

Cnr. Quality & Isando  
Roads, Isando  
Tel: (011) 966-5900  
Fax: (011) 392-3358  
Toll Free: 0800 110 504

Dear Sir / Madam

**RE: SUPA QUICK FRANCHISE APPLICATION**

The set-up costs of a Supa Quick Franchise vary according to the size of the shop and equipment needed, however they usually range between R1.5million and R2million of which 50% must be unencumbered.

The following costs are relevant:

1. The prospective Franchisee should have sufficient Capital or the ability to raise the Capital for the equipment. Presently, an 8-bay operation would require approximately R900 000.00.
2. Credit facilities will have to be obtained from our nominated suppliers, who typically require security on a Rand-for-Rand basis or a bank guarantee to that effect. This can take up to a month to open, provided all relative information is supplied. (Please note that this information will be shared with Bridgestone South Africa (Pty) Ltd)
3. Cash on hand would be required for the following:
  - 3.1 Working Capital.
  - 3.2 Set-up costs for miscellaneous items e.g. office and waiting area furnishings, stocks of stationery and consumables, layout of air lines etc.
  - 3.3 Deposits for rental, water and electricity etc.
  - 3.4 Initial deposit on equipment, which varies according to your credit history with Financial Institutions.
  - 3.5 The Initial Franchise Fee of R40 000.00 (excl VAT), plus waiting area, reception area ± R75 000.00 plus ongoing monthly royalties on turnover of 1% Monthly Licence Royalty and 2,5% Monthly Marketing advertising.
- 4 In the event of purchasing an existing Supa Quick outlet, a change of ownership fee of R10 000.00 (excl. VAT) will apply.

Kindly complete and sign the attached application form in full (failure to do so will delay the process) and submit by post or fax to the abovementioned address together with a non-refundable fee of R1000,00 excl VAT (which will be offset against the Initial Franchise Fee should application be successful) – this is the first step. Should you wish to send a cheque with your application, please make cheques payable to Bridgestone SA Retail (Pty) Ltd. Should you wish to do an EFT, herewith details: Account Name – Bridgestone SA Retail (Pty) Ltd, Standard Bank Midrand. Account Number 202510239, Branch code 001155 (kindly fax confirmation of deposit, using surname or company name as reference to (011) 392 3358).

Best regards,

Fred Scheepers  
General Manager: Franchise Development

+27 11 966 5900 (office)  
+27 82 802 1596 (mobile)  
[fred@bsaretail.com](mailto:fred@bsaretail.com) (email)



---

**FRANCHISE APPLICATION FORMS**

1. **APPLICATION FOR SUPA QUICK FRANCHISE**

1.1 Full Name(s) of Applicant(s) - all principal owners in proposed dealership:

- (a) \_\_\_\_\_
- (b) \_\_\_\_\_
- (c) \_\_\_\_\_
- (d) \_\_\_\_\_

1.2 Is this Application for a  **New**  **Conversion of existing Business**  **Change of Ownership** Franchise (please complete attached Annexure1 if change of ownership is applicable).

1.3 Nature of Business and Name: \_\_\_\_\_

- Sole Proprietorship:  **Yes**  **No**
- Partnership:  **Yes**  **No**
- Limited Company:  **Yes**  **No**
- Close Corporation:  **Yes**  **No**

1.4 If other than a Sole Proprietor:  
Details of Partners / Members / Shareholders

Name	Address	Tel No	Percentage

Do any of the above Partners/Members/Shareholders have any interests in existing Auto Fitment Centres?: (Please state)

\_\_\_\_\_

1.5 Proposed Location of Dealership: \_\_\_\_\_

1.6 Location of Existing Dealership (Where Applicable): \_\_\_\_\_

1.7 Who will be the Franchisee's:

	Name	Address	Tel No
Bookkeeper			
Accounting Officer			
Auditor			
Banker			

1.8 What experience have you (Franchisee) of the Tyre industry? \_\_\_\_\_

1.9 Will someone other than the Franchisee manage the Outlet??  Yes  No

Name of the Manager: \_\_\_\_\_

What experience of the Tyre Industry does he/she have: \_\_\_\_\_

1.10 If you are awarded a franchise, do you undertake to pay the Initial Franchise Fee as well as the monthly royalties required by the Franchise Agreement as well as any monies required to develop the site.  Yes  No

2. **PERSONAL INFORMATION** *(This information must be completed for each Principal)*

