

Brain Strain!

Win with our Summit SuperQuiz

Here's your chance to challenge your brain cells. Enter the Summit SuperQuiz by photocopying this page and circling the correct answers.

Every staff member at your store is welcome to enter, but only one entry per person please. The first 20 correct entries will win a free double movie pass.

1. The Weekly Metcard gives users seven days of unlimited travel for around the price of:
 - a. 2 days travel
 - b. 4 days travel
 - c. 9 days travel
 - d. 7 days travel
2. By purchasing a Weekly Metcard for Zones 1+2+3 rather than seven Daily Metcards for Zones 1+2+3, your customers can save up to:
 - a. \$30.70
 - b. \$25
 - c. \$1.20
 - d. \$50
3. What do your customers need to carry with them when they travel on a Concession Metcard?
 - a. Nothing – just their Metcard
 - b. Valid Concession ID
 - c. A drivers licence
 - d. Extra money
4. By purchasing a Weekly Metcard for Zone 1 rather than seven Daily Metcards for Zone 1, your customers can save up to:
 - a. \$3.00
 - b. \$13.30
 - c. \$20.30
 - d. \$10.00
5. By purchasing a Concession Weekly Metcard for Zone 1 rather than seven Concession Daily Metcards for Zone 1, your customers can save up to:
 - a. \$2.50
 - b. \$12.00
 - c. \$7.40
 - d. \$19.00
6. A Weekly Metcard can be used:
 - a. On a bus only
 - b. On a train and a tram only
 - c. On a train only
 - d. On a train, tram or bus

Name of business _____

Contact name _____ Phone number _____

Send your completed quiz to:

Summit SuperQuiz, PO Box 1242, North Fitzroy, 3068.

Or fax it to us on (03) 9486 8570.

You can also email your answers to us at summit@origination.com.au

SUMMIT



News and Views for Metcard Retailers. Vol 1. No. 1. April 2001.

ONE CARD MANY CUSTOMERS

How the new advertising
campaign affects you

LOCAL HEROES

The lucky door prize
winners revealed

Summit SuperQuiz Inside



Terms and Conditions.

