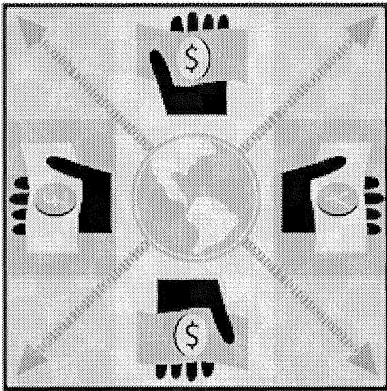


TAB 30



Winter 2000 P.26



Charge It!

Bermuda leads the way in electronic transactions

By Duncan Hall

Andrea Wilson often goes to bed thinking about a thorny problem posed by a prospective client of First Atlantic Commerce Ltd., where she is chief executive officer. More than once, the problem has been solved during the night. "Often, I wake up - and I have dreamed the solution," she says.

Andrea Wilson often goes to bed thinking about a thorny problem posed by a prospective client of First Atlantic Commerce Ltd., where she is chief executive officer. More than once, the problem has been solved during the night. "Often, I wake up - and I have dreamed the solution," she says. "Everybody has a job out there that is just made for them. I think I have found mine."

Wilson began preparing for her dream job at Bermuda's pioneering Internet payment gateway before she even knew it existed. Before anyone knew it existed. She had earned a degree in microbiology at the University of Toronto before joining Toronto-Dominion Bank as a teller. At the bank's urging she returned to school, enrolling in the computer science programme at what is now Ryerson University. Upon graduation, she worked in electronic banking at TD Bank, then at the Bank of N.T. Butterfield before joining FAC.

While at the Bank of Butterfield, Wilson helped to connect the bank's credit card system with First Data Corporation, the huge American outfit that has been processing electronic payments since 1871 when its Western Union subsidiary achieved the first wire transfer. Later, she assisted with the bank's debit card launch. She helped to found FAC, an early entrant into Bermuda's burgeoning e-commerce sector, in April 1998. The company provides a link in the chain between the time a consumer clicks the "Buy" button on a website - and when purchase authorisation, or lack thereof, is delivered to the merchant (and consumer).

For example, consider a Swedish merchant selling domain names from a web site. That merchant connects to cGate, a secure card payment system offered by FAC that links to any Internet site. Once the consumer "clicks" to signify his or her intention to purchase goods or service, payment and shipping information is captured behind a firewall, taken off the Internet by cGate, encrypted, and sent via a private network to First Data Corporation. The data is relayed to the appropriate card issuer's bank for authorisation and settlement. The authorisation and settlement results are communicated back to cGate, which encrypts and logs the transaction data, making it available to the merchant. The consumer is told whether his or her purchase has been approved.

The entire process, from the consumer's "click" to the delivery of an authorisation (or not) takes six seconds. "There are response time guidelines that businesses must meet before VISA or MasterCard do what is known as 'standing in' - giving

Charging online with FAC

Winter 2000 P.27

First Atlantic Commerce's newest product is cGateSecureBatch, which the company developed for online merchants selling services that require fast and secure approvals of large transactions at once, such as subscription or membership-based services.

Traditionally, a large number of transactions would have to be processed individually. Now, businesses such as Internet service providers, online magazines and newsletters, Internet telephone services, online investment sites, insurance companies, utility providers and real estate companies can automate their back office operations.

Under cGateSecureBatch, merchants gather customer information securely on their web site. At the time payment is to

authorisation for a transaction based on information provided to them by the consumer's bank," Wilson says. "We know that eight seconds when you are waiting, waiting, waiting seems like forever."

Price competition is fierce in the saturated American market-place, and increasingly so in the mature European market, so FAC has set its sights virtually everywhere else. Most of the company's merchant clients sell services or downloadable digital content, where no physical delivery of goods is required - for example, software, or long distance learning, or online registration for conferences. Today, FAC handles a total of 300,000 to 400,000 transactions each month for its 200 clients. The company bills its high-ticket clients a percentage of the value of the processed transactions, and its smaller clients on a per-transaction basis. Most of its merchant clients have annual sales figures of \$500,000 and up.

Locally, top law firm Appleby Spurling & Kempe offers on-line incorporation for its clients with the assistance of FAC. Concert promoters Dread and Baha Productions offered an Internet simulcast of September's Bunny Wailer concert at Clearwater Beach. "We provided a payment solution for them within three days, with the assistance of the Bank of Bermuda, which helped them to open the required merchant accounts," Wilson says proudly.

FAC's multi-currency platform allows its merchants to offer pricing in 58 currencies, while settling the transactions in US dollars based on the exchange rate at the time the transaction was authorised. Merchants may also settle their transactions in more than one jurisdiction. North American merchants, for example, can settle their US or Canadian cardholder transactions via a North American bank sanctioned by First Data's merchant services operation, but settle their international consumer card transactions to a qualifying offshore bank, thereby taking advantage of the benefits (tax, for example) of conducting business offshore.

FAC has developed banking relationships with the Bank of Bermuda, with ScotiaBank and Barclays in the Caribbean, and with a banking consortium operating in Central and South America. They have relationships with credit card companies VISA and MasterCard, which tightly regulate the online payment processing industry.

Encryption has made online processing virtually hacker-proof. "Security has caught up with the technology," Wilson says. "We provide 256-bit to 1024-bit encryption, which prevents anyone from intercepting a message. But even if someone was able to intercept an electronic message that was not encrypted, it is broken down into pieces. A hacker would have to know that this piece of information goes with that piece of information, and that they both belong to this credit card. The only exposure could come if a merchant held credit card information on their server, and it was hacked into." Sophisticated Internet businesses would not conduct business with a merchant negligent in that manner, says Wilson, who has turned away prospective clients because they do not meet security standards.

Bermuda was quick off the mark with its 1999 electronic transactions legislation but was not first to market, as some would have you believe. The Island was, however, among the earlier offshore jurisdictions to enact such legislation, but Wilson says Bermuda must keep moving forward to avoid being passed. "Bermuda's e-commerce sector is well in front of the offshore market-place, but others are starting to catch up - and it won't take very long," she says.

It is, after all, a business that dreams are made of. BB

be received - the first of the month, for example, in the case of a real estate company that collects rent for its clients - all transactions are processed at the same time. The customer's credit card is immediately charged the agreed-upon rate. It saves the merchant administration time from having to conduct a transaction for each individual card, while the customer is saved the hassle of having to re-enter personal information each time that they pay for a service.

The new product is based on FAC's flagship product, cGateSecure, a secure card payment system that links to any Internet site.



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TAB 31

cypherpunks

- [<-- Thread -->](#)
- [<-- Date -->](#)
- Find offshore tax

As Dot-Coms Go Bust in the U.S., Bermuda Hosts a Little Boomlet

mean-green

Tue, 09 Jan 2001 17:24:43 -0800

As Dot-Coms Go Bust in the U.S.,
Bermuda Hosts a Little Boomlet
By MICHAEL ALLEN
Staff Reporter of THE WALL STREET JOURNAL

HAMILTON, Bermuda -- Operating out of a hurricane-proof command center in a former U.S. military base, Paven Bratch is a tax examiner's nightmare.

Although his Internet company, music and video merchant Playcentric.com (www.playcentric.com1), has just 10 employees, didn't go live until September and has yet to turn a profit, it has the structure of a major multinational. Its computer servers are located here, its operating unit is in Barbados, and it has a distribution deal with a big record-store chain in Toronto. The 36-year-old Mr. Bratch figures this setup will save him so much on corporate income taxes and other expenses that he'll be able to undercut Amazon.com Inc.'s prices by more than 45% and still make a bundle.

"One thing that always amazes me is, why would anyone who's planning on generating a profit locate themselves in a full-tax jurisdiction?" he says.

'First Generation'

Plenty of dot-coms are asking themselves the same question these days. Undaunted by their industry's growing ranks of flameouts and hoping to emerge as one of the profitable few, dozens of them are popping up in tax havens around the world.

In Bermuda, they range from tiny publisher ISI Publications Ltd., which sells hard-to-find business books under the domain name Booksonbiz.com (www.booksonbiz.com2), to E*Trade Group Inc., the big online stockbroker, which is locating its international trading operations here. Further south, on the Caribbean island of Antigua, an American trader has set up Indextrade.com (www.indextrade.com3) to allow small investors to bet on swings in market indexes, while in Cyprus, a former British jazz singer is doing a brisk business by listing vessels such as a Soviet-era submarine on Ships-for-sale.com (www.ships-for-sale.com4).

