

## ALEXANDER INTERNATIONAL

### *Alexander/Athena Language Institute, ALS*

27 Aetorahis St., Thessaloniki, Greece, 54640. Contact: Men. H. Sarantoglou, Dir. Gen. - Tel: (+30)31-827106,821742, Fax: (+30) 31 819424, E-Mail: interalex@hol.gr, □Web Site: www.sitegate.com/alexander-intl. Small to medium sized language teaching centers/schools. Internationally since 1994. Established: 1966 - Franchising Since: 1970 - No. of Units: Company Owned: 96 - Franchised: 19 - Franchise Fee: US \$4,000 - \$10,000 depending on country - Royalty: 6% - 15% gross - Total Inv: US\$10,000 - US\$200,000 (incl. franchise fee + equip/furniture etc) - Financing: N/A.

## ALPHAGRAPHICS

### *Alphagraphics UK Ltd.*

Thornburgh Rd., Scarborough, Yorkshire, UK, YO11 3UY. Contact: Malcom Eccleston, Managing Director - Tel: (01723) 502222, Toll Free: (0800) 257424, Fax: (01723) 502368, E-Mail: m.eccleston@alphagraphics.co.uk. Worldwide leader in print and print related services, offering a broad range of design, copy and print products letting our customers easily and effectively communicate in any publishing medium - any where in the world, anytime. Established: 1987 - Franchising Since: 1988 - No. of Units: Franchised: 20 - Franchise Fee: £ 24,000 - Royalty: 10%, 7%, 5% reduces with sales level - Total Inv: £150,000 - Financing: Yes through banks.

## BOOKENDS™ (NZ) LTD.

Level five, 137 Hereford Street, Christchurch, New Zealand, 8001. Contact: Glori Moyle, Executive Director - Tel: (0064) 3.374-9533, Fax: (0064) 3.374-9522, Mobile: (0064) 025-364-483. Bookends™ NZ Ltd. is a specialist educational book, readers and all other printed material to primary and secondary schools throughout New Zealand via a network of franchisees. This is an assured and predictable (government financed) market which is growing strongly in line with the country's population growth. Established: 1988 - Franchising Since: 1991 - No. of Units: Company Owned: 7 - Franchised: 16 - Franchise Fee: Varies between \$NZ 25,000 - \$NZ 35,000 + standard Licence Fee \$NZ 5000 (CPI adjustment) + 21/2% GP - Royalty: Not applicable - Total Inv: Varies average investment \$NZK purchase plus Licence Fee plus Working Capital of say \$15 NZK - Financing: Possible.

## BUILDING ENGENHARIA

Rua Recife, 51, Curitiba, Parana, Brazil, 80035-110. Contact: Evilasio, Director - Tel: (041) 252-0726. Structural designs based on system totally informatized with data input extremely easy. Formworks and other details are automated outputs from the data input. Real estate products and services. Established: 1985 - Franchising Since: 1991 - No. of Units: Company Owned: 1 - Franchised: 74 - Franchise Fee: \$1,000 - Royalty: 10% over the projects price - Total Inv: Approx. \$10,000.

## CARD CONNECTION

### *Card Connection Ltd.*

Park House, South St., Farnham, Surrey, England, GU9 7QQ. Contact: Philip McNamara, Franchise Marketing Manager - Tel: (01252) 733177, Fax: (01252) 735611, E-Mail: ho@card-connection.co.uk. Card connection is a franchised greeting card distribution, with over 10,000 outlets nationwide stocking its existing and vibrant product ranges. These high quality designs are distributed through a network of franchisees who operate their own exclusive area. Established: 1992 - Franchising Since: 1992 - No. of Units: Franchised: 80 - Franchise Fee: STG ú 11,650 - Royalty: None - Total Inv: STG ú 19,650 (incl. STG ú 8,000 work. cap.) - Financing: Yes.

## CCR CAR COMPONENTS RECYCLING GMBH

### *CCR Components Recycling GMBH*

Rosenheimer Str. 139, Munich, Germany, 81671. Contact: Achim Winter, General Manager - Tel: 89/49 00 49 80, Fax: 89/49 00 49 83, Web Site: www.ccr.de. Systematic full-service disposal all kinds of waste - 1 partner. Europewide recycling-logistics. Established: 1991 - Franchising Since: 1993 - No. of Units: Franchised: 50 - Franchise Fee: Approx. 60.000.00 - 120.000.00 DM - Royalty: 5% on turnover - Total Inv: 80.000.00 DM for trucks; 100.000.00 DM storage - Financing: Advise available.