1. Period of the Program. The Metcard Summit Partnership Program (the "Program") commences 1st April 2001 and closes at 12pm on 31st March 2002. The Program term is split into 4 x 3 month quarters as follows: Quarter 1 - 1st April 2001 to 30th June 2001; Quarter 2 - 1st July 2001 to 30th September 2001; Quarter 3 - 1st October 2001 to 31st December 2001; and Quarter 4 - 1st January 2002 to 31st March 2002.
2. Eligibility 2.1. The Program will be conducted in Victoria only amongst selected Metcard retailer agents ("Participants"). Eligibility to participate in the Metcard Summit Partnership Program is at the discretion of the Promoter. Participants will be advised by post. There is no entry fee to participate in the Metcard Summit Partnership Program. 2.2. By participating in this Program, the Participant agrees that he or she has read and understands these Terms and Conditions and agrees to be bound by these Terms and Conditions as varied from time to time. The Promoter may terminate a Participant's participation in the Program without notice and without assigning any reason including, without limitation, if the Participant fails to comply with these Terms and Conditions, abuses any privilege accorded to the Participant, supplies any misleading information or makes any misrepresentations to the Promoter, or, if the Participant dies, or becomes bankrupt or insolvent. A Participant may terminate their participation in the Program by advising the Promoter in writing. 2.3. If a Participant's business is conducted under a partnership or by a company, the partners or directors must nominate a person to be representative for the partnership or company in the Metcard Summit Partnership Program. All Rewards will accrue and be awarded to the nominated representative of the company or partnership, as the case may be. Where a Participant operates more than one Onelink account in respect of more than one Metcard retailing business, each business will be set an individual quarterly sales target level. 2.4. If a Participant's business changes hands during the Program, the outgoing proprietors may, subject to the rules and conditions set out in these Terms and Conditions, retain any Rewards accrued to that date. The incoming proprietor may be invited to participate for the remainder of the Program as determined by the Promoter in its absolute discretion. 2.5. To be eligible to receive any Rewards during the Program, the Participant's trading account with Onelink must be maintained within the terms of that Participant's trading agreement with Onelink at the relevant time. 2.6. All information will remain confidential. Participants have the right to update any incorrect information and may access their information by writing to Metcard Summit Partnership Program at PO Box 1242, Nth Fitzroy 3068. 2.7. It is a condition of participation in the Program and accepting any Reward that Participants display point of sale material supplied by the Promoter from time to time, as instructed by the Promoter during the Program term.
3. Earning of Rewards. 3.1. Each Participant will be set an individualised quarterly sales target, as determined by the Promoter in its absolute discretion, for each 3-month period commencing 1st April - June 2001. This sales target is determined having regard to the size and location of the retail outlet and is based on the average ticket purchases made through the Participant's Onelink account over the past twelve months, anticipated trading figures (as calculated having regard to fare increases, reduced incidents of fare evasion, increased Metcard advertising and promotions) and an allowance for potential spend. The total figure is then divided by 4 in order to determine the quarterly sales targets. The Promoter reserves the right to amend sales target levels for any individual Participant, up or down, at any time during the Program term based on the potential and circumstances of the individual Participant. 3.2. This is not a progressive reward structure. Participants will only be eligible to receive one Reward in respect of any quarter and the amount of the Reward will vary according to the highest sales target level achieved in each case. Payments of Rewards for achievement of sales target levels will be solely based on purchase totals from Onelink, less any goods returned for credit, less any GST and less commission. There are 3 types of Reward levels across all participating Metcard retail outlets. However, the amount of the cash reward available upon a retail outlet achieving a Reward level will vary according to the size and location of the retail outlet concerned: 1. Hotham Level: \$100 (min. Reward per quarter) - \$400 (max. Reward per quarter); 2. Kilimanjaro: \$120 (min. Reward per quarter) - \$500 (max. Reward per quarter); and 3. Everest: \$140 (min. Reward per quarter) - \$600 (max. Reward per quarter). In addition there is a bonus element: Himalayas Bonus (for consistently reaching or exceeding each sales target level: max. Reward available - \$500. 3.3. Reward payments are based on a sliding scale. The minimum or base quarterly sales target level required to qualify for a Reward is Hotham. Rewards will be posted to eligible Participants in the form of a cheque. Reward payment terms are generally 30 days from the end of the relevant quarter. However, the Promoter has the right to delay payment of a Reward for the purposes of conducting verification checks and procedures, as determined by the Promoter in its absolute discretion. 3.4. Any liability for Commonwealth, State or other taxes imposed on any Rewards earned by Participants under the Metcard Summit Program (including but not limited to fringe benefits tax) will be the sole responsibility of Participants. Each Participant indemnifies the Promoter against liability relating to such issues. It is recommended that Participants contact their own accountant or taxation advisor in this regard.
4. Responsibility. The Promoter does not accept any responsibility or liability whatsoever for any loss, delay or irregularity of Reward payments suffered by a Participant as a result of participating in the Metcard Summit Partnership Program.
5. Final Decision. The Metcard Summit Partnership Program is conducted subject to these Terms and Conditions and any other details outlined in the Program announcements or subsequent communications and all Participants agree to be so bound. In all matters relating to the Program, the decision of the Promoters will be final and binding on all Participants. Variation, cancellation, suspension.
6. These Terms and Conditions may be changed, amended or varied at any time by the Promoter in its absolute discretion without notice and without assigning any reason therefore. The Promoter reserves the right to cancel or vary the Program in whole in its absolute discretion at any time without prior notice. Any such cancellation shall take effect at the end of the relevant quarter in which the cancellation or variation is notified to a Participant and shall not affect the Participant's entitlement to a quarterly Reward which has accrued at the end of that quarter. 6.1. The Promoter will not be liable for any failure under these Terms and Conditions if the failure arises as a consequence of fire, embargo, strike, inability to secure materials or labour, or any other circumstances beyond the control of the Promoter.
7. Invalidity. If any of these Terms and Conditions are found to be invalid or unenforceable at law, the remainder shall remain valid and enforceable to the fullest extent permitted by law, and the Promoter may vary these Terms and Conditions, in its discretion, to address such invalidity or unenforceability.
8. These Terms and Conditions shall be governed by and construed in accordance with the laws in force in Victoria.
9. The Promoter is Revenue Clearing House, Level 1, 607 Bourke Street, Melbourne, Victoria, 3000. ABN: 96 082 923 126.

If undelivered please return to: PO Box 1242 North Fitzroy, VIC 3068.

POSTAGE PAID
AUSTRALIA
V I T R A S T R A
POSTAGE PAID

Ralph Middleton
Collins Place News & Lotto
Shop 64/ 45 Collins Street
MELBOURNE 3000

Dear Ralph Middleton,

You've already started climbing.

Get ready to reach new heights of success with your Metcard sales. All you need do is improve your level of Metcard business and you could be rewarded with quarterly bonus cheques that could see your profits soar. As a bonus, all purchases you've made from 1st April have been counted towards earning you a cash bonus.

Three summits to aim for: Hotham, Kilimanjaro and Everest.

Your performance chart, which you'll find on the back, shows your minimum or 'Hotham' level target. But as you'll discover by reading the accompanying SUMMIT magazine, the higher you climb, the greater your rewards. What's more, by meeting four consecutive targets, you'll receive a special 'Himalayas' bonus and earn an extra bonus cheque.

Displaying your point-of-sale material is a must!

To qualify for, and collect rewards, you must have your point-of-sale-material on display. Check now and order any additional flags or decals you may need. An information kit including a location map, zone and ticketing details is available on request and your Metcard customer service executive will be around to visit you shortly.

Keep up-to-date with all the Summit action.

Every quarter you'll receive a performance chart telling you how you're getting on, your target for the next quarter, plus a fresh SUMMIT magazine full of the latest news and information.

