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The Chairman  
Economics and Industry Standing Committee  
Legislative Assembly, Parliament House  
Perth WA 6000

Dear Sir,

I am the founder and CEO of Jim's Group, the largest Franchise system in Australia with 3200 Franchisees. I have been a Franchisor for 21 years.

I am writing with reference to the likely costs of this bill, and to the matter of the bill supporting the Franchising Code of Conduct.

Jim's Group is fully compliant with the code and believes in treating Franchisees fairly, with the effect that we virtually never go to court with Franchisees, so I cannot see this as increasing our costs in any way, nor those of any other ethical Franchisor.

On the other hand, I find it outrageous that so many Franchisors thumb their nose at the code, such as by failing to give a list of current Franchisees without payment of a substantial (and non-refundable) deposit, or give a list and fail to include phone numbers. Anything that promotes compliance with the Code is good. I also find it offensive that Franchisors should do such things as failing to renew a compliant Franchisee simply so they can seize their business. The requirement to act in good faith should make this more difficult, though I would like to see it go much further. Jim's Group gives all Franchisees and Franchisors the absolute right to renew at no cost if compliant.

Ethical conduct is good for Franchisors and good for the industry. Peter Abetz is a good man and deserves our support. I have also written to my W.A. Franchisees and Franchisors asking for their help.

A handwritten signature in black ink, appearing to read 'Jim Penman', written over a large, faint circular stamp.

Jim Penman  
Jim's Group Pty Ltd