"These merchants are the first generation who can really domicile anywhere," says Andrea Wilson, chief executive of Bermuda-based First Atlantic Commerce Ltd. (www.firstatlanticcommerce.com5), which provides credit-card payment systems for e-businesses. "They can be a virtual corporation if they choose."

The trend started with Internet gambling companies, which fled to the Caribbean to avoid the long arm of U.S. law. But now, thanks to an explosion of new telecommunications links to places such as Bermuda and Britain's Channel Islands -- and an ambitious push by promoters in such countries as Panama to set up facilities capable of hosting hundreds or thousands of Web sites each -- more-legitimate Internet companies are starting to make the leap offshore.

A Wealth of Ambiguity

There are serious questions about whether some of the structures would pass muster with the Internal Revenue Service and its foreign counterparts. But many accountants figure there's enough ambiguity in the industrial world's offshore tax codes that e-commerce companies could, at least theoretically, rack up tax-free profits for years before the authorities sort things out.

The issues are often murkier than for a standard offshore tax shelter, because they involve technological innovations that the U.S. Treasury couldn't have anticipated when it began laying the ground rules for offshore taxation in the 1960s. For instance, nobody's entirely sure how to tax the earnings of a programmer who sells his software by allowing buyers to download it from a Web site hosted on a computer server in a zero-tax jurisdiction.

Some tax attorneys take the position that the sale takes place where the server is located, and that the business owes no corporate or sales tax in the buyer's home country. "It would be no different than you or I getting on a plane, flying to the Bahamas, and buying a T-shirt in the hotel," says Lazaro Mur, a Miami tax attorney.

New telecommunications options have brought Bermuda and much of the Caribbean even closer than a plane ride away. Cable & Wireless PLC's phone monopoly among former British colonies in the region is breaking up, and C&W's new competitors are starting to lace the seabed with modern fiber-optic lines, breaking down old technological barriers to working offshore.

At the same time, so-called server farms -- warehouses built to accommodate row upon row of computer servers -- are sprouting up to accommodate high-tech newcomers. At Fort Clayton, a former U.S. military base in Panama, local entrepreneurs plan to open a 50,000-square-foot "high-tech hotel" later this month they say will be capable of hosting as many as 1.2 million Web sites.

HavenCo, a self-proclaimed "data haven," announced plans last year to host Web sites from an antiaircraft platform abandoned by the British after World War II. The North Sea platform has a colorful history: In 1966, a retired British army major seized control of it and has operated it for years as the sovereign "Principality of Sealand."

Ryan Lackey, HavenCo's chief technical officer, says the company, which spent the summer upgrading electrical power and air conditioning on Sealand, has more than 30 servers up and running, connected to the mainland by satellite and wireless service, and hopes to expand to as many as 5,000.

He says the company has fielded "several thousand" sales inquiries. "The big thing people really want is e-mail servers, because in the past people have been getting their e-mail servers subpoenaed," he says. He adds that HavenCo would only comply with subpoenas issued by the Court of Sealand. "But there's no Court of Sealand, so it's very unlikely."

Tax savings are the big selling point for many of the installations. "Offshore + Ecommerce=Tax Free Heaven," screams a banner ad for Bahamas.net, which offers server facilities in the Bahamas for as low as \$2,200 a month.

Bermuda, which has a rich history of helping foreigners shave taxes, also is doing its best to encourage the migration offshore. Its two biggest banks, Bank of Bermuda Ltd. and Bank of N.T. Butterfield & Son Ltd., have launched major e-commerce initiatives, establishing systems to allow online merchants to bill customers in several major currencies. A common refrain among business leaders on this tiny fishhook-shaped island is that Bill Gates would be a much richer man today if he had originally established Microsoft here.

The pitch helped reel in Robert Edwards, an editorial cartoonist who lives in Canterbury, England. Not long ago he went looking for help in setting up a Web site to sell works by him and about 30 other artists from around the world. Tipped off to Bermuda by a visiting delegation of businesspeople, he registered his company online through Appleby, Spurling & Kempe, a local law firm here, and was quickly directed to Web designers, a hosting site and a credit-card intermediary, First Atlantic.

Late last year, at a total cost of less than \$200,000, his Drawnandquartered.com (www.drawnandquartered.com6) went live, offering 4,000 artworks, which can be downloaded online with a credit card, for \$200 and up. His company doesn't pay any income or sales taxes, and he only has to pay personal-income tax on the salary he draws. "I'm a perfect example of how it can be done," he says.

Playcentric's Mr. Bratch, a former Procter & Gamble Co. manager, says he relied on advice from an international tax attorney in structuring the online retailer, which will market its compact disks, videos and DVDs partly through packaged-goods makers who want to reward loyal customers. Mr. Bratch, a Canadian citizen, put his operating unit in Barbados, which, unlike Bermuda, has a tax treaty with Canada, in order to take advantage of the Caribbean nation's corporate income-tax rate of just 2%.

He says he located his computer operations in Bermuda because of its extensive banking and telecommunications infrastructure. Its attractions include a state-of-the-art server facility built in an old U.S. naval base by 360networks Inc.'s TeleBermuda International unit, which laid an undersea fiber-optic cable to the U.S. in 1997.

Tax considerations also helped lure Todd Middagh, chief executive of Originals Online Ltd., to Bermuda. His brainchild: a site that will allow importers, exporters and shipping companies to swap legally binding trade documents online, instead of wasting days with couriers. "It's a digital product, global in nature, 24-hours-a-day world-wide," says Mr. Middagh, who has already attracted the interest of several major grain companies, including Archer Daniels Midland Co.

"We're going to be in almost every jurisdiction over time," he says. Meanwhile, Mr. Middagh, a native of Canada, will be presiding over the company from his house here, which overlooks the Atlantic Ocean.

Scott Rubman, a Long Island, N.Y., real-estate attorney whose family has long been in the fur trade, is putting together Furs.com (www.furs.com7), a Bermuda-based site that plans to match mink farmers in, say, Norway, with fur-coat manufacturers in North America and China. As an American, Mr. Rubman may face a bigger hurdle in shielding any offshore profits from taxation. Unlike many other countries, the U.S. taxes its citizens on their income world-wide.

"If you move offshore strictly to evade taxes, that's something the U.S. will always look at," says Mr. Rubman, who is getting plenty of advice from U.S. tax experts. "When you have a legitimate business purpose to transact business offshore, I'd think the U.S. would be supportive of that."

And if the U.S. isn't supportive? Cryptographer Vince Cate thinks he has that covered. In 1998, the onetime Carnegie-Mellon University Ph.D candidate walked into the U.S. Embassy in Barbados and renounced his American citizenship, declaring that he was henceforth a citizen of Mozambique, thanks to a document he purchased for \$5,000 over the Internet.

Then, he went back to the Caribbean island of Anguilla, where he had developed a reputation as a computer-encryption visionary. Among his many ventures, he has taken over the operations of an online marketer of driver's-license information that had run afoul of a new privacy law in Texas. Mr. Cate plans to build the business without paying a cent of taxes.

"Because I'm not a U.S. citizen, I'm not in the United States, and Anguilla has no taxes, I don't believe I have any problem," he says.

Write to Michael Allen at

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TAB 32

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Provident Bank & Trust First To Offer International E-Commerce Accounts In Belize

By by Amanda Banks, Tax-News.com, London
11 October 2001

The Belize Provident Bank and Trust has joined forces with Bermuda-based e-commerce solutions company, First Atlantic Commerce, to become the first financial institution in Belize to offer international e-commerce accounts. First Atlantic assisted Provident Bank and Trust with the initial development and implementation of its e-commerce offering, which enabled the Bank's internal systems to fully process online transactions.

'Provident Bank and Trust is in an exciting position as the only financial institution in Belize ready and able to provide e-commerce services to Internet businesses,' states Andrea Wilson, CEO of First Atlantic Commerce. 'Now that Provident Bank is e-commerce ready, we can help them expand their client base with the next phase of our services – fraud prevention, risk management and merchant verification services.'

