

targets termites - safeguards you
termguard
reticulation system



Expression of Interest Package

The future of
TERMITE PROTECTION
today





Our Company

Termguard is a multi-national company offering termite management solutions on a global scale. Termguard is headquartered in Sydney, Australia, was established in 1986 and has since expanded to the USA in 2002 and Singapore in 2003.

The Termguard concept originated from a leading Pest Management company in the Riverland of South Australia in 1976. The first commercial Systems were installed in 1985, with assistance from the University of South Australia's Technology Park, with Termguard's original system ('Ultimate System') being the first of its kind in both Australia and world-wide.

Our aim is to further develop and provide unique methods of applying and replenishing approved Termite Management reliable agents conveniently and safely to all types of construction around the world.

In view of the removal of organochlorins and the subsequent introduction of environmentally friendly termite management agents in 1995, Termguard has developed a safe and reliable range of systems to suit all construction and building needs.

Our three (3) main systems are patent protected and consists of the *Perimeter and Armoured Shield*, *Perimeter and Penetration Retreatment* and *Ultimate System*.

To date, Termguard has installed systems in an excess of 125,000 buildings across Australia and are now currently being installed in USA, Asia and the Middle East.

Our Corporate Mission Statement

"To be a world class Licensor through selecting and training licensees to profitably manage an outstanding Pest Management business. To achieve this goal we are innovative and responsive in our approach in business. We work as a team providing attention to detail but never losing the bigger picture.

We recognise the need to provide leadership in all areas of operations, marketing and systems development"

To achieve this objective, our industry experience has proven the best way to achieve this is to establish a highly qualified team of experts who will provide the services, advice and expertise our licensees need to operate a successful business.

As part of our commitment to your success as a Termguard licensee, we provide you with the following corporate support:

1. [Training and Technical Support](#)
2. [National and Local Marketing](#)
3. [Research and Development](#)
4. [Purchasing](#)
5. [Information Technology](#)
6. [Licensee Advisory Council](#)

1. Training and Technical Support

Training is the key to the success of every Termguard licensee.

All installers undergo a comprehensive training program complemented by an in-depth training manual.

This program is undertaken with every new Licensee and any subsequent employed installers and will be overseen by the Technical Department of Termguard.

Together with training, continuous technical support is also available to our licensees.

2. National and Local Marketing

At Termguard, we believe that a proactive Marketing and Development program is essential to the future development and growth of both Termguard and our Licensee Network.

The backbone of the Annual National Marketing Calendar is the promotions that run Australia-wide and receive extensive exposure. To achieve this, Termguard works closely with national organisations like MBA, HIA, AIBS, RAIA, AEPMA, governmental and regulatory bodies to ensure reticulated systems get the recognition in the pest management industry.

Our Marketing & Development Program is lead by Alisa Schofield our Marketing/ Franchise Coordinator and overseen by our General Manager, Alan Walker.

The responsibility for the coordination of marketing seminars with Licensees to the homeowners, builders, building designers, Architects and Certifiers, and the organisation of Termguard's promotional activities and marketing mediums lies within this department.

3. Research and Development

Continuing Termguard's commitment to bring one of the best termite management options in the market, constant monitoring of our Systems and its elements is a vital component of Termguard's success.

Termguard has allocated Operations, Management and Technical resources to continually examine our Systems and their existing chemical elements, as well as research new products and their capability to be used within our systems to achieve the highest level of termite protection in the industry.

4. Purchasing

We utilise the volumes generated by all of our Licensees to procure the highest quality component at the best price.

Leveraging our unique position as the leader in reticulated systems, Termguard buys direct from the manufacturers in both Australia and overseas, passing the savings onto our licensees. With group purchasing it has provided Licensees an edge on the competition.

5. Information Technology

To stay ahead of the competition, licensees have the use of leading edge technologies to deliver productivity and efficiency.

Via our official website, www.termguard.com.au our licensees can stay informed of what is occurring in the industry and within our company.

In addition to our website, licensees are given access to Termguard's intranet site <http://www.gointranet.com/termguard> to participate in public and restricted licensee forums to keep up to date with technical and operational issues.

6. Licensee Advisory Council

The mission statement of the LAC is "to promote and ensure mutual benefits to Termguard, its Licensees, suppliers and other key stakeholders involved in Termguard".

