



Last Update June 18, 2009

ADDITIONAL INFORMATION:

[DUCTZ 'January 23, 2009 - Webinar presentation'](#) (Click on link to listen and view the recorded Webinar)

CONTACT:

Name: **Ken Osness**
Phone: 734-864-9767
Fax: 888-251-5844
E-mail: ken.osness@us.ductz.com
Website: www.ductz.com (Updated and New Look /
Effective: May 2009

Send Leads To:

Fax: 888-251-5844
E-mail: kim.colbeck@us.ductz.com

REFERRALS:

Please refer to the Business Alliance, Inc. website under Forms and use the form(s) titled: "Confidential Questionnaire" & "Assets-Liabilities Chart"

DESCRIPTION:

DUCTZ is the Nation's largest restoration company dedicated to the cleaning and restoration of HVAC systems and duct work. We are part of the \$75 billion restoration industry. DUCTZ is owned by Belfor; the World's Largest Property Damage Restoration Company. Belfor is the world's premier provider of property recovery services, with offices in over 27 countries. Collectively, we have over 300 offices around the globe. Territory model includes approximately 100,000 households averaging 250,000 population (defined by contiguous zip codes.) Designated Office Territory (DOT) includes Target Marketing Campaign, Website Leads and National Account Work. Owners can protect and pursue Residential/Commercial Referring Partner in ANY zip code within their DOT. Owner will have the opportunity to participate in large commercial catastrophic restoration projects (through DUCTZ National Service Team Program.) Owner/operator, hands-on, or Absentee Owner that hires a key operator preferred first six to twelve months due to nature of training provided. Friendly, coachable, conscientious, comfortable around "blue-collar" business owners, socially conscious, values providing needed and beneficial service to customers. Desires to play on winning team. Consider existing owners of construction companies and other trade businesses, but DOES NOT have to have prior HVAC experience.

- Item 19 in our current FDD: Average Annual Sales in business one (+) years: \$114,878, in business two (+) years: \$238,300. Gross profit margins 50%.

- Focus on: recession resistant, environmental services, restoration industry and indoor air quality.
- Support to our owners includes (but not limited to) initial training, field support, annual meetings, national advertising and PR, negotiated purchasing benefits.

BACKGROUND

Year Established: 2001

Year First Franchised: 2005

Franchised Units: 163 as of June 1, 2009

Company Owned Units: 2

Projected New Units: 75 new franchise sales in 2009

States/Countries Registered In: All 50 states; none outside of the USA (Currently not accepting referrals from franchised areas of SE Michigan; Flint, Bay City & Saginaw, MI; Toledo & Columbus OH; Raleigh, NC; Grand Rapids, MI; North Shore & Lake County, IL)

FINANCIAL/TERMS

Cash Investment: \$10K - \$30K (Single Territory)

Total Investment: \$64K - \$84K (Single Territory)

Minimum Net Worth: \$100K (Single Territory)

Franchise Fee: \$44,900 Territory Fee plus \$14,100 Initial Package Fee

Royalty: 10%

National Ad: 0% (included in the 10% royalty fee)

Average # of Employees: Owner/Operator plus one technician, after that the average # of employees: 1-3

Passive Ownership Allowed: Yes. Investor 3- Pack Model

SUPPORT & TRAINING PROVIDED

Financial Assistance Provided: Yes (In-House Financing up to \$40,000)

Site Selection Assistance: N/A

Lease Negotiation Assistance: N/A

Co-operative Advertising: N/A

Training:

Two week program at home office and DUCTZ National Training & Testing Center. Week one is hands on field training; Week two is business and marketing aspects

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