Provident Bank and Trust benefits from Belize's status as a tax-free location for qualified businesses and has a duty free zone attracting international e-business to the area. Ricardo Escalante, Director of Provident Bank and Trust explains: 'We hand-picked First Atlantic Commerce to help us with our e-commerce solution because they have proven expertise and knowledge of banking and acquirer requirements in the Caribbean and Latin America region. In addition, First Atlantic Commerce also has first-class e-payment technologies, making it a one-stop e-commerce provider.'

Based in Bermuda, First Atlantic Commerce specializes in consulting services to acquiring banks for Internet enablement, and secure payment solutions for online merchants. The company also provides universal payment solutions such as multi-currency and multiple jurisdiction settlements to enable merchants to access the global marketplace.



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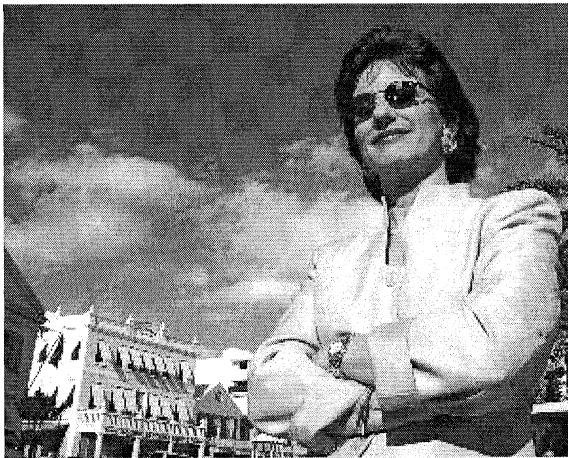
TAB 33

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[Back](#)

Article published June 6. 2003 03:00AM

E-business banking void



By Becky Ausenda

Bermuda may be losing out to other offshore locations due to insufficient e-business banking services on the Island, according to other e-business companies.

According to Government's Green Paper on E-business, the rate of incorporations in Bermuda in the Internet field may have been curtailed due to limited merchant account facilities.

Local companies who handle online credit card payments or "ePayments" are lobbying for more local banks to handle demand.

The Bank of Bermuda no longer offers the service to merchants without a physical presence in Bermuda. So while they might act as the bank for a purchase made on a Trimmingham's website, for example, they have taken a commercial decision not to offer the service to an "offshore" dot.com, even if it is domiciled in Bermuda.

Bank of Butterfield is currently the only retail bank which offers so-called "merchant accounts" to exempt company retailers.

At last week's Forum on the Green Paper, one stakeholder, Cable & Wireless claimed that the Bank of Butterfield has an exclusive position with its wholly owned subsidiary Promisant (Technology) Ltd, which essentially locks out the opportunity for other local companies.

Yesterday, the Bank of Butterfield denied this was the case. Chief financial officer Richard Ferrett clarified that, naturally, the bank uses its wholly owned subsidiary Promisant (Technology) Ltd. as their payment processing department.

However, they also use FDR, a US payment processor and Mr. Ferrett said that applications referred by local gateway companies who were not using Promisant would still be considered, subject to normal business criteria.

All applications for merchant accounts, would be subject to the bank's stringent credit policies, as well as adherence to association regulations for an e-commerce merchant.

Such external regulations would include, but not be limited to, security aspects of the website and shopping cart privacy policy and published return policy.

Mr. Ferrett added that Bank of Butterfield were not interested in certain sectors of ebusiness, such as on-line gambling or porn companies.

Processing credit card transactions through an offshore bank has its advantages.

When the Visa or MasterCard systems sees that the transaction is based in Bermuda, it permits settlement on the Island so the retailer can take advantage of the benefits of confidentiality, security and tax-neutral status.

Recently two major payment processors, worldpay and planetpayment had to withdraw their services from some e-commerce merchants based outside the US due to tightening of Credit Card Association regulations.

FAC, chief executive officer, Andrea Wilson explained that according to VISA and Mastercard regulations, businesses based offshore have to have a merchant account in the same region.

"You can't be a Bermuda company and have your merchant account in the US."

This led to FAC being inundated with requests for help.

Ms Wilson says she has been receiving up to 100-150 requests for merchant accounts, per month from US companies.

"I don't have anywhere to refer them in Bermuda so I have been referring them to Scotiabank and FirstCaribbean Bank and our banking partners in Central America and the Netherlands Antilles. We've got a lot of leads coming and all that business is being referred down to the Caribbean."

According to Ms Wilson, the Caymans have up to 30 acquiring banks while the Bahamas have 10 - 12 banks offering this service while Bermuda has only one. She contends that Bank of Butterfield alone cannot handle the volume of business being generated by this area of ebusiness.

First Atlantic Commerce, which acts as an ePayment gateway company based in Bermuda has supported the proposal in the Green Paper that more banking licences should be issued to offer this service.

Until recently, the Bank of Bermuda and First Atlantic Commerce worked together offering merchants accounts.

In 1999, they fell victim to online merchants making fraudulent use of certain credit card numbers resulting in customer charge-backs and losses to FAC.

According to Andrea Wilson at FAC, criminal fraud charges were successfully brought against the online merchants and a significant recovery was made. However this episode is understood to have contributed to Bank of Bermuda's decision to exit the business.

A spokesperson for the Bank of Bermuda said: "Following a review of its global corporate strategy, the bank felt this international merchant acquiring activity was inconsistent with its goal to excel in specialised global financial services, where its small size, international expertise and client-focused approach provides real value to its clients."

TAB 34

COVER STORY

February/March 2005 p.36



WILSON'S WINNING SOLUTIONS

First Atlantic Commerce CEO Andrea Wilson is recognized internationally for contributions to the e-commerce industry.

By Chris Gibbons | Photograph by Charles Anderson

It's not every day you get mentioned in the same breath as business icon Michael Dell, let alone beat him out for an award. Yet the man behind the world's most successful online computer store had to settle for second best when Andrea Wilson, CEO of Bermuda-based First Atlantic Commerce (FAC), was named E-Commerce/IT Business Leader of the Year by European CEO magazine in December.

Wilson and Dell were among four nominees for the inaugural award in the magazine's Business Excellence Awards for e-commerce applications and services that had done the most to facilitate cross-border trade. Other nominees were Andy Kitchener of Shop Creator, which designs online web business portals, and Rudiger Trautmann of Pago Systems, Deutsche Bank's German-based processing company.

The panel, headed by European CEO editor and Business Journalist of the Year Richard Northedge of Britain's Daily Telegraph, and Alexander Redcliffe, economics editor of the magazine's publishers World News Media, said Wilson had been chosen for her contribution in delivering "ground-breaking solutions to the e-commerce industry internationally."

The panel praised FAC, which specialises in card-based payment solutions for online businesses, for its initiatives on the issue of chargebacks, "which have been a drag on the global acceptance of e-commerce. In addition, the panel felt that Andrea had ensured secure and flexible access to e-commerce for business at all levels."

Alexander Redcliffe said: "Under the leadership of Andrea, the FAC team has approached the many challenges of the e-commerce industry and has provided dynamic solutions of real integrity that satisfy the need of both vendors and customers alike."

By coincidence, Wilson had already been set to appear on the magazine's cover for the November-December issue, having contributed two articles on preventing online fraud. Now the Canadian-born executive is set to be the publication's "cover girl" again when she is profiled as an award winner in the March issue. Wilson will now go forward as a nominee for the global CEO award to be announced later this year.

The award could not have come at a better time, as FAC had just announced the roll out of its secure multi-currency payment solutions in Europe through banks in Cyprus.

It is also vindication that FAC, which Wilson started in 1998, is now poised to become a global e-commerce player. "It's a huge credibility boost for us," admits Wilson, who says the award came "out of the blue."

"We may be a small company in a small place, but it proves we can have a loud voice in the European Union. It's a significant stepping stone for us."

As Wilson hastens to point out: "I'm obviously thrilled by the award, but it's not all about me. Although I'm the face at the front of the team, there are 10 of us, all whom [sic] work very hard and who each have an integral role in FAC's success. Without one piece we can't do the rest of it and that goes from the person who answers the phone upwards."

More than anything, Wilson is delighted that the wider business world is finally latching onto what FAC does. "It's great that someone sees what we're doing," she says. "It's not an easy thing to understand, and it's great that someone at that level has figured it out and gets it."

What FAC does is extremely complex, but over the years Wilson's wide-eyed enthusiasm has never publicly flagged, and she has patiently sat down with many a technically challenged journalist or penned articles explaining the intricacies of cross-border credit-card settlements and security in the Internet age.

