



BK'S Franchising Australia P/L

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Thank you for taking the time to Tender for the supply of Fruit & Veggie for our Franchises

Although each store has individual needs we arrange the approved suppliers list with them. They are legally compelled to purchase only from these suppliers. We are also very specific about the brands we use. If, after completing the form and you have better alternatives with specific brands we are more than happy to discuss these at a later date. These decisions cannot be made at store level.

We have certain requirements that need to be fulfilled prior to any consideration will be given to your Tender. They are

- Deliveries, unless otherwise discussed.
- Individual accounts for each store.
- Rep support to stores as well as franchise.
- This will be a 3 year service agreement.
- Any price changes we require notification.

You may also wish to consider the following with your application.

- Franchise rebates (3%-5%)
(Please price with no rebate and we will add it on later)
- Delivery charges
- Payment terms
- Reward Programs

We will be looking at closing the Tender process on Friday Oct 23rd, with the winning tender being notified the following week. There may be times when information sharing will be required during this process and we will be happy to speak with you at all times. The new service arrangements will take effect on the first week of Nov 2020. We wish to ensure we compare Apples to Apples so please endeavor to provide prices for specific products.

We thank-you again for your time and effort

Brendan Kingwill