2.1 First Name: \_\_\_\_\_

2.2 Surname: \_\_\_\_\_

2.3 In what capacity will you be connected with the business: \_\_\_\_\_

2.4 Date of Birth: \_\_\_\_\_

2.5 ID Number: \_\_\_\_\_

2.6 Citizenship: \_\_\_\_\_

2.7 Marital Status: \_\_\_\_\_

2.7.1  In Community of Property  Out of Community of Property  Islamic

Other: \_\_\_\_\_

2.7.2 Date of Marriage: \_\_\_\_\_

2.7.3 Spouse's Name: \_\_\_\_\_

2.7.4 Date of Birth (spouse): \_\_\_\_\_

2.7.5 Name of Employer (spouse): \_\_\_\_\_

2.7.6 Present Position (spouse): \_\_\_\_\_

2.7.7 ID Number (spouse): \_\_\_\_\_

2.8 Home Address: \_\_\_\_\_

\_\_\_\_\_ At above address since: \_\_\_\_\_

2.9 Postal Address: \_\_\_\_\_ Postal code: \_\_\_\_\_

2.10 Contact Telephone Numbers: \_\_\_\_\_ (Work) \_\_\_\_\_ (Home)

\_\_\_\_\_ (Cell) \_\_\_\_\_ (Fax)

\_\_\_\_\_ (E Mail)

2.11 Next of Kin (not of same address):

Relationship: \_\_\_\_\_ Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

2.12 Describe any Physical Limitations: \_\_\_\_\_

3. **EDUCATION**

Please list highest education qualification obtained: \_\_\_\_\_

4. **GENERAL INFORMATION**

4.1 Personal References: (other than relatives or employers)

Full Name	Address	Tel No	Occupation	Years Known

5. **CIVIC AND COMMUNITY ACTIVITIES**

Describe any civic or community activities in which you participate; any offices held:

\_\_\_\_\_

\_\_\_\_\_

6. **INTERESTS / HOBBIES**

What are your major interests or hobbies outside of your work? How much time do you spend on these hobbies?

\_\_\_\_\_

\_\_\_\_\_

7. **BUSINESS EXPERIENCE**

7.1. Present Occupation:

- (a) Position: \_\_\_\_\_
- (b) Company: \_\_\_\_\_
- (c) Address : \_\_\_\_\_
- (d) Describe duties, number of employees supervised and responsibilities:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

7.2. Previous business experience (beginning with most recent):

- Dates Employed \_\_\_\_\_
- Position: \_\_\_\_\_
- Company \_\_\_\_\_
- Type of Business \_\_\_\_\_
- Responsibilities: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
- Supervisor: \_\_\_\_\_
- Reason Left: \_\_\_\_\_
  
- Dates Employed \_\_\_\_\_
- Position: \_\_\_\_\_

- Company \_\_\_\_\_
- Type of Business \_\_\_\_\_
- Responsibilities: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
- Supervisor: \_\_\_\_\_
- Reason Left: \_\_\_\_\_
  
- Dates Employed \_\_\_\_\_
- Position: \_\_\_\_\_
- Company \_\_\_\_\_
- Type of Business \_\_\_\_\_
- Responsibilities: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
- Supervisor: \_\_\_\_\_
- Reason Left: \_\_\_\_\_

7.3 May we contact employers listed above? If not, indicate which ones you do not wish us to contact:

---

---

8. **PERSONAL FINANCIAL STATEMENT**

8.1 Income statement for year ending: \_\_\_\_\_

	<b>PER ANNUM</b>
Salary / Wages	<b>R</b>
Bonus / Commissions	<b>R</b>
Dividends / Interest	<b>R</b>
Real estate income	<b>R</b>
Business profits	<b>R</b>
Notes / Accounts receivable	<b>R</b>
Other Income ( <i>specify source</i> ):	<b>R</b>
	<b>R</b>
	<b>R</b>
	<b>R</b>
	<b>R</b>
	<b>R</b>
<b>TOTAL</b>	<b>R</b>