In a nutshell, what FAC does is provide secure, cost-effective and tax-efficient ways by which online merchants and other e-businesses can settle online credit-card transactions regardless of currency and location, and help banks successfully issue and acquire credit-card transactions.

That sounds straightforward enough, but online e-commerce is a minefield for merchants simply because, unlike an in-store transaction where they can check a signature or photo ID, there is often no way of knowing for sure that the person using a credit card online is who they say they are. Armed with a cardholder's name, card number, expiry date and the three-number security code on the back, fraudsters can have a field day before the legitimate owner realises -- and that may not be until they receive their credit-card statement a month later.

When that happens, consumers can demand that the charge be removed, known in the industry as a "chargeback," because it gets charged back to the merchant and the acquiring bank that settles the merchant's transaction. With chargeback penalty fees starting at \$25 an item, it makes online credit-card transactions a risky and potentially expensive business for merchants and banks, especially as fraud increases exponentially with the rapid global spread of the Internet. Worst of all, merchants who suffer a large amount of chargebacks can have their accounts terminated and be "blacklisted" by the Global Chargeback Monitoring Programme.

In recent years, Visa and MasterCard companies have developed payer authentication programmes such as Verified By Visa and MasterCard SecureCode based on a security protocol called 3-D Secure. 3-D Secure, which carries out instant verification checks on a transaction with the card-issuing bank, the acquiring bank and its merchants, claims to cut online fraud and chargebacks by 80 per cent immediately as well as reducing e-commerce banking charges by 0.3 per cent. More importantly, it protects merchants and acquiring banks enrolled in the programmes from chargebacks by shifting the liability to the issuing bank, even on what are called "attempted" requests for authentication by a merchant that are not met by the issuing bank.

"Chargeback liability shift is crucial with cross-regional or 'inter-regional' transactions where the merchant resides in one jurisdiction and the cardholder in another," Wilson wrote in the latest issue of European CEO. "Since most Internet-based transactions are global, this is a very important consideration to mitigating risk."

Increasingly, banks throughout the world are being required by the card companies to be enrolled in 3-D Secure, but the big stumbling block is the hundreds of thousands of dollars, even millions, it can cost in software licensing and equipment to set up 3-D Secure. This is where FAC comes in.

FAC earned 3-D Secure certification with both VISA and MasterCard International in March 2004, and by offering a secure hosted solution for banks and merchants and outsourcing its own cGateSecureVerify payer authentication service, FAC has been able to cut the up-front costs of 3-D Secure for merchants and banks. Butterfield Bank and the Cyprus European banks are already on board, and FAC is presently setting up Canada's Scotia Bank branches in Trinidad, Jamaica, Puerto Rico and Mexico. Capital G Bank is expected to be certified in early 2005.

"Merchants can now feel far more comfortable in what was a very risky business," explains Wilson. "We're saying to merchants, 'You have nothing to lose and everything to gain -- what are you waiting for?'"

From June 2005, banks in the Latin America Caribbean Region (LACR), where FAC is based for credit-card association reporting purposes, will be mandated to participate in 3-D Secure. "Traditionally Latin America has been high risk because of chargeback fraud," notes Wilson. "Now that risk is mitigated."

And it means Wilson's e-commerce vision has been vindicated.

Born in Kemptville, a small Ontario farm town near Ottawa, to British parents, Wilson came to Bermuda 13 years ago after being hired by the then Bank of N.T. Butterfield (BNTB) from Toronto Dominion Bank to implement First Data's credit-card processing system.

She went on to become product manager for the bank's credit-card products including IslandCard, GOLD card and Bankcard Plus debit card and briefly worked for Internet service provider IBL (now Logic Communications) before leaving to give birth to daughter Emma (now seven).

It was while on maternity leave that she began to talk seriously with her husband, Bob, an English-born senior VP at Butterfield Bank, about setting up a local company for Bermuda e-commerce. "So I leveraged my contacts with First Data and designed the first Internet payment gateway for the Bermuda banks and went into business with a local Bermuda partner."

Originally, Wilson had planned to be a microbiologist, but when she graduated from the University of Toronto in the early 1980s, the recession was biting and there were no medical-research jobs, so she went to work at Canada Trust as a customer-service rep. She quickly found she had an affinity for banking systems, and her university background as an analyst made her a natural in the IT world. She went back to school at Ryerson University to study computer business systems and programming and ended up at Toronto Dominion Bank (TD Bank) implementing their customer information system and then acting as one of the

project leaders on converting Central Guaranty Trust after TD Bank bought it in the early 1990s.

The move to Bermuda was unplanned. "In 1992 the Bank of Butterfield had an ad for an operations analyst in the Toronto Star, and it was my resume. I always wanted to do something internationally and basically I just applied to see if I'd get an interview, if I was marketable."

The rest, as they say, is history. She not only founded a ground-breaking company but also met her husband Bob, who at that point worked in BNTB's London office. "I certainly never thought eight years ago that I'd be named an international e-Business Leader of the Year. Had I remained in Canada I don't think I would have had the opportunities presented to me in the way they have here in Bermuda. It's been a good ride!"

And that ride looks far from over. FAC's European launch will open up new horizons — the company is building a complex payment solution for one of Amazon.com's international merchants and who knows, she may yet hear from Michael Dell. "I'm waiting to see if he rings me up to congratulate me," she laughs, adding only slightly tongue-in-cheek: "Then I can offer him a payment solution for Dell Online!"**BB**



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TAB 35



May 01, 2008

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Liberty Enterprises Inc. Partners with First Atlantic Commerce

Offshore merchant accounts now offered by offshore banking service provider, Liberty Enterprises Inc.

(PRWEB) May 27, 2005 -- Liberty Enterprises Inc., Vancouvers source for offshore banking, has just announced a strategic partnership with Bermuda-based international merchant account provider First Atlantic Commerce (FAC).

This continues the expansion of secure e-commerce payment solutions offered by Liberty Enterprises Inc. in Panama. Internet merchants will have the ability to accept their products in 58 different currencies with settlement in US dollars.

An e-commerce bill was signed into law by Panama's President, Mireya Mosocoso in July 2001 making the countrys legislation favorable to Internet businesses, particularly those in the health, hospitality, and online pharmaceutical industries.

We are targeting sales and promotional efforts for our Panama solution in response to increasing demand from our referral partners across the world, and merchants who approach Liberty Enterprises Inc. directly," said Peter Flowers, Liberty Enterprises CEO. They require leading-edge international billing solutions to be able to expand their Internet business to consumers in the thriving Central American arena."

"Taxation in Panama is on a territorial basis; taxes only apply to income generated within Panama itself. Therefore, IBC Companies can capture all credit card transactions in an offshore and completely tax-free environment through an International Business Corporation," said Peter Flowers.

To qualify for the Liberty Enterprises Panama e-commerce solution, merchants should process a minimum of USD \$20,000 in sales per month, must be willing to complete the necessary merchant application form, provide valid due diligence documentation, and have a minimum of six months credit card processing statements.

Liberty Enterprises Inc. will assist all potential merchants in establishing the necessary business structures required by the Card Associations by establishing all required company formations for potential Internet merchants.

For more information about offshore merchant processing and the services provided by Liberty Enterprises Inc., please visit <http://www.confidentialbanking.com>

###

Other Releases by this Member

- [Liberty Enterprises Inc. Adds Swiss Banking to Their List of Offshore Services 2005-05-21](#)

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CONTACT INFORMATION

Peter Flowers

Liberty Enterprises Inc.

1-877-861-0577

[Email us Here](#)

ATTACHED FILES

There are no multimedia files attached to this release. If this is your release you may add images or other multimedia files through your login.

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TAB 36



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 Where one is well off, there is his country

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- » [Offshore Companies](#)
- » [First Visitors Only](#)
- » [Anonymous Banking](#)
- » [Offshore Maildrops](#)
- » [Trusts - Foundations](#)
- » [Casino Licenses](#)
- » [Offshore Credit Cards](#)
- » [Spy Counterspy](#)
- » [Offshore Merchants](#)
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- » [Passports](#)
- » [PGP Public Key](#)
- » [Alternative Identities](#)
- » [What is PT?](#)

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"Most people prefer to believe their leaders are just and fair even in the face of evidence to the contrary, because once a citizen acknowledges that the government under which they live is lying and corrupt, the citizen has to choose what he or she will do about it."

Welcome to the amazing PtClub!!

