

Own Your Own Franchise

Join a Billion Dollar Industry



“THE GARAGE DOOR IS THE NEW FRONT DOOR”



www.GarageDoorDepot.ca



This is a franchise opportunity with a lot of...

"CURB APPEAL"

The Garage Door Depot is Canada's largest and only "coast to coast" garage door sales, service & supply company. Headquartered in Metro Vancouver, the Garage Door Depot is committed to making itself the most recognized household name in the garage door industry.

As a franchisee you are "OPENING THE DOOR"
to new & great possibilities

Experience in the garage door industry is not required!

The management team at The Garage Door Depot has nearly a century of combined experience in both the garage door & franchising industries. It is this knowledge coupled with great training and ongoing support that will help drive our franchisees on the path to business success.

As a new Garage Door Depot franchisee and by being part of a growing network, you are part of something BIG! Like a large dealer, you get the best pricing, great marketing tools, local/regional/national advertising, electronic media, training, mentoring and so much more. We like to think of it as "being in business for yourself but not by yourself"



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OUR VISION

The mission of The Garage Door Depot® is to put in place an international **Garage Door Franchise** network made up of individuals who want to make the garage door industry a rewarding and meaningful career. This network will be the first of its kind in the industry. Our corporate goal and vision is to have a Garage Door Depot® partner in hundreds of locations throughout North America.

The franchise network will be comprised of both conversion and start-up franchisees. There is a huge opportunity for both in all markets as we grow across Canada and into other markets.

Long Term Business Plan:

- Broad international expansion
- Expanded use of info systems for training systems, operating & accounting systems, customers service systems and fulfillment services.
- Additional products & exclusives
- National Advertising Programs
- National Partners and added value

LOCATIONS

CURRENTLY



Future Possibilities

International Expansion in 2015

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It's As Easy As 1-2-3

Getting Started with The Garage Door Depot®



Step 1 **The Initial Contact Stage**

The first step is request information either by phone or our On-line Inquiry Form which can be found at www.GarageDoorDepot.ca. This will be followed by an introductory informational email and/or telephone call to further explain the program and answer any questions you may have.

Step 2 **The Franchise Application**

Once step 1 is completed and we've determined you meet our initial criteria, you will be invited to complete a Confidential Personal History Report.

Step 3 **Presentation Appointment**

After reviewing your application, we will invite you to a presentation appointment at our corporate office in Vancouver, B.C. This will give you an opportunity to meet with our senior management team, engage our franchise team and in the end, determine for yourself if our franchise opportunity is a good fit for you. From here we proceed with the final franchise documentation and move forward with establishing you as a new Garage Door Depot® franchise.

www.GarageDoorDepot.ca



What You Can Expect as a Franchisee

We are adopting a rapid but controlled growth strategy to ensure the quality and consistency of our program and provide a strong support base for our franchisees.

As a franchisee, you will receive:

- The use of the Garage Door Depot® name, trademarks and reputation
- A comprehensive initial training program
- A complete set of manuals, which includes pre-opening manual, policy and procedures/operations manual, checklists, agreements, and forms
- A listing of your franchise territory on our corporate website
- Ongoing support
- Garage Door Depot® will provide the vehicle wrap and decals
- Extensive Start-Up Package

What We Look For in a Franchisee

We strongly believe that the success of our franchisees is based on our franchisee-selection process and your desire to succeed. We consider that one of the most important attributes is your commitment to listen and learn and make constant improvements in the way you operate your franchised business. In choosing franchisees, preference will be given to applicants who:

- Appreciate the benefits of working on a team and within a proven system of operation
- Are disciplined self-starters with a high level of personal integrity and have the desire to build and maintain long-term client relationships
- Demonstrate good interpersonal and communication skills
- Are familiar with and involved in the community where the business is located
- Will actively work in and manage the business
- Have the funds to invest in the business, as well as the financial ability to survive the start-up phase while drawing only a nominal salary
- Have the ability to get started within 120 days



FAQ'S

Q: How long does it take to get started?

A: From the time of initial contact to the start of actual daily franchise operations can be as little as 90 days.

Q: What is the average garage door sale?

A: This will depend on the market however a typical complete garage door installation package with a motor would be approximately \$2100. The range however in garage door prices is wide since there are so many options. Some doors can be considerably more and some slightly less.

Q: What tools do I need and or equipment other than trucks?

