

industry news

product news

NCIC Operator Services

NCIC Operator Services now offers an Inmate Telephone Service Bureau, a new revenue opportunity for payphone service providers (PSPs). The program allows participating PSPs to provide coinless payphones for inmate use with a package of services geared for jail/inmate settings.

NCIC's services include Web-based call detail reporting, Web-based call recording retrieval for jail administrators, Web-based live call monitoring, notification of calls for inmates on a "special watch" list, prepaid collect calling for medium and long-term facilities, a configurable PIN option with block capabilities, international collect calling, Voice over Internet Protocol (VoIP) capabilities to reduce line costs, real time call and phone blocking, access to live operators and flexible rates.

"It's a perfect fit for payphone providers," said NCIC President Bill Pope. "They have contacts at the city, county and state level. They basically have all of the tools to manage and service a route of phones, pay commissions and be a complete inmate service provider with no increase in overhead. The main difference is they would not have to collect coins."

The inmate industry represents a steady, year-round source of revenue for PSPs, Pope said. Payphones in many parts of the country are seasonal or impacted by changes in the weather. The inmate business is fairly consistent and not as seasonal.

NCIC also has a group dedicated to researching notifications of government bid requests for payphone service. "We take these leads and give them to our customers," Pope said. "It's an easy sell for a payphone provider located near the facility seeking service."

"A lot of PSPs have diversified into other areas, including ATMs and air and water machines," he said. "Getting into the inmate business will help them diversify more without leaving telecommunications."

For more information, call (888) 686-3699, or visit www.ncic.com.

Excel Tire Gauge

Excel Tire Gauge, which manufactures air vending equipment for gas stations and convenience stores, is offering distributorship opportunities to payphone service providers.

The company's electronic air towers feature Pneutronic Electronic Tire Gauges that allow customers to inflate — or deflate — their tires to the exact pressure specified. After a tire is properly calibrated, the equipment stops and beeps.

The equipment is designed to be easy to use and durable. It features LCD backlit displays, constant face panel illumination, large coin boxes, lock boxes, remote activation and wireless data acquisition.



Excel Tire Gauge

A New York-based PSP recently added Excel Tire Gauge's equipment to its product line and more are expected to do the same, said company President Jay Nelson. "It was an easy transition because they already had payphones in gas stations and c-stores," Nelson said. "It's the same collection system. It's a natural progression."

Currently, the company has exclusive distribution in six areas. "We are looking for distribution and distributors throughout the U.S.," Nelson said.

Excel Tire Gauge, based in Warwick, R.I., was established in Brazil in 1991 and started operating in the United States in 1999. For more information, call (401) 732-8420, or visit www.exceltiregauge.com.

people & places

Hays Financial Consulting

In response to numerous requests, Atlanta-based Hays Financial Consulting LLC is adding space on its Web site where it will link companies who

want to sell payphone sites and routes with people who want to buy them. The posting will list sites/routes on the market along with a list of potential buyers.

"Following the publication of several articles in *Perspectives* and after I spoke at APCC 2007 in Miami Beach, many payphone providers approached me about the topic," said Pam Dennison, director of operations for the company's Louisville, Ky. branch. "We thought the listing would be a great service for the industry."

There will be a free listing page for companies that are willing to make their route and contact information public. Those who wish to remain anonymous can pay a fee, and Hays will place a generic posting on the Web site. In addition, the company will offer various levels of service available on a fee basis, such as due diligence, book preparation and negotiation of sales agreements. The company will be handling transactions from one phone up to thousands of phones.

Hays Consulting offers outsource management and consulting services to PSPs along with its traditional service to other industries. For more information, contact Pam Dennison at (866) 864-HAYS (4297), or visit www.haysconsulting.net/outsourcemanagement.html.

US Interconnection Service

US Interconnection Service Inc. (USIS) has signed an agreement with Ewait AS of Norway, the manufacturer of the Ewait Internet Platform (IP). The agreement gives US Interconnection Service exclusive rights to operate Ewait's platform in the United States.

Ewait's IP terminals are state of the art machines,

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