PtClub is the site for pt's. We believe in privacy, prosperity, freedom and business.

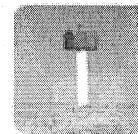
PTClub is one of the oldest privacy sites on the Internet. This site is for privacy seekers and those wishing to secure their sovereignty. We believe in maintaining our civil liberties, privacy, prosperity, freedoms and business. PTClub offers tax free offshore services, offshore company incorporation, immigration services, residency and passport programs, offshore bank accounts and many other financial services in world wide tax havens.

Fast Bank Accounts



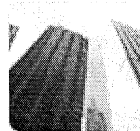
A personal or company tax free offshore bank account can be yours in a surprisingly short period of time. No hassles with our European Union banks.

Mail Drops



Mail drops R Us! Starting from US\$150 with more than 50 countries to select from. ID NOT required (unless otherwise noted.)

Offshore Tax Free Companies



Maintain your privacy using bearer share companies in the world's top tax havens.

Books and Reports



If you wish to learn more about or further your right to privacy and sovereignty then look no further. PTClub has the right reading material for you.

Anonymous ATM Cards



Our ATM cards are the best on the net. Credit cards available as well.

Residency, Passports and ID's



Legal residency programs that lead to a second nationality and passport starting from a remarkably low cost.

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 Online Newsletter

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TAB 37



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- » Latest Products
- » Offshore Companies
- » First Visitors Only
- » Anonymous Banking
- » Offshore Maildrops
- » Trusts - Foundations
- » Casino Licenses
- » Offshore Credit Cards
- » Spy Counterspy
- » Offshore Merchants
- » Anon Mobile & Sim Chip
- » Free Newsletter
- » Secret Reports
- » Offshore Brokerage
- » Tax Free Cars
- » Immigration Services
- » Camouflage Passports
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- » Passports
- » PGP Public Key
- » Alternative Identities
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How fortunate for governments that the people they administer don't think.

—Adolf Hitler

Credit Card Merchant Account

"You can roam the globe electronically, raking in tax-free income 24 hours per day".

Setting up shop on the internet is the perfect Portable Trade - you can sell information, services, entertainment or physical products for drop-shipping. All you need is a laptop and a phone connection and you are FREE TO PT as your profits accrue in an offshore account!

However, despite the proliferation of "guaranteed merchant services" on the net, you will find they all require some form of ID, Social Security Number or onshore presence.

At ptClub we can set up merchant facilities enabling you to accept Visa, Credit Card, American Express, Diners Club and others in total anonymity if required. Read on for details...

YES We Accept Credit Cards! Those few words can add thousands per month in profits to your business!

PTClub offers two (2) merchant facilities to meet your requirements starting from just Eur 750.

Setting up an offshore corporation is all very well - but what if a mere symbolic coat hanger joint in a tax shelter jurisdiction isn't enough? What if you want to actually make money offshore? After all not everyone is able and willing to live off saved taxes and assets' interest alone. Unbelievable, but some Privacy seekers still have to work for a living - preferably in a PT tax-free Dorado!

However as in every business, you will also want a corporate infrastructure and some usable logistical tools to go with it. Here's what we recommend and that you get:

- a bona fide tax-free offshore bearer share corporation from Panama in your chosen name
- a corporate bank account with internet banking, an ATM card (not in Panama.)
- a functional mail & fax forwarding service
- One of several reliable offshore merchant providers, (essential for mail order business)

Offshore Merchant Program One:

THE STEP-BY-STEP MECHANICS OF SIGNING UP FOR YOUR "OFFSHORE CREDIT CARD VENDOR STATUS"

The first step is to apply for the Merchant status. This can be made by writing us a free format e-mail stating the name of the applicant and the contact e-mail. [Contact Us.](#)

Bank serves Visa and MasterCard credit card transactions; currently, bank can serve both personal or corporate customers.

PtClub
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Procedures and fees

The below information is for medium to difficult web sites. This is the same merchant provider who processes our credit cards charges!

Fees and Rates ranges by industry, merchant, and history of the account:

Rolling Reserve = 10% Rolling Reserve (Hold for 6 months and release at 7 months, continuous)
Discount Rate = 5% - 13% (Rate will be set by the risk of the industry and merchant)
Set-up Fee = \$100 - \$5,000 (Rate will be set by the risk of the industry and merchant)
Monthly Fee = \$50 - \$100 (Rate will be set by the risk of the industry and merchant)
Transaction Fee = \$0.50 - \$1.50 (Rate will be set by the risk of the industry and merchant)
No volume caps (min or max)

Any merchant accounts will need to fill out:

Merchant Application (If you can't answer a question, please leave it blank)
Photo ID (Drivers License, Passport, etc)
Merchant History (No history please inform us, new business)

Our merchant group can process any merchant accounts, it will be easier to tell you what we can't take:

Child Porn
Animal Porn
Hardcore Porn
We code all Gaming sites.

FYI - We will not be the third party. You will have contact with the bank. That should be a plus!

- Our introduction fee is Eur 750.
 - Add Eur 1250 for your own Panama bearer share company in your chosen name.
Note: it is the bank requirements all that merchant must have a Panama company for this merchant account, otherwise bank will refuse all other company jurisdictions
 - Add Eur 500 for an offshore company bank account with this product. (Bank account is NOT in Panama.)
 - Fast Track set up fee: Eur1,000
 - A functional mail & fax forwarding service: Eur 550 including Eur 50 postage forwarding deposit, first year and one time set up fees.
 - Add Eur 2,500 for a one time use of a banking passport to meet sources id requirements.
 - Add Eur 1,000 for a utility bill to meet sources requirements.

To get started order now from [our secure online order form](#) and pay by bank wire, MoneyGram, Western Union (Maximum WU remittance allowed is US\$1,000) or payment vi e-bullion.

To order and [pay by credit card click here](#) and be sure to ADD a 10% credit card surcharge for your order.

FAQ EXCERPT: EUROPEAN CREDIT CARD MERCHANT STATUS

Basic setup:

Integration Procedure:

Below is the method for you to integrate your site with our gateway:

Hosted Sales Page:

The hosted sales page is a branded payment page which source operates. The customer can be sent here from a payment link on your site and they can fill in all the details of their payment here and submit. Once the transaction is processed they will be directed back to your page through the Success_out and Failure_out URLs which you can set under Website Management.

The hosted sales page can also be pre-populated with as little or as much of the user's information as you like; you can collect all the user's information on your own site and pass it to our page so all they need to do is press submit, or you can send the bare minimum which is your merchantID, productID and the Amount of the transaction.

Once you've done this, you now have access to our source's world leading gateway software which is a safe, secure and user friendly system already integrated with their solid banking institutions.

Please take time to familiarize yourself with their software and reporting features.

TO RE-CAP on some of the features::

- Maximize your profitability through sophisticated fraud control tools which prevent chargebacks and detect credit card fraud.
- Multi-currency processing flexibility with US, GBP, EURO, CND and others.
- Highly professional risk management experts.
- Comprehensive, customized transaction reports.
- Real-time access to online reports.
- Real-time access to wire reports so you can track your weekly payment.
- 24-hour support for all merchant needs.

Q: Which credit card companies are supported?

A: Currently: VISA and MASTERCARD/EUROCARD.

Q: How do I have clients' credit card data checked and how do I get a clearance number or card verification?

A: Forward credit card data to the bank direct via your web site and receive clearance from them and have your merchant account credited, that's all.

Q: Isn't this procedure a bit cumbersome for online credit card orders?

A: While you may accept online credit card orders on the Internet. It couldn't be faster or easier than that!

Q: Is there any blocking necessary on the merchant account to operate(they practice this in some banks)?

A: Maybe, this bank might typically insist on partial blockage for about 1-2 months. However, funds will be released at a certain rate per month during this span. This is the initial format - later, once a satisfactory business relationship has developed, new terms may be negotiated.

Q: Would I then be able to use this setup to pay directly into my own debit card account?

A: Yes, client would be debited, your account credited automatically.

Q: What currency would I have to charge my clients in?

A: Normally, charges will be converted to local currency, as those are the cc companies' international regulations. (In some countries this has to do with local currency restrictions as well, though not in this case.) However, when verifying cc order data, you may quote in US\$, Eur, GBO, A\$, CDN, etc. and the bank will convert automatically for you. If you keep your currency account in US\$, you will, of course, be credited in dollars, as well as with other currencies.

