

HOW AN ATM MACHINE WILL WORK FOR YOU:

- You stock the ATM cash cassette or an armored car service can be hired.
- The customer makes the transaction.
- The ATM processing company withdraws that amount, plus the surcharge fee from the customer's account.
- The processing company reimburses your account within 24 to 36 hours via ACH transfer.

Your Complete ATM Sales & Service Company

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[www. TRISTATEATM.com](http://www.TRISTATEATM.com)

Headquartered in Windham, Maine, **Tri-State ATM** has partnered with Triton Systems, Nauticus Hyosung, Tidel and WRG-all leaders in off premise ATM manufacturing.

In addition, we have a direct relationship and preferred pricing with some of the country's premier ATM transaction processors. This means that our focus is on creating and managing ATM solutions that fit, whether you are an industry giant or a small merchant.

Tri-State ATM's services range from selling, leasing and placements, to processing. In addition, we have relationships with other service providers to handle any need related to opportunities in the ATM industry. From vault cash, monitoring, armored car and portfolio acquisition, to portfolio management, reporting software, security systems, and credit card programs - we have the ability to find solid solutions for any existing or future need.

We strive to generate exceptional value by driving new customer acquisitions and ATM revenues while providing unrivaled customer service and support.



TRI-STATE ATM

A Division of

Tri-State Lock & Safe Co., Inc.

HYOSUNG 1520



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What's In It For You?... EVERYTHING!

ELIMINATE CREDIT CARD FEES!

- An ATM eliminates the need to accept credit cards, thereby eliminating the associated fees and increasing your profits.

NO MORE BAD CHECKS!

- Eliminate the risk of bad checks. Chances are if they have a checking account, they have a debit card.

INCREASE SALES REVENUE!

- Average ATM Customers will spend 20%-25% more than non-ATM customers.
- Independent studies show that between 20% and 40% of the cash withdrawn from an ATM will be spent at the location.

INCREASE FOOT TRAFFIC!

- Customers will seek out locations that provide ATM services.
- "Convenience stores installing ATMs have realized gains of up to 10%." - National Advisory Group

SAMPLE INCOME BY TRANSACTION

Average cash withdrawal \$60.00
Transactions per month x 240
Equals \$14,400.00 in total cash withdrawals. Of that amount, \$3,312.00 or 23%, could be spent at your location.

PAYMENT OPTIONS

We offer both full purchase and lease options with \$1.00 buyout or 10% buyouts. All leases are subject to credit approval.



ABOUT OUR COMPANY



Tri-State Lock & Safe Company®, Inc. was established in 1985 by Stephen Vasapoli. Before starting his own company, Stephen was a service representative for Mosler Safe Company in Woburn, Massachusetts beginning in 1978. He is a master bank vault, safe and locksmith technician having worked with banks and major retail stores. In 1998 Stephen established **Tri-State ATM**, a division of Tri-State Lock & Safe Company, Inc. **Tri-State ATM** offers innovative products and services, so when you partner with us, you have the confidence of working with an experienced team that understands your needs.

We offer full training to you and your employees on all aspects of ATM operation as well as 24 hour technical support.

Tri-State ATM considers our customers business partners and as such we provide opportunities to share revenue via customer residuals.

Stephen J. Vasapoli, President

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