

IT'S NO SHOCK you're needed

CHANGES TO ELECTRICAL REGULATIONS ARE RESULTING IN INCREASED DEMAND FOR JIM'S TEST & TAG FRANCHISEES

⇒ From 1st April 2010, new regulations came into force meaning every electrical appliance in any workplace must be tested and issued with a tag of certification that it is safe to use. Whether the items are tools, leads, computers, appliances from heaters to microwaves or heavy machinery, they must now all be tested regularly. In the case of the building industry, different requirements mean testing must usually be carried out every three months.

The increased workload is steadily being absorbed by Jim's Test & Tag, the first ISO 9001 certified testing and tagging company in New Zealand. Its specially-trained franchisees visit workplaces carrying out inspections and electrical tests of each item to certify that it is compliant to the AS/NZS 3760:2003 Standard. Franchisees do not need to be qualified electricians as the comprehensive training provided qualifies them with a Certificate of Competency for their work and they are supported by excellent business systems.

CONTINUAL GROWTH DESPITE RECESSION

Grant Anderson was one of the first to join the franchise here. After eleven years as a marine technician in the Royal New Zealand Navy it took him five years to adapt to the private sector in civilian life. 'I worked for a manufacturing firm and covered just about everything required in a business, from running the call centre to the sales department. I have a very strong work ethic, so after gaining so much experience I wanted to put that effort into a business of my own.'

Grant started his new Jim's Test & Tag business in October 2008, 'one week before the recession hit!' he laughs. 'I was also the first franchisee in Auckland, but despite the downturn here I still built a business as quickly as if I had been in Australia *without* a recession.'

'Many firms are simply unaware of the new regulations or how to comply with them. My approach is to explain what we can do to get them to comply with the new legislation. Once on board, your client base becomes regular – you're not like a painter who only does a job once. You see clients at least every year and often a lot more, depending on their equipment and purchases.'

Grant says his initial nervousness about starting his own business was quickly over-ruled by the need to respond to his clients' needs. 'When I



JOE RYAN:
'THIS IS A BUSINESS THAT MOST PEOPLE WHO ARE PREPARED TO WORK AND FOLLOW A SYSTEM CAN DO'



SAFE AND COMPLIANT: REUBEN BOYD GIVES THE THUMBS UP TO ANOTHER CUSTOMER OF HIS NEW JIM'S TEST & TAG FRANCHISE IN HAWKES BAY

was employed previously, I was frequently restricted as to what I could or couldn't do for clients, but now I'm able to make the decisions and go the extra mile for them when required.' He believes the \$65,000 purchase price of a Jim's Test & Tag franchise has been money very well spent. 'The only other expense is a suitable vehicle. I'm keen to build a business, not just buy a job, and I know I am building a big asset here. We most certainly need more franchisees right now, as we are only at the tip of the iceberg in terms of the long term market.'

ALL YOU NEED TO KNOW

Joe Ryan spent 23 years with the Police before deciding on a change of scenery. 'When I left the force I went building for a year,' he says, 'but the wheels fell off that when the recession hit. I was well aware of the new regulations which were due to come into force in the electrical industry and felt that getting in on a relatively new sector at ground level would be a big advantage.'



**JIM'S TEST & TAG FRANCHISEES
KEEP KIWI WORKPLACES SAFE**

Joe went to Melbourne to attend the standard two-day introductory course on Jim's Test & Tag. 'They run through literally everything you need to know, then tell you to go away, do your due diligence and think about it. I thought that was very professional and I didn't think for very long – I was back to do their two and a half week training course as soon as I could. That was six days a week, and sometimes even 13 hours a day, but it was the most enjoyable time I've had in ages. There was a very supportive atmosphere throughout, which has continued since I've been back. I think NZ Divisional Franchisors Neil Welsh and James Jacka are absolutely top people.'

Having lived all over New Zealand Joe is now a South Islander through and through, based in Oamaru. 'This is a business that most people who are prepared to work and follow a system can do – I'm proving that. I may have set up during a recession but the rewards are coming. Would I recommend it? Judge for yourself – I already have one family member who is a franchisee in the Hawkes Bay region!'

The Jim's Test & Tag New Zealand team are eager to hear from others who, like Grant and Joe, are keen on making the most of the opportunity offered. 'It's a chance to be in at the start of an industry backed by one of the largest service franchises in the world,' he says. 'Why wouldn't you find out more?' ■

ADVERTISER INFO

Contact your local franchisor
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