Q: What do your fees cover exactly?

A: The Eur 750 is our introduction fee to our merchant source. This is the very same merchant source we use for our credit card charges, so we are placing our money where our mouth is at! In addition to our fee, once your merchant status is setup, all that remains is for you to remit a USD 300 for the visa merchant status direct to source. Source will give this information once you are accepted.

Q: I presume I could I be issued with a debit card on that account?

A: Yes this is possible. However with that said we would recommend that you obtain an offshore bank account, preferably a Panama bearer share company and company bank account for your maximum privacy benefits.

Q: Can I use my debit card to pay for online orders as well?

A: If by "online orders" you mean setups featuring instant cc verification or approval, the answer is: unfortunately not as it is a atm or debit card. if you require a credit card, let us know and we can arrange one for you at a discount cost if ordered at the same time you order this merchant account.

Q: Can't I get a regular credit card instead?

A: Yes of course. See above.

Q: Is it possible to use an existing trust domiciled in another country (e.g. Japan?) in lieu of the Panama Corp?

A: Sure, no problem. It won't get cheaper that way, because it's different documents that will have to be translated, notarized & legalized locally (i.e. not the usual standard fare), incurring greater overhead; but yes, existing corps and trusts can easily be employed. See our Offshore Merchant Program #3 above for the details. Please bear in mind that the issuing bank will need the ORIGINAL company or trust papers, as they cannot be notarized otherwise. Also, possible tax issues should be taken into consideration. A Panama Corp operating outside the USA with a European cc merchant setup & bank account, but operating outside the CC merchant bank's country as well, will not be subject to taxation in either Panama or the at site. This may or may not be the case with your Nippon trust in Japan proper. So if your Japanese trust structure offers the same advantages, go ahead. If not, you can always opt for the standard solution, as described in our program info.

Q: How about cc fraud issues? Who will pick up the tab?

A: The upshot of the matter is that the fraud risk will be the vendor's, not the bank's, not the cc Corp's. But then again, this is standard procedure internationally. Granted that this is not a very fair setup, but unfortunately it's a tight situation for any applicant anywhere in the world these days, and viable offshore venues are almost impossible to find or - if at all unaffordable and not lucrative by any standard.

Q: What is their notification procedure on a chargeback?

A: CC Corp notifies bank, bank notifies vendor. Generally, there's no way around it: in the end, the risk IS yours. But that's the same story practically everywhere in the world: insurance and security hype aside, what it boils down to is that you will have to arrange yourself with the cc Corp and/or the bank in some way or another. It is always advisable to let your customers send you a credit card authorization SIGNED IN WRITING - that will grant you considerable leeway in case of chargebacks or fraud issues.

Offshore Merchant Program Two:

PANAMA Merchant Account:

This top of the line merchant account we offer is our Panama Merchant account.

Our introduction fee is Eur 750.

- Add Eur 1250 for your own Panama bearer share company in your chosen name. Note: it is the bank requirements all that merchant must have a Panama company for this merchant account, otherwise bank will refuse all other company jurisdictions.
- Add Eur 500 for an offshore company bank account with this product. (Bank account is NOT in Panama.)
- Fast Track set up fee: Eur1,500
- A functional mail & fax forwarding service: Eur 550 including Eur 50 postage forwarding deposit, first year and one time set up fees.

BENEFITS & ADVANTAGES

Bank On-line Payment Service allows companies to act in any part of the world, to be more efficient, more flexible in its internal operations and to provide a better response to their customer's needs and expectations.

Companies should consider On-line Payment as an "added value" to its particular means of making business, since it will receive unlimited advantages from a market that opens the doors to a world with endless possibilities and, what is better, to potential customers.

A Merchant Account is a bank account to receive funds from on-line payment transactions.

The terms and conditions agreed for the Merchant Account in our institution shall be established between Bank and the Merchant.

Requirements for a Merchant Account:

- Panamanian jurisdiction. In other words you must have a Panama company, IBC, etc. for this merchant account.
- Merchants should process a minimum of \$20,000.00 in sales per month.
- Web page and site ready and operating.
- Merchant Application complete.

Bank's On-line Payment Service offers our customers the advantage of selling their products and services through Internet, using the most advanced technology allowing the globalisation of their company.

In merchant Bank we have the support of the world's greatest companies specialized in making on line transactions (First Data, Verisign & First Atlantic Commerce).

COMPLIANCE STANDARDS

1. Merchants should process a minimum of USD 20,000.00 / month.
2. Website must show privacy, security and refunds policy.
3. Website must show pricing of product(s).
4. Website must show contact information (e-mail, phone number, fax)
5. Submission form should be completed with all the required information for Bank to provide a pricing quote.
6. Shipping preferably by courier, if not, merchant should state that all customers receive a bill or receipt.

Payment Gateway

Our services include the verification of the customer's credit cards (funds, expiration, fraud) that access their Internet site to make payments. For this purpose, Verisign and First Atlantic Commerce who are known worldwide in the field of Internet security supports us.

Processing

Regarding the electronic collection, we have established a partnership with First Data Corporation (FDC), a leading worldwide organization in credit card processing. FDC provides transactions processing services with the most important Banks in the United States, and is part of the New York Stock Exchange (NYSE) representing one of the best 500 shares (Standard & Poors).

DISCOUNT RATE

Prior to the transfer of the funds the bank will usually deduct a percentage from the total amount of the gross sales, made during the day.

However, the bank may charge the highest fee for transactions that do not have the classification required. For example, accepting a "Visa Business" may cost you 1% more than the regular Visas.

These overcharges for non-classified transactions should be established with the service provider c the bank.

TRANSACTION FEE

This is a specific amount paid per each transaction.

CCB established fee x number of transactions = paying amount.

MONTHLY FEE

These are fees for other services, such as issuance of monthly reports, Web access fees and minimum monthly fees.

CHARGEBACK FEE

This commission is charged for a transaction complaint or a returned sale.

All fees should be established with the bank according to a written agreement, before the merchant starts processing.

CCB established fee x number of chargebacks = paying amount.

Acceptable chargeback rate: up to 1.0% for Visa & Mastercard separately

- Acceptable credit or returns rate: up to 5.0% for Visa & Mastercard
- Discount rate based on:
 - Monthly volume
 - Average ticket
 - Nature of business
 - Years in business
 - Chargeback and credit ratio

Regular E-Commerce:

Buy rate: 4.15%
Transaction Fee: \$0.30
Chargeback Fee: \$40.00
Retrieval Fee: \$10.00
Monthly Fee: \$90.00
Set Up Fee and due diligence: \$2,500.00
Fast Track set up fee: \$1,500.00

Online Pharmacies or High Risk:

Buy rate: 4.35%
Transaction Fee: \$0.40
Chargeback Fee: \$50.00
Retrieval Fee: \$15.00
Monthly Fee: \$90.00
Set Up Fee and due diligence: \$2,500.00
Fast Track set up fee: \$1,500.00

List of Denied Merchant Activities

We know that certain merchants carry more high risk activities or require the application of more specific market knowledge where they develop on their own. Therefore, the following types of merchants are excluded by the bank unless it is backed up by the Bank's management team.

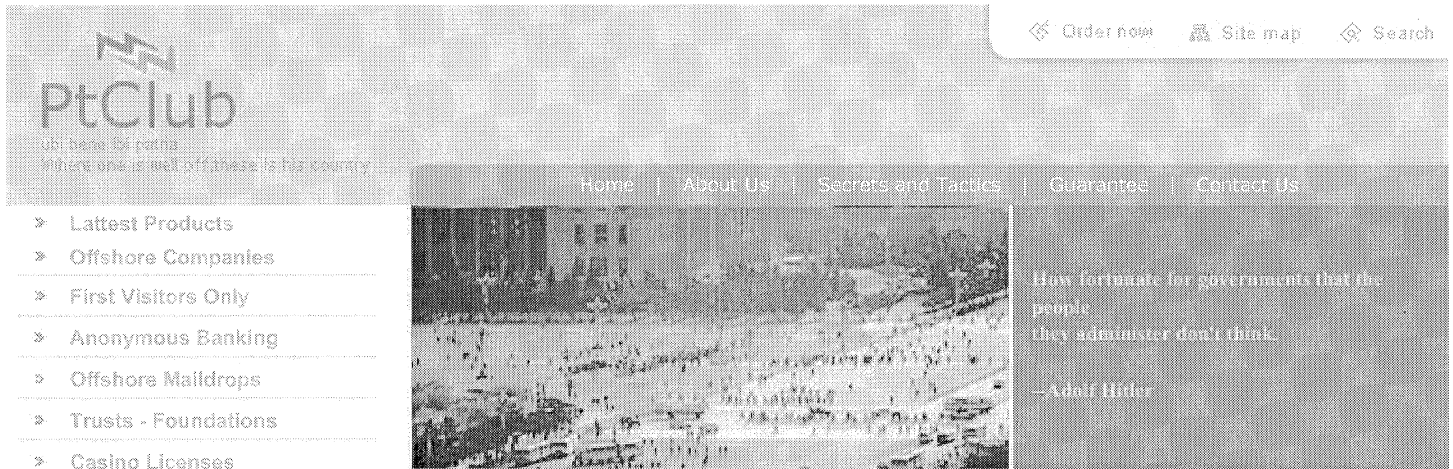
This is not an exclusive list, other businesses can be denied by the nature of themselves after an analysis.

