

Attention: Committee Secretary, Parliamentary Joint Committee on Corporations and Financial Services, Department of the Senate

Dear Sir/Madam,

I have been fortunate to have had experience as a Franchisee and Franchisor since 1995 and for the last 9 years, as Franchisor of Barry's, The Home Improvers which was established as a Franchise in the mid '70s. I wish to reinforce the concerns of our representative body, The Franchise Council of Australia, regarding emotional and inaccurate statements that have been made in Federal Parliament and in State inquiries regarding conduct in the Australian franchising sector.

The FCA has made well-researched and considered submissions to the WA and SA inquiries on behalf of members. I trust the Corporations Committee will take these thorough submissions into account rather than rely on the emotive and inflammatory hearsay which has been presented in the House of Representatives recently.

In my experience in business and life, emotive attacks do not support thoughtful and positive solutions. The aggressive style of such attacks often masks a lack of substance. My view is that the real substance is the success of franchising. People in business and wanting to get into business are voting with their feet every day. Disputes occur, yes – they always will. But they are a very small percentage. Trying to change the rules in the ways suggested in Parliament recently will, in my view, only serve to undermine the whole sector – to the detriment of franchisors and franchisees.

I look forward with positive anticipation to the Committee's ability to take into account the vast improvements that have been made over the years in Franchising and to ensure that this inquiry looks at fact rather than the emotion for the good of Franchisees and Franchisors.

Yours faithfully,

Elvio DiZane.

Group Managing Director.

Barry's, The Home Improvers – Queensland.