



Immediate Release: Monday 18 May 2020

Aussie 13cabs Bites Global Food Delivery

13things promises zero commission on food deliveries so restaurants can deliver without having a sizeable bite taken out. 13things is a new offering delivered by the 40,000 professional Drivers affiliated with **13cabs**, and it's biting back at global food delivery competitors with zero commission and a simple and transparent service. 13things puts local restaurants and cafés back in control of their costs and their customers.

"We think enough is enough with big global platforms taking 30% from restaurant and café owners on every meal ordered, contributing to over the top marketing programs and celebrity endorsements, gouging away profits from our local Aussie businesses," says CEO Andrew Skelton. "For too long now these overseas companies have diverted away a greedy portion from restaurant owners and used it to promote their own brand rather than promoting the restaurant doing the actual work, wedging themselves between the restaurant and its customers along the way."

Unlike global food delivery platforms, who charge up to 30%, **13things** has **zero commission** on food deliveries. With **13things** restaurant and cafes owners pay only for the actual delivery. **13things** delivery is calculated using the distance travelled, so a 2km trip is around \$12.00 with no other hidden costs and no commission fee on top of the meal. The restaurant is free to choose whether to absorb the actual delivery cost or share it with their customer.

13things never charges restaurants or cafes a commission fee for using their delivery service.

"**13things** was in the pipeline for some time prior to the introduction of the coronavirus restrictions and plays to what we're good at – fast, reliable and safe local transport," says Skelton. "**13things** is delivered by professional and uniformed 13cabs Drivers in fully sanitised and commercially insured vehicles supported by sophisticated and high integrity GPS tracking and cameras. 13things boasts 24/7 availability with pick up in under 10 minutes. Contactless payments complete the service, which is best accessed by the 13things website. With a 10,000 strong fleet eager for more work and keen to help the community get back on its feet 13cabs is in a perfect position to lead on-demand takeaway deliveries and provide a genuinely important service, especially as local community businesses rebuild."

The rapid expansion into restaurants comes off the back of our successful trial with Woolworths who partnered with our 13cabs business in early April. The program was delivered seamlessly with 13cabs readily meeting Woolworths' technical requirements and demand for additional delivery services. The next phase for us begins now – a move into supporting restaurants and cafés with our zero-commission model. We have a lot of early interest from restaurant and café owners looking for a fairer alternative that puts them back in control of their costs and their customer relationships. "Putting it frankly, we don't believe there are many Australian businesses that have 30% up their sleeve to begin with" says Skelton.

Some of our early adopters are really pleased - *"It's a much better way to deliver our food. Not only it is cheaper but its classy. And it's helping local businesses, not an international company that puts nothing back into the local community. 13things is the right thing to go with,"* says Linh Nguyen, Chin Chin's at Koto Moon Carlton North, an advocate for **13things**.

Like many local cafes and restaurant, 13cabs is Australian owned, employs local Australians and is very proud to be a part of the community. "We are all keen to support Australian companies in these times and we are excited to continue to build 13things. There are many opportunities across several product categories, food and alcohol are just the beginning, as consumers appetite for instant delivery continues to grow," Skelton concluded.

Using **13things** is easy with the 13cabs booking web site. Go to **13things.com.au**
Contact Join@13things.com.au to sign up an account, or to speak with our Sales team.



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