1. ADULT ENTERTAINMENT (gambling, horoscope, psychic, sexually oriented)
2. CHILD PORNOGRAPHY
3. AIRLINE TICKET SALES
4. AGE VERIFICATION
5. ANIMAL SALES AND BREEDING
6. ANY PRODUCT / SERVICES CONSIDERED ILLEGAL
7. AUCTIONS
8. CHARITIES THROUGH OUTBOUND TELEMARKETING

9. CHECK CASHING SERVICES COLLECTION AGENCIES
10. CREDIT CARD PROTECTION
11. CREDIT REPAIR AGENCIES
12. DRUG PARAPHERNALIA
13. E-CASH MERCHANTS
14. MAJOR EXPORTERS OF ANY TYPE
15. FUTURE DELIVER BEYOND THREE MONTHS
16. GAMING, LOTTERY OR RAFFLES
17. GIFT CERTIFICATES
18. GOLF CLUBS / ACCESSORIES
19. HOME BASES GUN DEALERS
20. INVESTMENTS BY INTERNET
21. MULTILEVEL OR PYRAMID MARKETING
22. OUTBOUND TELEMARKETING
23. PAWN SHOPS
24. PROGRAMS ON HOW TO APPLY FOR LOW INTEREST CREDIT CARDS
25. THIRD PARTIES BILLING PROCESSING - AGGREGATORS
26. TIMESHARES PROGRAMS
27. TRAVEL CLUBS, RESERVATION CENTER
28. LIFE TIME GUARANTEED PRODUCTS
29. VITAMINS
30. TICKETS (TRAVEL, AND OTHERS)
31. NON FDA APPROVED DRUGS OR MEDICINES
32. ANTIQUES OR COLLECTOR ITEMS
33. TOBACCO
34. ALCOHOLIC BEVERAGE
35. REPLICAS
36. PRODUCT ORIGINALY FORM CUBA, LYBIA, SYRIA, IRAQ, IRAN NIGERIA, AFGHANISTAN, NORTH KOREA, EASTERN EUROPEAN AND OR ANY OFAC RESTRICTES COUNTRIES.

To get started order now from [our secure online order form](#) and pay by bank wire, MoneyGram, Western Union (Maximum WU remittance allowed is US\$1,000) or payment via e-bullion.

TAB 38



- » Latest Products
- » Offshore Companies
- » First Visitors Only
- » Anonymous Banking
- » Offshore Maildrops
- » Trusts - Foundations
- » Casino Licenses
- » Offshore Credit Cards
- » Spy Counterspy
- » Offshore Merchants
- » Anon Mobile & Sim Chip
- » Free Newsletter
- » Secret Reports
- » Offshore Brokerage
- » Tax Free Cars
- » Immigration Services
- » Camouflage Passports
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- » Passports
- » PGP Public Key
- » Alternative Identities
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- Our introduction fee is Eur 750.
 - Add Eur 1250 for your own Panama bearer share company in your chosen name. Note: it is the bank requirements all that merchant must have a Panama company for this merchant account, otherwise bank will refuse all other company jurisdictions
 - Add Eur 500 for an offshore company bank account with this product. (Bank account is NOT in Panama.)
 - Fast Track set up fee: Eur1,000
 - A functional mail & fax forwarding service: Eur 550 including Eur 50 postage forwarding deposit, first year and one time set up fees.
 - Add Eur 2,500 for a one time use of a banking passport to meet sources id requirements.
 - Add Eur 1,000 for a utility bill to meet sources requirements.

To get started order now from [our secure online order form](#) and pay by bank wire, MoneyGram, Western Union (Maximum WU remittance allowed is US\$1,000) or payment via e-bullion.

To order and [pay by credit card click here](#) and be sure to ADD a 10% credit card surcharge for your order.

FAQ EXCERPT: EUROPEAN CREDIT CARD MERCHANT STATUS

Basic setup:
Integration Procedure:

Below is the method for you to integrate your site with our gateway:

Hosted Sales Page:

The hosted sales page is a branded payment page which source operates. The customer can be sent here from a payment link on your site and they can fill in all the details of their payment here and submit. Once the transaction is processed they will be directed back to your page through the Success_out and Failure_out URLs which you can set under Website Management.

The hosted sales page can also be pre-populated with as little or as much of the user's information as you like; you can collect all the user's information on your own site and pass it to our page so all they need to do is press submit, or you can send the bare minimum which is your merchantID, productID and the Amount of the transaction.

Once you've done this, you now have access to our source's world leading gateway software which is a safe, secure and user friendly system already integrated with their solid banking institutions.

Please take time to familiarize yourself with their software and reporting features.

TO RE-CAP on some of the features::

- Maximize your profitability through sophisticated fraud control tools which prevent chargebacks and detect credit card fraud.
- Multi-currency processing flexibility with US, GBP, EURO, CND and others.
- Highly professional risk management experts.
- Comprehensive, customized transaction reports.
- Real-time access to online reports.
- Real-time access to wire reports so you can track your weekly payment.
- 24-hour support for all merchant needs.

Q: Which credit card companies are supported?

A: Currently: VISA and MASTERCARD/EUROCARD.

Q: How do I have clients' credit card data checked and how do I get a clearance number or card verification?

A: Forward credit card data to the bank direct via your web site and receive clearance from them and have your merchant account credited, that's all.

Q: Isn't this procedure a bit cumbersome for online credit card orders?

A: While you may accept online credit card orders on the Internet. It couldn't be faster or easier than that!

Q: Is there any blocking necessary on the merchant account to operate(they practice this in some banks)?

A: Maybe, this bank might typically insist on partial blockage for about 1-2 months. However, funds will be released at a certain rate per month during this span. This is the initial format - later, once a satisfactory business relationship has developed, new terms may be negotiated.

Q: Would I then be able to use this setup to pay directly into my own debit card account?

A: Yes, client would be debited, your account credited automatically.

Q: What currency would I have to charge my clients in?

A: Normally, charges will be converted to local currency, as those are the cc companies' international regulations. (In some countries this has to do with local currency restrictions as well, though not in this case.) However, when verifying cc order data, you may quote in US\$, Eur, GBO, A\$, CDN, etc. and the bank will convert automatically for you. If you keep your currency account in US\$, you will, of course, be credited in dollars, as well as with other currencies.

Q: What do your fees cover exactly?

A: The Eur 750 is our introduction fee to our merchant source. This is the very same merchant source we use for our credit card charges, so we are placing our money where our mouth is at! In addition to our fee, once your merchant status is setup, all that remains is for you to remit a USD 300 for the visa merchant status direct to source. Source will give this information once you are accepted.

Q: I presume I could I be issued with a debit card on that account?

A: Yes this is possible. However with that said we would recommend that you obtain an offshore bank account, preferably a Panama bearer share company and company bank account for your maximum privacy benefits.

Q: Can I use my debit card to pay for online orders as well?

A: If by "online orders" you mean setups featuring instant cc verification or approval, the answer is: unfortunately not as it is a atm or debit card. if you require a credit card, let us know and we can arrange one for you at a discount cost if ordered at the same time you order this merchant account.

Q: Can't I get a regular credit card instead?

A: Yes of course. See above.

Q: Is it possible to use an existing trust domiciled in another country (e.g. Japan?) in lieu of the Panama Corp?