A: As a new franchisee you will need to have your own basic hand and power tools. There are some garage door specific tools and these will be provided to you as part of your start-up kit. In terms of your truck, you will need an overhead rack to carry doors and materials and side bins for your parts and tools. The specific needs and approximate costs will be provided in the franchise start up kit we provide you.

Q: How many doors can one expect to do in a day?

A: From a sales perspective, you typically attend 4-6 sales consultations per day and from an installation perspective, a trained franchise installer can expect to be able to install 2-4 garage door and opener packages in one good work day. Of course this will depend on other factors such as size and complexity of the door and the location of install.

Q: How much of my business will be install (garage doors) and how much service?

A: 30% service, 30 % garage door openers and 40% garage door installs in the first year of business.

Q: Where do I get most of my leads from?

A: Most franchisees will get there leads initially from local contacts and networking. That said, your best source of business leads will come from local Yellow Page directories, direct marketing, your truck, the Garage Door Depot website, national lead generation programs and your own development of local business and small builder accounts.

Q: Are there other services we can do for a customer?

A: The core business is sales, service and installation of garage doors however as your business grows you will have the opportunity to add a number of new products and services to augment your sales without changing your primary business and source of revenue.

Q: How do service contracts work for me as a franchisee?

A: Your customers are yours for life and all garage doors and operators need regular service. By affixing your service sticker to all your work you are assuring yourself that in the future you will get the call for service. Some commercial customers may want more regular service for their doors and as such you can offer a well defined Preventative Maintenance Program to them. This is great for ongoing regular service revenue and is good customer service.

News & Media

June 1, 2011

Honoured as One of Canada's Fastest Growing Companies by PROFIT Magazine

Canadian Access & Door Systems Inc., parent company to The Garage Door Depot® is proud to announce that it has achieved 96th place among the 23rd annual PROFIT Magazine ranking of Canada's Top 200 Fastest Growing Companies.

March 7, 2012

The Garage Door Depot Now Servicing 33 Costco Stores Across Canada.

June 1, 2012

Honoured by PROFIT Magazine 2nd Year in a Row

The Garage Door Depot®, subsidiary company of Canadian Access & Door Systems Inc., is proud to announce that it has been included in the 24th annual PROFIT Magazine ranking of Canada's Top 200 Fastest-Growing Companies.

January 2013

The Garage Door Depot Article in Canadian Business Franchise Magazine

The installation, maintenance, repair and replacement of garage doors are not typically the domain of franchises, but The Garage Door Depot has set out to change that.

April 12, 2013

The Garage Door Depot Announces Membership with the Canadian Franchise Association.

The National company has received membership in the Canadian Franchise Association. We are pleased to be associated with such a quality organization and look forward to our participation in the upcoming years, in all levels.

June 3, 2013

Honoured by PROFIT Magazine 3rd Year in a Row

PROFIT Magazine today ranked The Garage Door Depot No. 268 on the 25th annual PROFIT 500, the definitive ranking of Canada's Fastest Growing Companies

Testimonials

What our CUSTOMERS are saying:

"..You **exceeded our expectations** on quality, time and service! We expected a bit of a drawn out project due to the type of door requested and additional frame construction needed, but you handled it all in less time than expected and under budget!.."

-Don & Sure (Victoria, BC)

"..**Very professional**, knowledgeable and pleasant! He noted several small problems that could have become serious with time. The door runs so quietly and smooth now. I was also pleased with what I was charged! I will never forget it and be assured that you will see new customers through any referrals I can make..."

-John (Toronto, ON)

What our FRANCHISEES are saying:

"..With our many years of business experience and the ever increasing growth in the province, we feel that joining the Garage Door Depot® is an **opportunity with infinite possibilities**." Debbie adds, "Going to Coquitlam to meet with Patrick Rutten and Dean Carman was a true pleasure. I found it to be extremely informative, with no pressure to invest. We are pleased to be an integral part of the company's expansion into the Province of Saskatchewan.."

-Mike & Debbie Dirven, Owners
(GDD Yorkton, SK)

"..It's been a fantastic opening and sales in the first month have exceeded expectations - all as a result of our first two-week road show in the Kelowna Costco. We still have a tremendous amount of leads that will undoubtedly lead to additional new customer sales not to mention we're back in the store for another two-week road show beginning next week. **We are incredibly happy** with the sales and leads that have come in..."

-Mike Harrison, Franchise Manager
(GDD Kelowna)

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The Garage Door Depot® is Proud to be associated with the following:



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