## CENTURY 21 UK LTD.

Brosman House, Darks Lane, Potters Bar, Herts., England, EN6 1BW. Contact: Tanis Baker, Mng. Dir. - Tel: 01707-646465. Real estate franchise. Established: 1971 - Franchising Since: 1971 - No. of Units: Franchised: 40 - Franchise Fee: £10,000 - Royalty: 6% on turnover, 2% ad. fund - Financing: Yes.

## CHOICES

### *Choices MSA Ltd*

6 High St., Crawley, West Sussex, England, RH101Bj. Contact: Simon Shinerock, Mng. Dir. - Tel: (01293) 565644, Fax: (01293)560680, E-Mail: choices@choices.co.uk. Choices the multi service agency is a multi discipline estate agency. Future franchise expansion will be via Interlet-UK a home based lettings network using the WWW as a virtual shop window. Established: 1989 - Franchising Since: 1991 - No. of Units: Company Owned: 2 - Franchised: 2 - Franchise Fee: £2,750 - Royalty: 6% of turnover - Total Inv: £5,000 - £10,000 - Financing: Yes.

## CINDERELLA DESIGNER GOWNS

### *Cinderella Designer Gowns Ltd.*

Lochrin House, Coatbank St., Coatbridge, Strathclyde, U.K., ML5 3SS. Contact: Jill Greenhalgh, Mng. Dir. - Tel: (0236) 40957. Home run second income, ladies dress hire, ball gowns and cocktail dresses. Established: 1987 - Franchising Since: 1989 - No. of Units: Company Owned: 1 - Franchised: 8 - Total Inv: £10,000.

## CINDERELLA HOME SERVICES

323 Kirkdale, Sydenham, London, England, SE23 2RT. Contact: Mrs E. A. Rowland, Dir.. Employment agency dealing with placing nannies, domestic cleaners and offering a membership service for babysitting and all temporary childcare and household services. Established: 1982 - Franchising Since: 1990 - No. of Units: Company Owned: 1 - Franchised: 2 - Franchise Fee: £5,750 - Royalty: 7% annual sales - Total Inv: £7,614 - Financing: Yes.

## CLIMAT DE FRANCE

B.P. 93, Avenue des Andes, 91943 Les Ulis Cedex, France, . Contact: Christian Henneman, Intern. Dev. Mgr. - Tel: 16 (1) 69 28 58 60. French hotel chain. (2 stars chain). Established: 1980 - Franchising Since: 1980 - No. of Units: Company Owned: 20 - Franchised: 140 - Franchise Fee: FF 3,500 per room and FF 50,000 for restaurant - Royalty: 4% C.A.H.T. - Total Inv: FF 12,000,000 - 15,000,000 TTC - Financing: FF 2 - 3,000,000.

## COLNEIS GREETING CARDS

### *Colneis Marketing Ltd.*

York House, 2-4 York Road, Felixstowe, Suffolk, UK, IP11 7QQ. Contact: John Botting, Director - Tel: (01394) 271668, Fax: (01394) 275 114. Greeting card service, sale or return to retail outlet. Established: 1994 - Franchising Since: 1995 - No. of Units: Franchised: 27 - Franchise Fee: Variable £300 to £600 - Royalty: None - Total Inv: £9,000 to £15,000.

## COLOUR COUNSELLORS LTD.

3 Dovedale Studios, 465 Battersea Park Road, London, England, SW11 4LR. Contact: Virginia Stourton, Dir. - Tel: (071) 978-5023. Interior decoration and soft furnishings. Established: 1970 - Franchising Since: 1978 - No. of Units: Company Owned: 1 - Franchised: 58 - Franchise Fee: £10,000 - Royalty: Fixed mgmt. service fee - Total Inv: £10,000 - Financing: No.

## COMPLETE WEED CONTROL

### *Complete Weed Control Ltd.*

7 Astley House, Cromwell Bus. Pk., Banbury Rd., Chipping Norton, Oxfordshire, England, OX7 5SR. Contact: Roger Turner, Mng. Dir. - Tel: (01608) 644044, Fax: (01608) 644722. Amenity and industrial weed control specialists. Established: 1972 - Franchising Since: 1982 - No. of Units: Franchised: 24 - Franchise Fee: £10,000 + £5,500 start up costs - Royalty: 10% on turn over - Financing: 70% according to status.

## COUNTRYWIDE GARDEN MAINTENANCE SERVICES

TeeJay Court, Aldeley Road, Wilmslow, Cheshire, England, SK9 1NT. Contact: Simon Stott, Dir. - Tel: (01625) 529 000, Fax: (01625) 527 000, E-Mail: simonstott@dial.pipex.com. Franchise operation providing landscape maintenance services on a yearly contract basis to commercial and domestic customers, supported by a strong corporate identity, direct