



Newcastle Admin Office Newsletter

January, 2004

New Year Edition

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Admin office for :-

- *Newcastle/ Hunter Valley*
- *NSW Central Coast*
- *Sydney North Shore*
- *NSW Mid North Coast*

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Welcome to 2004 !!

- This is the first of our regular newsletters for the New Year. The format will be simple, yet informative. Please take the few moments to read it and preferably print off a copy to circulate to your key staff members.
- **NEW MEMBERS** : We have been asked by some of our traders to send an update of the **new members** who have joined the E Banc Trade network over the past few months. With the rapid growth of members we have been experiencing, it is sometimes difficult to keep up to date. You will see there are some exciting new trading opportunities now available (list attached).
- **TRADING** : We'd also like to point out that unlike other trade exchanges, we actively encourage trading (both buying & selling) outside of your local geographic area. For example, a trader based in say, Newcastle or Taree, can easily get his printing done by a Central Coast printer. We have a sign/banner maker who has supplied banners to Qld, Vic, SA and all parts of NSW (over \$60k of new business in just 7 months!) ... and was able to buy one of our investment properties (see below).
- **PROPERTY** : Most of you are aware we do a lot of business in real estate/property. In December we sold over 70 strata titled units in the Magnetic Island International Resort. E Banc Trade allowed only one purchase per member to ensure as many members as possible were able to benefit from this great investment opportunity. Priced at an average of \$ 95k (50% cash, 50% trade) they obviously sold rapidly.
- **STAFF** : There are now 4 of us in the Newcastle office : Phil, Margaret, Mahari, and Mike. In January we have new people starting in Coffs Harbour (1), Grafton (1), Pt Macquarie (1), Newcastle (2), and Sydney North Shore (2). Additional people will be recruited for Taree, Central Coast and more for Sydney. 2004 will be a boomer of a year for E Banc Trade, so stay tuned. !!

- **VIETNAM :** E Banc Trade is up and running very strongly in Vietnam. The launch in December was attended by Vietnam Government officials, Trade Commissioners, Australian Consulate officials etc etc. It will provide HUGE opportunities for importing Asian products (don't forget it shares a border with China and they both have similar Governments).
We are in the process of arranging an E Banc Trade 'trade mission' (probably for March) for any interested members to meet with the Vietnamese E Banc Trade Licensees and their traders to research opportunities. Already 6 or 7 of our members have indicated their wish to go. If you want more info, or want to go across to Vietnam with our group, please contact our Newcastle office, but be quick !!
- **OUR OFFICE :** We have an open door policy here in the Newcastle regional office. If you are ever in our vicinity, please know that you are always welcome to pop in even if its just to say hello, have a cuppa or cold drink, or just to use the 'little room'we look forward to seeing you. Also you could take the opportunity to sit at a computer with us and let us show you how to use our web site.
- **SPONSORSHIPS :** If you are involved with a sporting club, association or volunteer organisation, did you know that E Banc Trade sponsors more than 300 such entities across Australia. We specialize in utilising our sponsorship dollars at a local community level. After all, we have the reputation as being the 'champions of small business' and so we prefer to spend our dollars supporting organisations based in the communities where our local members operate. This Newcastle regional office has a sponsorship budget of over a quarter of a million dollars for the remainder of this financial year.
Love the opportunity to discuss any possibilities with any of you soon.
- **THE E BANC TRADE FORMULA :** In less than four years, our network has nearly 10,000 members....proof that we, and small business, believe our formula is right.
 - **No monthly or annual fees**
 - **No fees when you sell**
 - **Only 4.95% when you purchase**
 - **Minimal \$214.50, once only joining fee**
 - **Part cash part trade..... "right price, trade component negotiable"**

If you are a member of another trade exchange and their members are charging you part cash (and/or inflating their prices) please get them to talk with us. At least they can 'legally' charge part cash with E Banc Trade, and do so at about a third of the cost! And, as an added bonus, we are such nice people to deal with !!!

- **OTHER TRADE CURRENCIES :** If you have a surplus of other trade currencies that you are finding difficult to spend down, give us a call...we may be able to convert those trade dollars into valuable E Banc Trade dollars.
- In summary we would like to wish each and every one of you a happy, prosperous and profitable new year, and don't forget to call us if you need help with anything, or just drop in to 'say hello'.

Phil, Margaret, Mahari and Mike.

