

## OUR MISSION

Our mission is to facilitate the exchange of goods and services in an environment of fair and equitable trading to create a feeling of well being over and above the member's expectation

## OUR GUIDING PRINCIPLES

- Our prosperity parallels that of our community, locally, nationally and internationally
- Every policy decision is based upon the wellbeing of our members
- We endeavor to create a feeling of wellbeing over and above the expectation of licensees, staff and members
- We embrace all cultures, we judge none
- Risk making a wrong decision quickly rather than no decision at all
- Licensees are most important to continued growth, as are staff and members
- Staff ideas are valued as we continually strive to improve the business formula
- Dare to be different – think and work faster, smarter and with less
- One thing that can be promised is change – it inspires innovation
- Communication engenders trust and loyalty – ring back
- If you become emotional in a decision, pass it on to someone else

## OUR VALUES

### INTEGRITY

Walking our talk, standing in our own truth

### COMMUNITY

Helping and giving back to our community

### EDUCATION

Continually educating ourselves enabling healthy growth

### KNOWLEDGE

Acquiring knowledge and addressing the needs of our customers and the greater community

### RESPECT

Respecting each other, our valued customers, and the underprivileged

### COMMUNICATION

Encouraging open and continual communication; building trust

# News

From E Banc Trade UK

## *In this issue:*

- The Sweet Chariot Tour
- E Banc Connect
- Members' Offers
- New Members
- Vietnam and Hungary
- Admin Tips

## The Sweet Chariot Tour 2004: The Rugby World Cup is coming to London

On 22nd November 2003 Jonny Wilkinson dropped the most famous goal in the history of the game to win the 2003 Rugby World Cup for England. Almost immediately the Rugby Football Union started planning to take the Webb Ellis Cup on a tour of England with the aim of showing the Cup to as many people as possible and allowing them to share in the celebration of one of England's greatest sporting achievements; the Sweet Chariot Tour was born.

Between Wednesday 26th May and Friday 28th May the Cup will be coming to London Clubs, Schools and will be on display in John Lewis in Oxford Street. The days have been planned to enable as many people as possible to see the Cup (and be photographed with it!) and experience the thrill and fun of playing Rugby Union.

Tag rugby, youth and adult festivals will also be running alongside the presentation of the Cup to really bring the excitement and feel of this momentous win for the thousands of children and fans who will be attending.

It is hoped that members of the World Cup squad will attend some of the events.

The official website for the Tour can be viewed at [www.sct-london.co.uk](http://www.sct-london.co.uk)

E Banc has been accepted as a sponsor of the Tour and full details of the itinerary can be seen on the **EB Connect micro website** at: [www.ebconnect.com](http://www.ebconnect.com)

Two of the clubs on the tour, Ealing RFC and Harrow RFC are already closely linked to E Banc while the tag festival at Paradise Park, Islington will see the announcement of a brand new inner city Rugby Club. E Banc Trade is planning to be a major supporter of this new initiative "on our doorstep".

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# Events

## E BANC CONNECT: MEMBERS' EVENT PROGRAMME

**Date:** Wednesday 21st April 2004

**Venue:** Maison du Monde  
273-279 High Street, London  
W3 9BT

**Time:** from 6.30pm to 9.00pm

**Nearest tube station:**

Acton Town-Piccadilly Line

**If coming by train:** Acton Central

**A fantastic offer on garden furniture from the host Martin Helme for Ebancers who come to the event!** - A set of four chairs and garden table at a fabulous **£250.00 40%Trade 60%Cash**

## EB Connect Business Seminar

**Venue:** Vizard Oldham Brooke Blain,  
42 Bedford Row, London WC1

**Subject:** Alternative Business and  
Alternative Investment

**Date:** Wednesday, 28th April 2004

**Time:** 6.30pm for 7pm

**Conclusion:** 9pm

**Nearest tube station:**

Holborn, Central Line

**Guest speaker:** Desmond Daly,  
Wealth Creation Expert. A provocative  
speaker with some unusual and  
thought provoking ideas for making  
money - virtual and otherwise!

**Please note:** Numbers are limited so  
please confirm your attendance as  
soon as possible. To secure your  
place please contact our office  
on: 020 7566 2611 by 26 April.