8.2 Balance sheet for year ending: \_\_\_\_\_

ASSETS		LIABILITIES	
Cash on hand and in banks (Schedule A)	R	Accounts payable – current Portion (Schedule J&K)	R
Accounts receivable – current (Schedule B)	R	Notes/loans payable – current Portion (Schedules F&K)	R
Notes receivable – current (Schedule B)	R	<b><u>Total current liabilities</u></b>	<b>R</b>
<b><u>Total current assets</u></b>	<b>R</b>	Balance other notes and loans (Schedule K)	R
<b><u>Total non-current receivables / notes</u></b>	<b>R</b>	Balance real estate loan (Schedule F)	R
Furniture, household items (Schedule C)	R	Balance other debts or Obligations (Schedule J)	R
Listed securities (Schedule D)	R	<b><u>Total long term liabilities</u></b>	<b>R</b>
Debentures (Schedule E)	R	<b><u>Total Liabilities</u></b>	<b>R</b>
Real estate – current market value (Schedule F)	R	<b><u>Net Worth</u></b>	<b>R</b>
Insurance cash value (Schedule G)	R	<b><u>Total Liabilities and Net Worth</u></b>	<b>R</b>
Net value of business Interests (Schedule H)	R		
Other assets (auto, personal property. etc.) (Schedule I)	R		
<b><u>TOTAL ASSETS</u></b>	<b>R</b>		

8.3 Schedule A – Cash on Hand and in Banks

Name of Bank	Branch	Type of Account	Balance
<b>TOTAL</b>			<b>R</b>

8.4 Schedule B – Accounts /Notes / Mortgage Receivable

Debtor	Relation	Nature of Debt	Maturity Date	Original Face Value	Monthly Payment	Present Balance
<b>TOTAL</b>				<b>R</b>	<b>R</b>	<b>R</b>

8.5 Schedule C – Furniture, Fixtures and Equipment

Description	Cost
<b>TOTAL</b>	<b>R</b>

8.6 Schedule D – Listed Securities

No. of Shares	Description	Pledged Yes / No	Current Market Value
<b>TOTAL</b>			<b>R</b>

**8.7 Schedule D1 – Unlisted Securities**

No. of Shares	Description	Pledged Yes / No	Current Market Value
<b>TOTAL</b>			<b>R</b>

**8.8 Schedule E - Debentures**

No.	Description	Pledged Yes / No	Face Value	Current Market Value
<b>TOTAL</b>				<b>R</b>

8.9 Schedule F – Real Estate

Address and Description of Property	Date Purchased	Title in Name of	Original Cost	Bond Balance	Current Value	Equity
<b>TOTAL</b>					<i>R</i>	<i>R</i>

8.10 Schedule G – Life Insurance CASH VALUE

Name of Insurance Co.	Type of Policy (e.g. Life / Endowment / RA)	Face Amount	Cash Value
<b>TOTAL</b>		<i>R</i>	<i>R</i>

**8.11 Schedule H – Business Interest** *(Please provide latest income statement & balance sheet for each business)*

Name of Business	Description	Name of Owners	% Equity	Buy / Sell Agreement	Valuation Method	Nett Value Your Interest
<b>TOTAL</b>						<b>R</b>

**8.12 Schedule I – Other Assets** *(e.g. Stock Options, Automobiles, Personal Property)*

Description	Current Fair Market Value
<b>TOTAL</b>	<b>R</b>

**8.13 Schedule J – Other Debts, Liabilities, Assets Pledged (e.g. Alimony, Child Support, Loans, Taxes, Legal Claims, Credit Cards, etc.)**

To Whom Owed	Type of Obligation	Amount
<b>TOTAL</b>		<i>R</i>

**8.14 Schedule K – Accounts / Loans / Notes Payable (excl. Real Estate)**

Lender	Relation	Nature of Debt	Secured Yes/No	Maturity Date	Original Face Value	Monthly Payments	Interest Rate	Present Balance
<b>TOTAL</b>								<i>R</i>

**8.15 Lease / Hire Purchase Agreements – Past and Current**

Institution	Account Number	Asset Acquired	Total Amount	Monthly Payments	Period of Agreement	Dates

**8.16 Present Bankers**

Bank	Branch Name	Nature of Account	Account Number	Current Balance

**8.17 Available Finance For Immediate Investment**

Financing Institution	Nature of Finance	Secured By	Repayable over what period	Amount of Finance	Monthly Repayment

8.18 How much are you in a position to invest for the following?

- Total capital: \_\_\_\_\_
- Working capital: \_\_\_\_\_
- Inventory: \_\_\_\_\_
- Equipment: \_\_\_\_\_
- Nature of Funds (Please explain where Funds will be sourced and whether they will incur finance costs or not?) \_\_\_\_\_  
\_\_\_\_\_