The purpose of the LAC is "to promote and develop a structured and constructive line of communication between Termguard management and Licensees".

The LAC promotes an interchange of ideas between all parties and provides a forum for the discussion of mutual concerns in order to achieve common goals such as, but not limited to:

- product;
- product supply and services;
- operational issues;
- advertising and promotion;
- administrative issues;
- image;
- training and development;
- marketing;
- communication;
- manual and contractual changes;
- supplier or advertising agency issues.

The LAC has members from all regions around Australia and meets 3 or 4 times a year.



Becoming a Termguard Licensee

Licensee Qualifications

- ✓ Necessary capital investment and for financial requirements
- ✓ Manpower commitments including personnel to be trained
- ✓ Business experience in the local market – where you are seeking a license
- ✓ Willingness to adhere to the Termguard Licensee System
- ✓ A strong desire to succeed, work hard and be part of a winning team

Required Items

- ✓ PCO License
- ✓ Necessary State Building Authority License
- ✓ Vehicle equipped to handle the Termguard System and capability to inject Termguard Systems to the levels required.

Required Investment

In order to become a part of the Termguard License team, a prospective Licensee can pay between A\$1000 and A\$5000 per annum for a License; however, this figure will be negotiable on the territory, scope of operations, amount of building activity and other factors, which often allow for significant reduction in the License Fee.

Complete an 'Expression of Interest' Application

Complete the "Expression of Interest Form" below and submit together with a cheque for A\$330 inclusive of GST, a non-refundable Service Fee that will allow Termguard to prepare necessary documentation and provide you with material necessary under the relevant legislation.



PROSPECTIVE NEW LICENSEE EXPRESSION OF INTEREST

In order to become a **termguard** Licensee your company must be fully licensed in the respective state for termite management and/or currently be involved in the pretreat for termites in new constructions.

Licensee Qualifications

- ✓ Necessary capital investment and for financial requirements
- ✓ Manpower commitments including personnel to be trained
- ✓ Business experience in the local market – where you are seeking a license
- ✓ Willingness to adhere to the **termguard** Licensee System
- ✓ A strong desire to succeed, work hard and be part of a winning team

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Next step

Complete the “Expression of Interest Form” below and submit together with a cheque for A\$330 inclusive of GST, a non-refundable Service Fee that will allow **termguard** to prepare necessary documentation and provide you with material necessary under the relevant legislation.

Submit completed forms to **termguard** (Mail: PO Box 1537, Oxenford, Qld, 4210, Fax: (07)55 734 586, Email: awalker@termguard.com.au for review and approval

EXPRESSION OF INTEREST APPLICATION

Company Name

Registered trading or business names under which the business will be carried on:
(Please attach a copy of Certificate of Business Name Registration)

Company and/or partnership details:

ABN Number

Phone & Fax Numbers

Full Name of Director(s)

Street Address of principal place of business

City

State

Postcode

Contact Person/ Title

Phone

Mobile

Facsimile

Email Address

If a trustee company, name of trust

State whether the company, officer, employee or agent of the company is or has been bankrupt or solvent

Give details of Pest Management experience (including any licensing)

Give details of what areas of industry you anticipate to work in (pre-construction, post construction, renovation, extensions, commercial, residential etc) Please also include anticipated number of Systems you believe you will install annually



Give details of which areas/regions you wish to service

Any other information you feel would support your interest as a Termguard Licensee

This Form states that I am interested, on behalf of the company named above, in becoming a **termguard** licensee authorized to install the patented **termguard** Termite Management Systems. I understand there is a license fee upon being accepted and that a formal License Agreement must be executed. My signature on this Form does not create a formal agreement and is non-binding to either party.

By: _____

Name: _____

Title: _____ Date: _____

What's next?

We will review your "Expression of Interest" form and should we be able to include you to our Licensee team, we will forward you:

1. Franchise Code of Conduct
2. Disclosure Document
3. Draft Licence Agreement

We strongly recommend you seek legal and accounting advice prior to entering into any License Agreement. This should assist you to better understand your obligations and also avoid disputes in the future.

Should you wish to continue to proceed with the agreement, we will then forward two copies of the Licence Agreement for your review and signature and welcome you aboard the Termguard Licensee Team.

Contact Details

Alan Walker

General Manager

PO BOX 1537,

Oxenford QLD 4210

Mobile: 0417 924 889

Email: awalker@termguard.com.au