## Ladies' Networking Event – get ready for the Derby and Ascot!

**Date:** Thursday, 13th May 2004

**Venue:** Tit fer Tat, 5 Paved Court,

Richmond, Surrey TW9 1LZ

**Time:** 6.30pm to 9pm

**Nearest tube/mainline station:**

Richmond

**Host:** Mary Spiteri, milliner & owner  
of superb hat shop and accessory  
emporium.

## Licensee Workshop II

**Date:** Wednesday, 19h May 2004

**Venue:** to be advised

**Time:** 1pm to 5pm

## Gentlemen's evening: Secrets new club at East Smithfield

**Date:** Wednesday, 19h May 2004

– TO BE CONFIRMED

**Venue:** to be advised

**Nearest tube station:** Tower Hill,  
Circle & District Lines

## Members' evening

**Date:** Thursday, 20th May 2004

**Venue:** Elements, 10A Thurloe  
Place, London SW1

**Time:** 6.30 to 9pm

**Nearest tube station:** South  
Kensington, Piccadilly, Circle/District  
Lines

**Host:** Chandresh Pala

## Sponsored Events

**Date:** 23rd to 28th May – Sweet

Chariot Tour, London

**See website:** [www.ebconnect.com](http://www.ebconnect.com)

## MEMBERS' OFFERS

### Our first E Banc car!

Bill Warry had just spent £600  
smartening the body of his treasured  
Citroen ZX when he had received an

irresistible offer for a Mondeo. The  
Citroen may be a J Reg, but it's a  
sporty little number that has been well  
looked after both mechanically and  
bodily **Fantastic Price:** £950.00; **50:50**  
He'll even get it MOT'd for you just  
before you take it over.



While on the subject of cars we are  
working on getting some E Banc deals  
on new vehicles.

**If you could pay 20% of the cost of a  
car such as a Peugeot 206 on trade  
could that be of interest?**

**All feedback:** to Bill Warry at  
[bill.warry@hemscott.net](mailto:bill.warry@hemscott.net)

## Special Introductory Offer from Cohezia.

Business review consultation and  
produce a summary report listing key  
issues, opportunities and recommen-  
dations for performance improvement  
through the use of latest technology  
and digital design. The session will  
also give you the opportunity to  
ask questions and learn about the  
latest developments in Information  
Technology.

For the first 5 applications we are  
offering this service for a highly discounted  
rate of £100 and these can be paid  
as 100% trade pounds.

**Contact:** Chandresh Pala at  
[cpala@cohezia.com](mailto:cpala@cohezia.com)

## COMING SOON!

### Beer from Belgium

Building on the popularity of their  
Australian wines, **Chateau Select Wine  
Club** hope to score another hit with  
E Banc members with a forthcoming  
import of **Belgium Beer**. Three special  
beers from the Coninxdonck brewery  
are being brought over in the first  
instance: two of 8.5% strength and  
another of 5%.

**Pricing:** £1 a bottle for the 5% one  
or £24.00 per case of 24 25cl bottles

# Offers (cont.)

+ VAT. And £1.50 + VAT a 33cl bottle or £36.00 per case of 24 for the much stronger one 8.5% 50:50 + VAT in cash.

It is anticipated that customs formalities for getting permission to import the beer will take about a month. Chateau Select are giving a special incentive for getting a prepaid order in quickly. **For all prepaid orders received by 17th May members will benefit from a 10% discount on both the trade and the cash element.**

What's more for every five cases ordered and prepaid a free case of wine worth £77.55 will be supplied. How's that for a get-to-know the product offer?

Australian larger (VB) is already available from Chateau Select at £20 + VAT per case of 24 37.5cl cans.



## Ebancers – ‘turning Japanese’?

You will in these gorgeous kimonos! Presentation Package is offering some really stunning silk satin kimonos from the Orient for those who like pretty things to wear or pretty things for their wives or girlfriends to wear. You'd be hard pressed to match their prices (£120 each) in any London boutique. **At 50% trade they're not to be missed.**



**XRL Communications Ltd**  
**Telecommunication**  
**Solution providers**

XRL Communications is an Independent Supplier of Mobile, Fixed line and other telephony services and has relationships with most telephony brands – Siemens, Panasonic, Alcatel, LG, Mitel, MCI Worldcom, BT, O2, Cable & Wireless, Samsung and many more.

## SPECIAL OFFER FOR E BANC MEMBERS

**Mobile solution** - up to 12 months line rental on Trade for your mobile phone contracts.

**Fixed Line telephone calls** - 50/50 Trade/Cash on fixed line calls for Local, National and International calls. (\* 10% Trade element on calls to mobiles)

**Telephone Systems** - XRL supply and install most makes of telephone systems, and would be happy to provide you with a quote with a Trade element as part of the package.

