



MADE IN CHINA

THE world's most famous sporting contest last night opened in a breathtaking style clearly marked "Made in China". The Beijing Games' spectacular opening ceremony - beamed to an estimated television audience of four billion - revealed China is finally ready to embrace the West. Opening spectacular P3+6

OLYMPIC SPECIAL THE 20 GAMES MOMENTS YOU WON'T WANT TO MISS »P2 Brisbane Dry 21°

Out of the box packing a punch

Lisa Toia

AUSTRALIAN retail logistics services company Pack & Send is using its solid international experience to open more than 250 stores worldwide, with a quarter to remain company owned.

The first, a company owned store in New Zealand, opened early this month. The franchise

network's niche is retail storefronts that provide packaging and freight for any item "no matter how large, small or impossible", founder and chief executive Michael Paul says. Pack & Send's experience delivering goods worldwide created recognition of the wide-scale international demand for this unique service. "We don't really believe we have any head-to-head competition; we dominate a niche on our own," Mr Paul says. The geographic spread of stores in Australia has resulted



CONFIDENT ... Michael Paul's biggest challenge is to find quality people to be franchisees.

in a service offering known as "store connect" - where multiple franchise stores in different regions work together to provide solutions for customers. International franchise stores will allow Pack & Send to provide this service on a global scale. Another offering by Pack & Send is its specialised service to eBay buyers and sellers, which

Mr Paul estimates at being as much as 25 per cent of revenue. "We bridge the gap between buyers and sellers, (and there is huge) growth in people buying and selling second-hand goods online. "We deliver items that are large, fragile, awkward or valuable - that sets us outside the expertise of the Post Office." The recent appointment of

licensees in New Zealand (Matthew Everest) and Britain (Michael Ryan) was the first move in an international expansion plan that encompasses Canada, Singapore and Europe in the next step. "Our vision is to establish a global footprint of Pack & Send stores," Mr Paul says. "We have registered our trademark in over 50 countries

- ### Tips
- Undertake international market research
 - Register intellectual property
 - Seek strategic advice on financial models
 - Prepare legal documentation
 - Source IT infrastructure
 - Enlist the help of Austrade and/or an external agent
 - Take a proactive and systematic approach
 - Don't master-franchise after an unsolicited inquiry
 - Assess your readiness

throughout the world," he said. With Australian-based staff of more than 200, and a group turnover of more than \$30 million annually, Pack & Send is confident of success. The company has been growing 15 to 20 per cent a year since it was established in 1993. Mr Paul says the 92 stores in Australia will be expanded to 150, with a growth rate of "about 12 stores a year". "I think the biggest challenge is probably finding quality people to be franchisees who will embrace the 'no limits' culture we have," he says. "We're very selective in terms of who we appoint."

BusinessBrokers QUEENSLAND

2008 REIQ Business Broker of the Year
Principal/Licensee RON FRANK

- Top Café Opportunity Earns the working owner over \$100K+ p.a., seats 50, easy to run (no chef required), rent \$52K p.a., long lease remains. \$195K + SAV
- Rare Espresso Bar Opportunity Nets \$148K Obtain the flagship store of the exciting franchise group & join these high profile coffee entrepreneurs, \$26K assets included. \$395K + SAV
- Industry Leader In Hydraulic/Mechanical Solutions Ideal strategic acquisition for an established business, strong growth & net profits. \$4.5M + SAV
- Fully Systemised & Staff Run Nets \$345K Fabricator of high-end custom S/S products, 67% GP, staff run, modern facilities in prestige industrial estate. \$690K + SAV
- Fully Staff Run - Nets \$200K EBIT Established over 20 years, long term staff and tenancy in two prime retail centres. \$440K + SAV
- \$945K EBIT Net Profit with '08 sales exceeding \$3.5M & multi-million dollar contracts in place for '09 FY. High growth niche industry position. \$2.5M + SAV
- Bargain Buy Sumo Salad Franchise Easily 100 sales - \$12K per week, 60% GP, prime side location, long lease, priced below setup cost for a quick sale! \$250K W/WD
- Coffee Club Fully managed Café, Bar, Restaurant in highly prestigious and desirable Brisbane location. One of the very best in Australia. \$1.5M + SAV
- Medical Practice Nets \$175K+ Estab. 13 yrs in Brns sthwest suburb on main road with 5 consulting rooms, 2 treatment rooms, 5000 patient database. \$150K + SAV
- \$560K EBIT Net Profit Fully staff run service business, ideal for investors, no stock or debtors, cash business. \$1.75M
- Café Nets - \$120K for 2 years in a row Stable growth >10% p.a., lease avail until 2017, immaculate fitout, opens 47 weeks, sales >\$15K p/week. \$310K + SAV

