

McKeown E-News

"WE DELIVER ON OUR PROMISE"

Issue: 5

Hi again from the McKeown Team,

We have been a bit slack with our E-News out to you lately so thought we better do something about it. Since the last issue a lot has happened and it's fair to say we have not been idle so I hope you like what we are doing in our business to look after you, our customer and you find the reading informative.....



Regarding our 24/7 network, we have been very proactive in growing our network of McKeown CardFuel 24/7 sites in the south island with new sites in Lumsden, Twizel, Dunback and soon to open in Halswell Junction Road, Christchurch. The good news is that we are not finished yet and have another four on the drawing board. The sad news is seeing Ken McKeown weeping as he pays for them!!

Supported by the Caltex network on our card we now have one of the most comprehensive fuel card networks in the country.

We are also receiving a huge amount of positive comment from our customers about our competitive network pricing strategy. To give you an idea when we opened in Lumsden on the 1st April our 24/7 network pump prices immediately saved the locals 3 cents per litre on what they were paying and it was cheaper than Invercargill. When we opened in Twizel our diesel price was 14 cents per litre cheaper than the local garage. In Gore our petrol price is 6 cents per litre cheaper than the service stations and based on this weeks price we are 10 cents cheaper on the diesel. It's a similar story in Kaikoura where locals keep telling us we are often more than 11 cents per litre cheaper than the garages in the main street.

Something else to think about, these savings are only to the public EftPos and credit card users. McKeown Card customers save even more with their discounts that makes it an even bigger saving – who said you need to have a shopper docket!!

McKeown's biggest problem is that we don't tell enough people about the benefits of using McKeown 24/7 sites – perhaps you can help spread the word!!

To find out more about our network go to www.mckeown.co.nz or phone us on 0800 800 908



Go Clear – Is taking off, and as you already know McKeowns was the first company in New Zealand to dispense the new urea based Go Clear SCR exhaust system additive to both our customers and members of the public – figuratively speaking we are pioneers!

Since we started this product roll out two years ago the diesel powered vehicle manufacturers have almost exclusively gone to engine designs that require this product to operate properly. Even European car manufacturers are now heading down this path so at an average 5:1 ratio of diesel to GoClear it doesn't take a rocket scientist to work out the network that will be required to meet NZ requirements.

McKeowns have continued to expand the GoClear network and the product is now available from our Kumara, Twizel, Gore, Alma and soon to be completed Christchurch CardFuel 24/7 sites and because it's through our card machines all you need is a McKeown Card, or any major EftPos or Credit Card.

For our customers who want bulk onsite we offer packaged IBC and 200 litre options as well as direct delivery to customer facilities dependent upon applicable conditions being met.

To find out more about Go Clear go to our website www.mckeown.co.nz to read about it or contact your McKeown Business Manager or phone Stuart on 0800 800 908 or email us on sales@mckeown.co.nz



Petroleum

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Petrol rebates – we have said it before and for those of you yet to take advantage of the tax credits take notice, that if you are purchasing petrol in sizable quantities and using it off road – then you should be applying for a rebate. The last time we checked the petrol rebate was 59.129 cents per litre so it's worth taking the time to file a return. It is collected by the NZ Government as fuel excise (excluding GST), and is made up of:

- **48.524 cents - National Land Transport Fund**
- **9.90 cents - ACC Motor Vehicle Account**
- **0.0066 cents - Local Authorities Fuel Tax**
- **0.045 cents - Petroleum or Engine Fuels Monitoring Levy**

To find out more about claiming your excise duty back contact your McKeown Business Manager or phone Stuart on 0800 800 908 or email us on sales@mckeown.co.nz

New Banking Software – has been hell – the banks in their wisdom decided that the existing software in the industries electronic forecourt payment terminals wasn't good enough, even though it worked perfectly, so they introduced a new version 6 platform. As some of you will know first hand this has been driving some of our customers on bank cards absolutely batty.

We just want to let those of you that use your bank cards at our 24/7's know that the problems now appear to be resolved and as we upgrade sites you will see new instruction panels on the machines. The only bank with their head still buried in the sand and causing their customers and ours problems appears to be KiwiBank who are not releasing the customer preauth amount overnight and this could take up to 3 days to resolve itself. Our advice to KiwiBank customers using our 24/7's is complain – loudly to your bank to force change.

Should you have any Card Reader issues on any of our sites please contact your McKeown Business Manager or phone Stuart on 0800 800 908 or email us on sales@mckeown.co.nz

Kind regards

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Petroleum