### Line Rental – Coming soon!

As a BT wholesale partner we will be able to provide line rental with an element payable in Trade. If you are interested please let us have details of what you are currently paying and we will provide you with a personalized quotation.

**For all enquiries email your details:**

Hughton.Campbell@xrl.co.uk

**Tel:** 0870 404 4100

## NEW MEMBERS IN APRIL 2004

### C&S Digital, Steven Pollard, LonWest

For all of your graphic design, litho printing and screenprinting, exhibition display panels, large format inkjet printing, mounting, laminating and encapsulating requirements.

**Website:** www.c-sdigital.co.uk

# COHEZIA

## Cohezia, Chandresh Pala, LonCen,

Cohezia helps you to increase your sales, retain your customers and reduce your costs.

**website:** www.cohezia.com

## RAM Rugby, William Eve, LonNorth

One stop shop for ALL your rugby equipment requirements. Clothing, balls, training equipment, ground equipment plus much, much more. Call for a catalogue. EB prices up to 80% trade.

**Website:** www.ramrugby.co.uk

## NEW MASTER LICENSEE

### Vietnam

E Banc has launched in Vietnam where the economy is desperate for outside trade. E Banc is establishing a program offering interpreting services to Western travelers and education and employment opportunities for Vietnamese children.

Discussions are also being held with business group interested of obtaining the Master License for Cambodia.



### Hungary

Zsolt (John for friends) Koleszar has launched the E Banc in Hungary. It is great news for Tokaj-Hegyalja or powerfull fruit brandies (pálinka) lovers!

# In Focus

## E Banc Trade UK

Enquiries:

9am to 6pm - 020 7566 2611

6pm to midnight - 077 6483 8181

Authorisations: 0800 376 1776

### Helpful reminders from our Customer Support Managers desk

Have you logged onto our secure website: You have many services available to you from the corporate website. Go to [www.ebanctrade.com](http://www.ebanctrade.com) and click on **"Members' login"** which is on the top left hand corner of the site.

#### Logging on to the Secure Site

A login screen will display. Enter your username and password in the appropriate boxes and select "OK". A summary of your account will be display.

#### Username or Password

Your username and password were included in your membership kit when you first joined. If you have misplaced this, contact your local customer support team or email: [hq@uk.ebanctrade.com](mailto:hq@uk.ebanctrade.com)

#### Access or Update Your Details

Once you have logged in under **"My Details"** next select **"Change Details"**. From here you can change your password to something easier to remember. You can **"Search"** our membership Directory by Business Name (or part name), Category, Location or Country. View a list of **"new members"** who joined in the month previous to current date.

#### Order Cheque Book

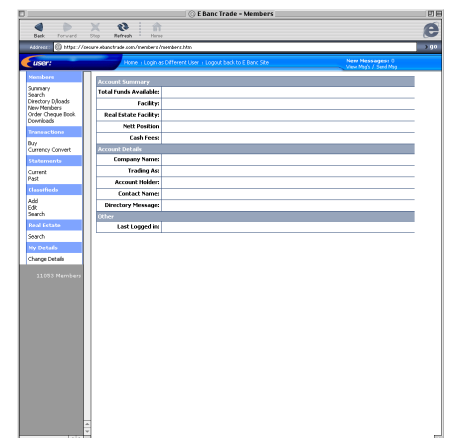
Allows you to request a new cheque book to be mailed to your account address.

#### Transfer Funds Online

Members can also transfer funds online to the account of another member. Simply select **"Buy"** under the **"Transactions"** area.

To view current or past transactions, go to the **"Statements"** area on the left screen. By selecting "Past" you can view the past 12 months activity on the account, or select particular months to display. Any fees owing will also be displayed.

If you experience any difficulties accessing the above services, you are more than welcome to contact our customer support team who will talk you through the process.



### E Banc Licensees

London West: Bill Warry. London City & Southwark: Darryl Samuels.

London Central: Leonard Specterman. London North & Hertfordshire: James Cockin

Bill Warry - West London. It is with great regret that we have to announce that Bill Warry our West London Licensee, under the pressure of existing commitments has decided to withdraw from his licenseeship.

To be included in our monthly E Banc Trader please send information to:

email: [hq@uk.ebanctrade.com](mailto:hq@uk.ebanctrade.com)  
or contact our Head Office on

tel: 020 7566 2611