

SNAP-ON FRANCHISEES

treasure their annual conference

Every January Snap-on Tools hold their Annual Franchise Conference and it is the most important event in the calendars of both Snap-on and their franchisees.

Attended by more than 150 franchisees and their families, the 2011 conference - that was themed 'There is a difference- Treasure it' - included a mix of business development, extensive trade shows and spectacular social events.

Managing Director, Ajit Ponnambalam, who opened the conference said: "I specifically want to acknowledge the spouses and partners who work hard behind the scenes, to support the Snap-on system."

"And during 2011 we will work to further improve our support to our franchisees and we will continue to make a difference in our customer's lives."

The trade show, presented exclusively for their franchisees, showcased new tools and equipment, live demonstrations as well as guest presenters from Snap-on USA who shared their knowledge. There were 'show specials' to make sure every franchisee could start the New Year with their mobile stores full of new products and some great deals for their customers.

This year Snap-on launched their most ambitious competition yet with every participating franchisee having a magnificent toolbox valued at \$10,000 to be won by a lucky customer in their territory.

New franchisee recognised as top achiever

The top achieving franchisees were recognised for their outstanding performance in 2010. The coveted 'New Franchisee of the Year Award' was presented to Paul Woosnam from Christchurch, New Zealand for his very impressive first year of business and Brad Watts from Central Queensland received the Highest National Sales and Top Business Unit awards.

Nick Hudson, National Franchise Manager for Snap-on Tools said: "Over the last 23 years in Australia and New Zealand, Snap-

on has grown to include 160 franchisees who are undoubtedly our greatest asset. We congratulate each of them for their hard work in 2010 and their individual contributions to our achievements as a business."

The conference finale – an island dinner in pirate fancy dress – was a perfect way for franchisees and their families to engage in the 'Treasure it' theme and dance the night away.

About Snap-on

Snap-on Tools is the world's largest independent tool manufacturer and is renowned for its high quality and innovative products. With more than 90 years of manufacturing and distribution experience globally, which includes over 22 years in Australia, Snap-on is also one of the longest running franchise systems in the world.

Become part of the Snap-on family

Potential franchisees are not required to already be familiar with tools. Snap-on supply all the training and support, but suitable franchisees must provide the correct character traits.

"You need to be a people person; you need to enjoy the sales and customer service environment; you need to be somebody who's really enthusiastic, who wants to get ahead, and is excited about being in business

for yourself," Nick said.

After a franchisee selection process, Snap-on training and support is provided from day one. New franchisees initially experience the business first-hand in mobile stores with existing franchisees, visiting their weekly clients.

Training also includes a six day intense course in Dallas, Texas, followed by two days in the Corporate Offices in Sydney where franchisees can meet the teams who will support their business.

"You are never alone in this business and we have a team of over 100 to support our 160 franchisees – that's an attractive ratio!", Nick said.

Well established in QLD, WA and SA, Snap-on is aggressively searching for franchisees to take advantage of NSW and VIC territories. There are also many opportunities available in New Zealand.

"We have more customers than we can service", says Nick, "which is a strange statement to make! However we know we have lots of customers out there who want to buy our product - we just need franchisees to sell to them." ❖

For further information visit www.snapontools.com.au.



Snap-on® is recognised as the **#1 tool brand in the world & has a franchise opportunity to match**

Snap-on tools are used by 40% of the world's vehicle technicians

Snap-on have over 4,700 franchisees worldwide

Snap-on have over 160 franchisees in Australia & New Zealand

Snap-on tools are used by NASA for the space programme

Snap-on has a 21 year history in Australia & New Zealand



So, what does

FINANCIAL REVIEW
smartinvestor

think of us?

2009 Best Value Franchise in Australia

2008 #1 Franchise in our category

2006 1 of Top 7 Franchise Systems



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