 3 yrs with no residual or purchased outright. Email sales@towersystems.com.au or call toll free 1300 662 957.

BANKING ALTERNATIVE

I negotiated the low cost deal with St.George which the ANF subsequently followed. The difference is that through the Tower deal, no third party – not me, Tower or the ANF – makes a commission on your transactions. When you talk to St.George say you want to be signed up as a Tower Newsagent and not as an ANF member. We have a help desk at St.George, call 1300 731 723.

THE ROLE OF THE ANF

The ANF has said it banked in excess of \$1 million from Bill Express. I suspect the actual number is higher. The ANF only recommends to newsagents offers from which it profits. I have seen a letter from a company representing Suncorp which says the ANF *“take 4% and the Newsagent received 6% commission on all pre paid products”*. As an ANF member, I want the ANF to be an association so I can trust their advice without wondering if their endorsement is motivated by money.

ANSWERS TO QUESTIONS ABOUT EZIPASS:

WHAT EQUIPMENT DO YOU NEED TO RUN EZIPASS? Computer with Windows 2000 or better, internet access, and a printer with graphics facilities – preferably a thermal receipt printer. Tower Systems has a special offer on thermal printers.

IS THERE A LONG TERM CONTRACT REQUIRED FOR EZIPASS? No.

WHO IS BEHIND EZIPASS? Tower Systems - we already serve 1,500 newsagents. We have been in business since 1981. Tower Systems is owned by Mark Fletcher – 0418 321 338. We do not pay any commissions to the ANF. This is why the ANF does now promote eziPass.

WHAT COMMISSION CAN I MAKE THROUGH EZIPASS? On the eziPass website, under products, you can see the commission for all products.

HOW IS ST.GEORGE LINKED TO EZIPASS? The St.George arrangements and eziPass are two separate functions. St.George provides the merchant services. eziPass is the platform through which you sell mobile recharge and phonecards.

EZIPASS CONTACTS: Technical support: 03 9524 8000, or support@towersystems.com.au. For other queries: Mark Fletcher on 0418 321 338 or Andrew Halpern 03 9524 8040.

1,500 NEWSAGENTS USE TOWER SYSTEMS' POINT OF SALE SOFTWARE

Tower Systems serves more newsagents than all other software companies combined. For details on the latest price offers call the Tower team member in your state: **NSW/ACT:** Nathan Morrison 0417 568 148; **VIC/SA:** Tim Batt 0403 189 379; **QLD:** Luke La 0434 072 417; **WA** Joe Bredice 0412 899 013. Or email sales@towersystems.com.au for details. Website: www.towersystems.com.au.