A: Sure, no problem. It won't get cheaper that way, because it's different documents that will have to be translated, notarized & legalized locally (i.e. not the usual standard fare), incurring greater overhead; but yes, existing corps and trusts can easily be employed. See our Offshore Merchant Program #3 above for the details. Please bear in mind that the issuing bank will need the ORIGINAL company or trust papers, as they cannot be notarized otherwise. Also, possible tax issues should be taken into consideration. A Panama Corp operating outside the USA with a European cc merchant setup & bank account, but operating outside the CC merchant bank's country as well, will not be subject to taxation in either Panama or the at site. This may or may not be the case with your Nippon trust in Japan proper. So if your Japanese trust structure offers the same advantages, go ahead. If not, you can always opt for the standard solution, as described in our program info.

Q: How about cc fraud issues? Who will pick up the tab?

A: The upshot of the matter is that the fraud risk will be the vendor's, not the bank's, not the cc Corp's. But then again, this is standard procedure internationally. Granted that this is not a very fair setup, but unfortunately it's a tight situation for any applicant anywhere in the world these days, and viable offshore venues are almost impossible to find or - if at all - unaffordable and not lucrative by any standard.

Q: What is their notification procedure on a chargeback?

A: CC Corp notifies bank, bank notifies vendor. Generally, there's no way around it: in the end, the risk IS yours. But that's the same story practically everywhere in the world: insurance and security hype aside, what it boils down to is that you will have to arrange yourself with the cc Corp and/or the bank in some way or another. It is always advisable to let your customers send you a credit card authorization SIGNED IN WRITING - that will grant you considerable leeway in case of chargebacks or fraud issues.

Offshore Merchant Program Two:

PANAMA Merchant Account:

This top of the line merchant account we offer is our Panama Merchant account.

Our introduction fee is Eur 750.

- Add Eur 1250 for your own Panama bearer share company in your chosen name. Note: it is the bank requirements all that merchant must have a Panama company for this merchant account, otherwise bank will refuse all other company jurisdictions.
- Add Eur 500 for an offshore company bank account with this product. (Bank account is NOT in Panama.)
- Fast Track set up fee: Eur1,500
- A functional mail & fax forwarding service: Eur 550 including Eur 50 postage forwarding deposit, first year and one time set up fees.

BENEFITS & ADVANTAGES

Bank On-line Payment Service allows companies to act in any part of the world, to be more efficient, more flexible in its internal operations and to provide a better response to their customer's needs and expectations.

Companies should consider On-line Payment as an "added value" to its particular means of making business, since it will receive unlimited advantages from a market that opens the doors to a world with endless possibilities and, what is better, to potential customers.

A Merchant Account is a bank account to receive funds from on-line payment transactions.

The terms and conditions agreed for the Merchant Account in our institution shall be established between Bank and the Merchant.

Requirements for a Merchant Account:

- Panamanian jurisdiction. In other words you must have a Panama company, IBC, etc. for this merchant account.
- Merchants should process a minimum of \$20,000.00 in sales per month.
- Web page and site ready and operating.
- Merchant Application complete.

Bank's On-line Payment Service offers our customers the advantage of selling their products and services through Internet, using the most advanced technology allowing the globalisation of their company.

In merchant Bank we have the support of the world's greatest companies specialized in making on line transactions (First Data, Verisign & First Atlantic Commerce).

COMPLIANCE STANDARDS

1. Merchants should process a minimum of USD 20,000.00 / month.
2. Website must show privacy, security and refunds policy.
3. Website must show pricing of product(s).
4. Website must show contact information (e-mail, phone number, fax)
5. Submission form should be completed with all the required information for Bank to provide a pricing quote.
6. Shipping preferably by courier, if not, merchant should state that all customers receive a bill or receipt.

Payment Gateway

Our services include the verification of the customer's credit cards (funds, expiration, fraud) that access their Internet site to make payments. For this purpose, Verisign and First Atlantic Commerce who are known worldwide in the field of Internet security supports us.

Processing

Regarding the electronic collection, we have established a partnership with First Data Corporation (FDC) , a leading worldwide organization in credit card processing. FDC provides transactions processing services with the most important Banks in the United States, and is part of the New York Stock Exchange (NYSE) representing one of the best 500 shares (Standard & Poors) .

DISCOUNT RATE

Prior to the transfer of the funds the bank will usually deduct a percentage from the total amount of the gross sales, made during the day.

However, the bank may charge the highest fee for transactions that do not have the classification required. For example, accepting a "Visa Business" may cost you 1% more than the regular Visas.

These overcharges for non-classified transactions should be established with the service provider c the bank.

TRANSACTION FEE

This is a specific amount paid per each transaction.

CCB established fee x number of transactions = paying amount.

MONTHLY FEE

These are fees for other services, such as issuance of monthly reports, Web access fees and minimum monthly fees.

CHARGEBACK FEE

This commission is charged for a transaction complaint or a returned sale.

All fees should be established with the bank according to a written agreement, before the merchant starts processing.

CCB established fee x number of chargebacks = paying amount.

Acceptable chargeback rate: up to 1.0% for Visa & Mastercard separately

- Acceptable credit or returns rate: up to 5.0% for Visa & Mastercard
- Discount rate based on:
- Monthly volume
- Average ticket
- Nature of business
- Years in business
- Chargeback and credit ratio

Regular E-Commerce:

Buy rate: 4.15%
 Transaction Fee: \$0.30
 Chargeback Fee: \$40.00
 Retrieval Fee: \$10.00
 Monthly Fee: \$90.00
 Set Up Fee and due diligence: \$2,500.00
 Fast Track set up fee: \$1,500.00

Online Pharmacies or High Risk:

Buy rate: 4.35%
 Transaction Fee: \$0.40
 Chargeback Fee: \$50.00
 Retrieval Fee: \$15.00
 Monthly Fee: \$90.00
 Set Up Fee and due diligence: \$2,500.00
 Fast Track set up fee: \$1,500.00

List of Denied Merchant Activities

We know that certain merchants carry more high risk activities or require the application of more specific market knowledge where they develop on their own. Therefore, the following types of merchants are excluded by the bank unless it is backed up by the Bank's management team.

This is not an exclusive list, other businesses can be denied by the nature of themselves after an analysis.

1. ADULT ENTERTAINMENT (gambling, horoscope, psychic, sexually oriented)
2. CHILD PORNOGRAPHY
3. AIRLINE TICKET SALES
4. AGE VERIFICATION
5. ANIMAL SALES AND BREEDING
6. ANY PRODUCT / SERVICES CONSIDERED ILLEGAL
7. AUCTIONS
8. CHARITIES THROUGH OUTBOUND TELEMARKETING

9. CHECK CASHING SERVICES COLLECTION AGENCIES
10. CREDIT CARD PROTECTION
11. CREDIT REPAIR AGENCIES
12. DRUG PARAPHERNALIA
13. E-CASH MERCHANTS
14. MAJOR EXPORTERS OF ANY TYPE
15. FUTURE DELIVER BEYOND THREE MONTHS
16. GAMING, LOTTERY OR RAFFLES
17. GIFT CERTIFICATES
18. GOLF CLUBS / ACCESSORIES
19. HOME BASES GUN DEALERS
20. INVESTMENTS BY INTERNET
21. MULTILEVEL OR PYRAMID MARKETING
22. OUTBOUND TELEMARKETING
23. PAWN SHOPS
24. PROGRAMS ON HOW TO APPLY FOR LOW INTEREST CREDIT CARDS
25. THIRD PARTIES BILLING PROCESSING - AGGREGATORS
26. TIMESHARES PROGRAMS
27. TRAVEL CLUBS, RESERVATION CENTER
28. LIFE TIME GUARANTEED PRODUCTS
29. VITAMINS
30. TICKETS (TRAVEL, AND OTHERS)
31. NON FDA APPROVED DRUGS OR MEDICINES
32. ANTIQUES OR COLLECTOR ITEMS
33. TOBACCO
34. ALCOHOLIC BEVERAGE
35. REPLICAS
36. PRODUCT ORIGINALY FORM CUBA, LYBIA, SYRIA, IRAQ, IRAN NIGERIA, AFGHANISTAN, NORTH KOREA, EASTERN EUROPEAN AND OR ANY OFAC RESTRICTES COUNTRIES.

To get started order now from [our secure online order form](#) and pay by bank wire, MoneyGram, Western Union (Maximum WU remittance allowed is US\$1,000) or payment via e-bullion.

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