Register online for info on all our business opportunities.
www.businessbrokersqld.com.au
Ph: (07) 3217 8922

EQUITY PARTNER QUEENSLAND! HIGH PROFIT BUSINESS! \$500 - \$600K P.A.

DUE TO DIRECTOR RETIREMENT THIS MOST LUCRATIVE OPPORTUNITY HAS BECOME AVAILABLE. NO LIABILITIES. AUSTRALASIAN COMPANY! MARKET LEADER!

INVESTMENT \$180,000

NO OTHER CAPITAL REQUIRED IMMEDIATE START BONAFIDE ENQUIRIES FROM MARKETING ORIENTATED PERSONS TO THE DIRECTOR (03) 9785 3088

A BUSINESS LIKE NO OTHER.

FRANCHISE OPPORTUNITIES IN QUEENSLAND.

Bridgestone Select is a progressive Australian retail tyre chain, operated and backed rationally by Bridgestone Australia Ltd. The unique business model delivers a totally different retailing experience for consumers and for franchisees.

We seek expressions of interest for the opportunity to join the Bridgestone Select Franchise System in Queensland. As part of the team, you will receive comprehensive levels of training and support and have access to an exclusive range of products and services.

Opportunities now available in: Cairns, Caloundra, Gladstone, Gold Coast, Ipswich, Kunda Park, Maroochydore, Rockhampton, Springfield, Toowoomba.

For expressions of interest or for more information please call 1800 354 864 or email franchiserecruitment@bridgestone.com.au

BRIDGESTONE
www.bridgestoneselect.com.au

jamaicablue fine coffees

National Retailer of the Year

Foodco Group is a leading franchise operator in Australasia through its popular Muffin Break bakery café and Jamaica Blue contemporary café concepts

We have the following exciting Jamaica Blue opportunities available in:

- Capalaba Central
- Coconut Grove, Port Douglas
- Robina Town Centre

- * Full training and on going support provided
- * No retail experience necessary
- * Finance assistance to approved applicants

Contact: Greg on 0421 145 116
www.jamaicablue.com.au

Join Woolworths at Airport Village

We've got the spot for you :-

- Fresh Food • Hair and Beauty
- Café/Restaurant • Gifts • Optometry

Give your business all the advantages of high visibility, abundant parking and absolute frontage to Airport Drive.

Airport Village will comprise:

- Full line Woolworths supermarket
- Dan Murphy's liquor barn and tavern
- Specialty stores 20m² - 400m²
- Commercial space
- Restaurants, cafés, fast food outlets
- Service and administration

LEASING OPPORTUNITIES AVAILABLE.

Contact the leasing agents today
Julian Musial - CBRE - 0400 008 008
Justin Mollard - Savills - 0433 180 888

Healthy Habits

Australia's #1 sandwich B&B

Healthy Habits Cafe/Bar is preparing to launch into Virgin Blue's Headquarters

1000 Virgin Blue Staff as your customer base

- * Established demand for our healthy products
- * Function Catering for in-house events
- * Cafe converts to bar Friday nights

Get onboard this enormous opportunity. Contact Jeff on 0404 716 574 or check out www.healthyhabits.com.au

ERRORS AND OMISSIONS:

While every care is taken in the publication of advertisements, the Proprietors of Queensland Newspapers Pty. Ltd. cannot be held responsible for errors or their subsequent effects. If brought to our attention on day of publication, adjustments may be made, but only for that space actually occupied by the error. The right is reserved to alter, abbreviate, omit or re-classify advertisements for any reason.

No guarantee is given regarding the positioning of advertisements and credits will not be given for advertisements appearing out of alphabetical sequence.

Classified cancellations will be given a cancellation number. Credits on cancellations will not be given unless the number can be quoted.

ERRORS 1