NEW MEMBERS LISTING

Oct. '03 - Dec '03

➤ Lakeview Motor Inn	Belmont	Colin	4945.2847
➤ Motto Farm Motel & Function Centre	Raymond Terrace	Judith	4987.1211
➤ Premier Motor Inn	Coffs Harbour	Chris	6652.2044
➤ Silveradoh - Promotional Products	Blackalls Park	Natalie	4950.5099
➤ Hunter Monthly I Mag (Advertising)	Kurri Kurri	Klara	4936.4366
➤ Danielle McManus Ceramics, Tiles	Nth Rothbury	Danielle	4938.3700
➤ Lex Bortkevitch Mechanic	Islington	Lex	4969.4682
➤ Instint Window Tinting	Waratah	Kevin	4968.9971
➤ Garage World	Heatherbrae	Don	4987.5111
➤ Baker & Cook W'sale Bakery	Cardiff	Scott	4956.8222
➤ Newcastle Auto Abrasive Products	Boolaroo	Deborah	4950.6352
➤ SAS Smash Repairs	Gateshead	Steve	4943.9033
➤ Beaux Yeux Beauty & Nails	Warners Bay	Vicki	4956.5542
➤ Dotz Hair & Beauty (+men's barber)	Edgeworth/Adamstown	Dot	4965.8327
➤ Bedroom Blitz – Bedding, Furniture	Belmont North	Karen	4945.8018
➤ TMC Finance Services- Bookkeeping	Adamstown Hgts	Theresa	4900.9516
➤ Newcastle Brick/Block Laying	Tingara Hgts	Gavin	0412.546.524
➤ Vineyard Shuttle Bus Service	Pokolbin	Vanessa	4998.7779
➤ G&K Burley Roofing	Raymond Terrace	Glen	4997.5641
➤ Darby St. Night & Day Chemist	Newcastle	Liz	4929.2509
➤ Advance Carpet & Upholstery Cleaning	Raymond Terrace	Peter	4987.4211
➤ A & B Value Added Cleaning Products	Mallabula	Andrew	4982.3306
➤ Wipe-n-Rag – cleaning cloths	Wickham	Alan	4961.6212
➤ Swansea Surf Shop	Swansea	Daryl	4971.4422
➤ DESiiN IT and Computer Specialists	Raymond Terrace	Bruce	4987.6084
➤ Insight Technology Sales & Service	Maitland	Andrew	4934.4055
➤ JAG New & Used Computers	Kurri Kurri	Tamra	4937.5555
➤ Computer Troubleshooters	Adamstown	Robert	0500.559255
➤ Roofence	Boolaroo	Samantha	4953.0600
➤ The Leader Newspaper	Birmingham Gardens	John	4951.7478
➤ Church Street Furniture	Maitland	Bevan	4936.6180
➤ Warners Bay Developments	Warners Bay	E Banc	4962.1650
➤ Hunter Valley Idols (Entertainment)	Raymond Terrace	Emil	4987.7354
➤ Holdings Driver Training	Cardiff	Scott	4954.8333
➤ Market Traders Inst. (Forex Training)	Blackalls Park	Keith	4950.4181
➤ Swansea Flowers	Swansea	Katie	4971.2627
➤ Bayviews Restaurant & Function Centre	Warners Bay	Graeme	4947.1211
➤ Redgums Bistro & Function Centre	Singleton	Darren	6573.2866
➤ Outlander – Outdoor Furniture	Warners Bay	Morye	0412.251.049
➤ Hanny's Used Furniture	Kurri Kurri	Judith	4936.1568
➤ Its Finished – Furniture Restoration	Cardiff	Wayne	4956.6177
➤ Johnlyn Plumbing Services	Bonnells Bay	John	4973.2167
➤ Dragonfly Graphic Design & Print	Nth Rothbury	Danielle	4938.3600
➤ Sentimental Jewellers	Port Macquarie	Marion	6583.2438
➤ Westlakes Locksmiths	Toronto	Paul	4950.4148
➤ Salamander Garden Landscaping Centre	Salamander Bay	Barrie	4982.0030
➤ Maitland Discount Specs	Maitland	Wayne	4933.8260
➤ Northlakes Discount Paint	Mayfield	Peter	4967.7333
➤ All Star Pest Control	Kurri Kurri	Glen	4936.2929
➤ Cozzies Café	Swansea	Eric	4971.1066

➤ Pokolbin Reds Restaurant	Pokolbin	Darren	6573.4366
➤ Total Advanced Security	Broadmeadow	Adam	4961.2595
➤ Kit & Kaboodle- trophies, engraving	Toronto	Warren	4959.6089
➤ Banner King	Islington	Lindsay	4900.6402
➤ Stuart Beal Solicitors	Raymond Terrace	Stuart	4987.1433
➤ Pearson & Associates Surveyors	Toronto	Geoffrey	4959.5800
➤ Guesthouse Mulla Villa	Wollambi	Francesda	4998.3254
➤ Adams Sailmaker	Boolaroo	Geoff	4958.8873
➤ Ash Asian Style Home & Garden Goods	Belmont Nth	David	4945.0770
➤ Evans & Co Solicitors	Jesmond	Toni	4955.0200
➤ Malcolm Lee & Associates Surveyors	Islington	Malcolm	4961.6004
➤ Office Flair- new & used Office Furniture	Maitland	Steve	4934.7888
➤ Portus Painting	Tanilba Bay	Garth	4982.3868
➤ The Vast Interior – Home Furnishings	Warners Bay	Paul	4954.2944
➤ GJS Stainless Steel Suppliers	Shelley Beach	Glen	4332.5387
➤ Natural Timber Floors	Doyalson	Jennifer	4390.0851
➤ Clipper Tours Australia	Alexandria	Stuart	9313.5999
➤ Spinners Team Of Tradesmen	Gladesville	Mark	9879.4855
➤ Grafton Speedway	Grafton	Graham	6643.4848
➤ Suntori Motel	Ballina	Rick	6686.2099
➤ Public Exposure- Promotional Goods	Cardiff Sth	Tony	4954.3480
➤ Imagine Electrics	Abermain	Stuart	0414262202
➤ Natural Floor Sanding	Blue Haven	John	4390.0851
➤ Passion Lace Design Clothing	Islington	Christine	0402243906