

targets termites - safeguards you

# termguard

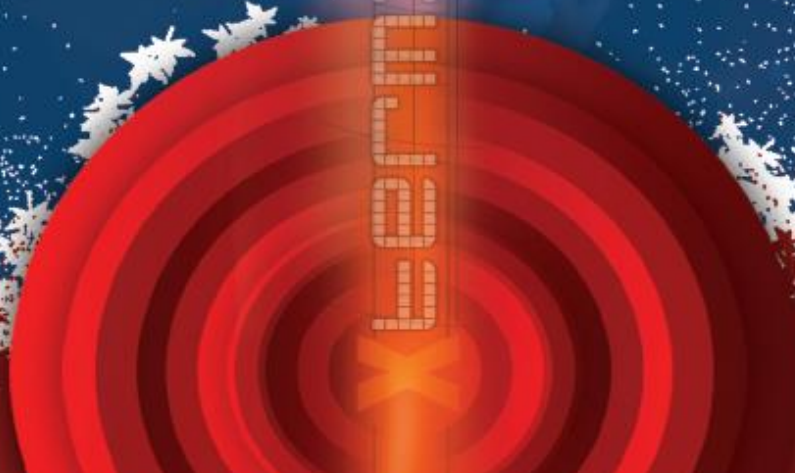
reticulation system



The future of  
TERMITE PROTECTION  
today

## EXPRESSION OF INTEREST PACKAGE

termguard australia





## **Our Company**

Termguard is a multi-national company offering termite management solutions on a global scale. Termguard is headquartered in Sydney, Australia and was established in 1986 and since then has 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 organochlorines 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 responsible 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.

1. Training and Technical Support
2. National and Local Marketing
3. Research and Development
4. Purchasing
5. Information Technology

## **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, RAA, AEPMA, governmental and regulatory bodies to ensure reticulated systems get the recognition in the pest management industry.

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 utilize 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 manufactures in both Australia and overseas, passing the savings on to 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](http://www.termguard.com.au) our licensees can stay informed of what is occurring in the industry and within our company.

## 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

### 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\$1500 and A\$5000 plus GST 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 reductions in the License Fee.

### Next Step Complete an “Expression of Interest” Application

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

Submit completed forms to Termguard (Mail: PO Box 1537, Oxenford QLD 4210; Fax (07) 5676 9633; Email to [support@termguard.com.au](mailto:support@termguard.com.au)) for review and approval.

## Expression of Interest Form

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):

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Company and/or partnership details:

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ABN: \_\_\_\_\_

Phone/Fax: Numbers: \_\_\_\_\_

Full Name of Director(s): \_\_\_\_\_

Contact Person/Title: \_\_\_\_\_

Business Street Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

Post Code: \_\_\_\_\_

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:

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**Give details of Pest Management experience (including any licensing):**

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**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:**

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**Give details of which area/region you wish to service:**

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

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This Form states that I am interested, on behalf of the company named above, in becoming a Termguard Licensee authorised to install the patented Termguard Termite Management Systems. I understand that 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 formal agreement and is non-binding to either party.

**By:** \_\_\_\_\_

**Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

## What Next?

We will review your “Expression of Interest Form” and should we be able to include you to our License team, we will forward you the following items:

1. **Franchise Code of Conduct**
2. **Disclosure Document**
3. **Draft License 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 Licenses Agreement for your review and signature and welcome you aboard the Termguard Licensee Team.

## Contact Details

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