8.19 How much more could you raise in 90 days? \_\_\_\_\_

8.20 Please explain source of funds: \_\_\_\_\_

8.21 Does your spouse or another person have any separate interest in any of the previously listed assets? If yes, please explain and list assets.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

8.22 BEE Applicants: Please state whether you have applied to any institutions dealing with loans for the previously disadvantaged (provide details and contact details):

\_\_\_\_\_  
\_\_\_\_\_

8.23 Have you ever been self-employed? If so, give details:

\_\_\_\_\_  
\_\_\_\_\_

8.24 Have you ever had a business failure? If so, give details:

---

---

8.25 Do you have any outstanding liabilities as a result of such previous failures? If so, give details:

---

---

8.26 Do you hold any other interests in other business venture e.g. partner / shareholder? List details of business and interest:

---

---

---

8.27 Are you a defendant in any legal actions?  Yes  No

8.28 Have you ever been declared insolvent?  Yes  No

If yes, specify detail: \_\_\_\_\_

---

If yes, are you now rehabilitated?  Yes  No

8.29 Surety – Have you signed surety on behalf of anyone?  Yes  No

Specify detail: \_\_\_\_\_

---

8.30 Have you had any default judgments against you or an entity you have been involved with?  Yes  No

Specify detail: \_\_\_\_\_

---

8.31 Have you ever been found guilty of a criminal offence?  Yes  No

If yes, specify details: \_\_\_\_\_  
\_\_\_\_\_

**9. ACCOMPLISHMENTS**

What are the things you have done either in your work or outside of which you are most proud of?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**10. FUTURE**

What are your general impressions of the future for the tyre business? What kinds of things would you like to see done to improve the opportunities in this field? What can you personally do to see that such things happen? Add any other comments you feel that are significant.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I represent and warrant to Bridgestone SA Retail (Pty) Ltd, that the information in this application presents my true financial and/or personal condition as of the date shown below and includes all information that is necessary to make the information in this application not misleading. I understand that Bridgestone SA Retail (Pty) Ltd will rely on this information to decide whether to enter a franchise agreement with me. Accordingly, any material misrepresentation shall be adequate grounds for Bridgestone SA Retail (Pty) Ltd to rescind any agreement that Bridgestone SA Retail (Pty) Ltd and I enter. I will promptly advise Bridgestone SA Retail (Pty) Ltd of any material change in the information in this application.

I authorize Bridgestone SA Retail (Pty) Ltd to seek and rely upon information from financial institutions, my professional advisors, credit bureaus and other third parties to verify the accuracy and completeness of the information in this application. I authorize Bridgestone SA Retail (Pty) Ltd to retain for its records information that Bridgestone SA Retail (Pty) Ltd obtains from such third parties.

In consideration of Bridgestone SA Retail (Pty) Ltd considering this application I agree, upon Bridgestone SA Retail (Pty) Ltd request, to supply statements from my professional advisors and financial institutions verifying the above assets. I agree also to furnish promptly upon Bridgestone SA Retail (Pty) Ltd request true copies of my (and, if applicable, my spouse's) income tax returns as filed for the last five years.

I hereby authorize Bridgestone SA Retail (Pty) Ltd to share all information with Bridgestone South Africa (Pty) Ltd required to open a trading account with Bridgestone South Africa (Pty) Ltd, and I understand that the franchise is granted up on my qualifying for a trading account with Bridgestone South Africa (Pty) Ltd.

\_\_\_\_\_  
**Signature (Applicant)**

\_\_\_\_\_  
**Signature (Spouse)**

**Witness:** \_\_\_\_\_

**Witness:** \_\_\_\_\_

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

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

**Place:** \_\_\_\_\_

**Place:** \_\_\_\_\_

**COPIES OF THE FOLLOWING DOCUMENTATION WILL BE NEEDED IF APPROVED IN PRINCIPLE AS A FRANCHISEE**

**Certified Copies of the Following:**

Closed Corporation: CK1 Document

Company: Certificate of Incorporation

All members, shareholders or partners' Identity Documents

Approval of all financing by Financial Institution, if Applicable.

Regional Service Council Certificate

Receiver of Revenue – VAT

Receiver of Revenue – PAYE

Receiver of Revenue – Company Tax

Department of Manpower – UIF

Workmen's Compensation

Supporting proof for financial information. (i.e. Banking institution: verified statements / documents)

Business Plan