



# YOUR FUTURE IN BUSINESS

## 1300 LOCATE FRANCHISING Q&A



# FREQUENTLY ASKED QUESTIONS

## Commonly asked questions about owning a 1300 LOCATE Franchise

Q. How long has 1300 LOCATE been operating?

A. 1300 LOCATE name has been in operation since 2006.

The management team of 1300 LOCATE have a combined 25yrs experience in underground installations of communications, power, water, sewerage and detailed excavation prior to the establishment of 1300 LOCATE.

Q. How are, 1300 LOCATE franchise territories determined?

A. Based on the experience from the Franchisor's own territory we have drawn up a list of parameters that include such things as construction and civil activity, plumbers, builders, Surveying and other tradesman of the like in the area, plus, we also consider the amount of activity in the area.

Q. What is the cost of setting up a 1300 LOCATE, 1300VACDIG or 1300PIPECAM franchise?

A. The investment in a franchise can be broken up into three areas. 1: The Initial Franchise Fee which includes the franchise fee, training fee and promotions fee is approximately \$60,000. 2: The equipment cost is dependent on what franchise is chosen and what equipment you may have like assorted tools and vehicles. 3: The ancillary costs which include legal and accounting fees, office equipment, Signage, uniforms and insurances. The set-up cost will be reviewed and refined prior to concluding an agreement.

Q. What other payments are made to the Franchisor?

A. Apart from the costs mentioned above, ongoing fees include a Franchise Service Fee of 10% of gross revenue.

Q. How long is the Franchise Agreement for?

A. The term of the Franchise Agreement is for Five (5) years initially with the option of a further two (2) Five-year terms (5).

Q. Where would the boundaries of my territory be?

A. Territorial boundaries have already been determined by the method mentioned on page 8. You will be provided with the territory boundaries in the region and area you are looking to operate in as your application is processed.

Q. Will, I be trained?

A. Your training is vital to the success of your business. We place great emphasis on making sure our Franchisees are well trained. While training on the use of the machinery is given, it is helpful that you have industry related experience and qualifications also. We place a lot of emphasis on sales training as we see your role as one of educating and persuading your clients on the benefits of using the 1300 LOCATE Group. The business is designed to be a simple operation with regular on-going support.

# FREQUENTLY ASKED QUESTIONS

## Commonly asked questions about owning a 1300 LOCATE Franchise continued

Q. Can I sell my business?

A. You can sell your business at any time during the term of the agreement. However, the business must be sold to an acceptable operator approved by 1300 LOCATE Franchising Management and the new owners must agree to the terms and conditions in the current Franchise Agreement.

Q. What are the operating cost and returns?

A. The Franchisor will provide basic information for you to prepare your own financial analysis and a business plan. Together we will assist you to prepare estimates for the start-up expenses etc. It is recommended that you obtain accounting and legal advice to assist you to assess the likely returns on your investment.

Q. What type of people are you looking for?

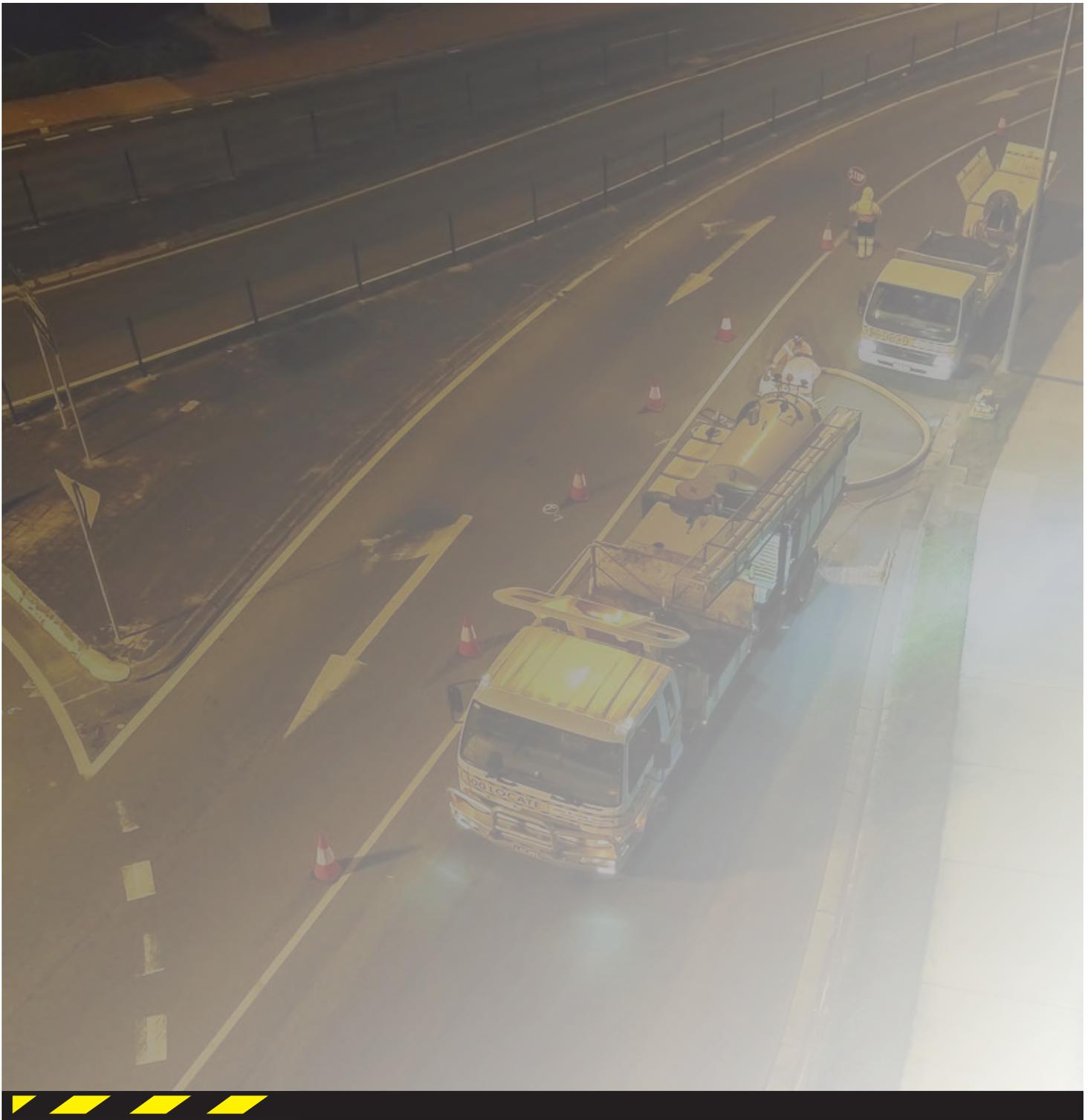
A. We are looking for individuals with the right skills. Experience in underground utilities, Civil construction including civil drainage and pipeline works is an advantage. Plus, an initiative ambition and passion to be the best with a strong integrity and good personal communication skills are also necessary. The Franchisee should be planning to actively work in a “hands on roll” within the Franchise.

Q. I'm interested and believe I qualify. What next?

A. Contact 1300 Locate Franchising on 1800562283 or email [enquiries@1300locatefranchising.com.au](mailto:enquiries@1300locatefranchising.com.au) and request a expressions of interest form. Complete and send back the form and you will be contacted by a representative how will assess your suitability and help you work through the franchise application process.

All information will remain confidential.

Please note your expression of interest does not create any contract between us.



## Contact

**P:** 1800 562 283

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