And the good news continues ...

You don't need to register for the program as you qualify automatically. There's no cost to participate and all you need to do is concentrate on increasing your Metcard sales. Your reward cheque will be sent to you automatically about 30 days after the end of Quarter 1.

So good luck with the Metcard Summit Program and happy climbing.

Yours sincerely,

The Metcard Summit Team.

PS. Any questions? Please phone, fax, email, or write to us.

Metcard Summit Program Hotline: 1300 660 866 (Mon D Fri 8.30am D 5.30pm AEST).

Fax: 03 9486 8570. Email: summit@origination.com.au Mail: PO Box 1242 North Fitzroy, VIC 3068.




Have you reached your Summits?

Collins Place News & Lotto

Quarter 1 Summit.

Period begins 1 April to 30 June 2001.



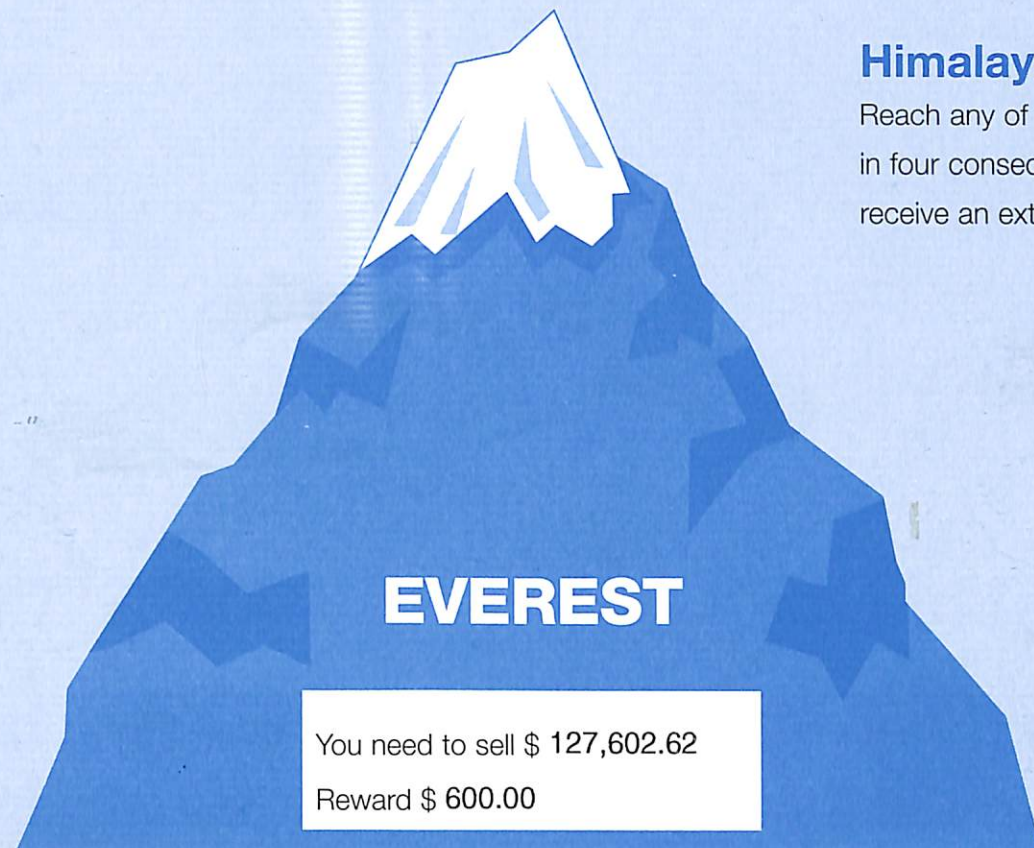
HOTHAM

You need to sell \$117,787.03
Reward \$ 400.00



KILIMANJARO

You need to sell \$ 122,694.83
Reward \$ 500.00



EVEREST

You need to sell \$ 127,602.62
Reward \$ 600.00

Himalayas Bonus.

Reach any of the Summit targets in four consecutive quarters and receive an extra bonus \$500.00

How you're tracking.

Quarter	Base Reward Level - Hotham	Actual Quarterly Result	Reward Payable
Qtr 1 April - June 2001	\$ 117,787.03	\$	\$ 400.00
Qtr 2 July - September 2001	\$ 103,117.59	\$	\$ 400.00
Qtr 3 October - December 2001	\$ 101,823.22	\$	\$ 400.00
Qtr 4 January - March 2002	\$ 108,726.49	\$	\$ 400.00
Annual Total	\$ 431,454.34	\$	\$ 1,600.00

Agent No: COLL01
Agent Name: Collins Place News & Lotto
Contact Name: Ralph Middleton

Any questions? Simply phone, fax, email or mail us.

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Fax: 03 9486 8570.

Email: summit@origination.com.au

Mail: PO Box 1242 North Fitzroy, VIC 3068.

For Metcard Ticketing and Billing Enquiries call your account manager or 03 9286 0835.

