



January 2005

Please find enclosed information on the special discount available to FitnessNZ members for credit card processing, through the Bank of New Zealand (BNZ).

The rate is as low as 1.3% (less than half what some of the other banks charge as their standard rate) PLUS there is no minimum monthly fee for the credit card processing.

There is also a special offer, available until the end of February, that enables you to swap onto this at half the normal set up fee (so as low as \$75). For more details, contact the BNZ Merchant Services Help desk on Free-phone 0800 737 774.

FitnessNZ has spent quite some time researching this area, and believe this offer from BNZ is an excellent offer, both in terms of price and service levels (BNZ is the only bank we are aware of that has dedicated mobile credit card staff in all regions).

We strongly urge you to support this offer. The more support you give it the more we will be able to negotiate an even better deal from BNZ further down the track.

For your information you do NOT need to use the same bank for credit card processing that you use for your day to day banking. Swapping to using BNZ for your credit card processing is easy, and you will notice no change to your business operations (especially if you are using EFT-Pos), other than a FAR lower transaction fees from BNZ!

Watch out for a special offer on EFT-Pos units soon!

Richard Beddie
CEO, FitnessNZ

Our Mission: "To ensure more people are physically active at health + fitness centres in New Zealand"

• A voice to the media • Lobbying government on issues • Assisting development of industry standards and education & training
• Fighting unfair competition • Point of contact for: members, other organisations in related industries & the media



Bank of New Zealand are pleased to offer VISA, MasterCard & EFTPOS Processing For Fitness NZ Members

- VISA/MasterCard for Card Present transactions via an Eftpos Terminal* and and
- Recurring Transactions (Gym Membership Payments) *

Average Monthly Ticket Size	
Over \$150	\$0 to \$149.99
1.30%	1.57%

- Separate Mail/Telephone (Card Not Present Transactions) facility for VISA/MasterCard available for manually keyed transactions, if required *

Average Monthly Ticket Size			
Over \$150	\$90 to \$149.99	\$50 to \$89.99	\$0 to \$49.99
1.88%	1.98%	2.08%	2.18%

ETSL Network - \$10.00 + GST per month per Eftpos terminal ID/merchant number.

The **Average Monthly Ticket Size** is calculated on the dollar value of VISA/MasterCard sales per month divided by the number of VISA/MasterCard transactions per month

- **Manual/Paper processing** a flat rate of 2.60% will apply

ESTABLISHMENT COSTS - Includes Merchant application and provision of backup imprinter facilities.

~~\$150.00~~ \$75 for existing Bank of New Zealand customers

~~\$200.00~~ \$100 for non Bank of New Zealand customers

~~\$60.00~~ \$30 for Bank of New Zealand merchants with current merchant facilities opening additional outlets.

SPECIAL OFFER - the above establishment costs have been reduced by 50% valid till 28/2/05 only.

If you have any further questions or would like to find out more about this offer, please call our Merchant Services Help desk on Free phone 0800 737 774

*Conditions Apply

