aramex



Opportunities **unlimited**

Aramex Australia
Courier Franchisee Enquiry Pack



About us

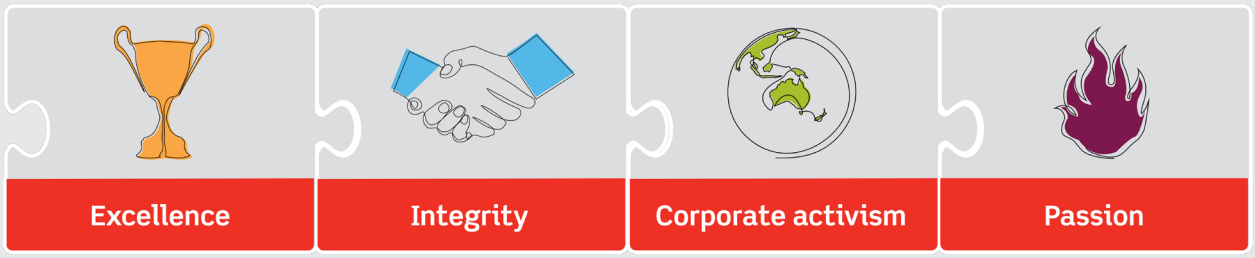
Fastway Couriers was born in New Zealand in 1983. Ten years later, it began operating in Australia. It quickly became a leading courier company, with multiple industry awards, 27 Regional Franchisees and 800+ Courier Franchisees throughout the country. The Fastway network continued to expand, becoming a globally franchised courier company with operations in New Zealand, Australia, Ireland and South Africa.

In 2016, Fastway Couriers Australia was purchased by international freight and logistics power-house, Aramex Global, giving us the opportunity to benefit from their multi-national network and expertise.

We officially rebranded from Fastway Couriers to Aramex Australia in 2019. This has enabled us to fully leverage the energy, innovation and opportunities of being part of the Aramex network. Although we have retained the same locally owned and operated franchise model, we now have a wide range of new opportunities available for Courier Franchisees, Regional Franchisees and our customers.

Our values





Aramex Australia franchise structure

Although our business is under ownership of Aramex global, we continue to operate under our existing franchise business model.

Master Franchisee
Independently owned and operated, the Master Franchisee establishes and operates the Aramex system for an entire country providing management services, training and support to all Regional and Courier Franchisees.

Regional Franchisee
Each Regional Franchisee operates an independent business, servicing an exclusive territory, providing depot facilities, sales support, training and administrative systems to Courier Franchisees.

Courier Franchisees
Our Courier Franchisees make a very important contribution to our business, carrying out the courier work from their vehicle, maintaining customer relationships and providing pickup and delivery services within their exclusive territory.



The role of the Courier Franchisee

Aramex Australia Courier Franchisees are motivated, self-employed business people who work under a well-recognised global brand.

To be successful, Courier Franchisees need to be enthusiastic, energetic and have the desire to build a successful business within the guidelines of our franchise system. No prior business experience or training is required.

Our services are aimed at businesses that send goods on a regular basis. Courier Franchisees call on their customers each day to pick up or deliver goods. Trips back to the depot are made at allocated meet times, where parcels destined for other areas are exchanged.

Through their constant presence in their exclusive territory, Courier Franchisees quickly build their customer base providing the opportunity to grow their business.

Your exclusive territory

Courier Franchisees are granted an exclusive territory, which means that they are the only franchisee permitted to carry out the pick-up and delivery work within that area. Parcels destined for other locations are delivered by other Aramex Australia Courier Franchisees.

Courier Franchisees own the customer database and goodwill of the businesses in their territory. Revenue is generated by pick-ups and deliveries that take place in the exclusive territory.

As the courier's business grows, the exclusive territory can be split, with part of it then sold to a new courier. This creates the opportunity to make a capital gain.

Training

To ensure the success of our Courier Franchisees, comprehensive and effective training is provided. Within the Aramex organisation, a strong emphasis is placed on both the initial and ongoing education of franchisees.

Introductory training takes place at the depot, and includes a combination of classroom, practical, and self-training modules. Topics covered in the classroom section include the full scope of how to operate a courier franchise.

By accompanying an experienced and established Courier Franchisee on their rounds and observing courier operations in person, trainees gain practical knowledge.

A copy of the Courier Franchisee Manual is provided for initial training purposes and can be used as an ongoing reference guide. It includes a wide range of promotional materials and handy reference matter.

Ongoing training is always available, via short training sessions, the franchise partner intranet and at conferences.

Ongoing support

Following the initial purchase of a Courier Franchise territory, continued support will be offered in the form of:

- **Regional Franchisee support**
- **Regional conferences**
- **Franchise Advisory Council (FAC) support**
- **IT support from a dedicated team within the Master Franchise**
- **Marketing support from a dedicated team within the Master Franchise**
- **Operational support from a dedicated team within the Master Franchise**



Detailed information around the level of support offered will be provided upon signing your Courier Deed.

A day in the life of...

Courier Franchisees come into the depot in the morning to pick up all the parcels that are to be delivered in their exclusive territory. Following this, they drive to their territory and make deliveries, while also picking up from their customers. At an agreed time, all Courier Franchisees return to the depot and exchange freight. If courier A has collected a parcel for delivery in courier B's territory, the parcel is given to courier B for delivery during the next cycle.

After the freight is sorted, all couriers return to their territory to make their deliveries and pick up from their customers. In the evening, they return to the depot once more to bring in all the parcels they have picked up, which will be delivered the next morning (local deliveries) or placed on the linehaul trucks for delivery to other regions around the country.

On a two-cycle per day system like this, parcels picked up in the morning will be delivered in the local area in the afternoon, and afternoon pickups will be delivered the next morning. In some regions, multiple cycles are offered each day. The number of cycles varies from region to region.

Put **yourself** in the driver's seat!

The application process:

- Make an enquiry
- Access to Courier Franchise enquiry pack is provided 

- Enter into Confidentiality Agreement
- Submit an application form and attend an interview/seminar with a Regional Franchisee
- Go out on a van ride with a Courier Franchisee
- Disclosure documents are provided
- Due diligence, including legal and financial advice, is completed
- Heads of Agreement are executed and signed; deposit paid
- Courier Franchise Deed issued and balance paid
- Training takes place
- Ready to go! Courier Franchisee commences operation

If you would like to pursue your interest in the Courier Franchise opportunity further, please contact the Regional Franchisee in your area.

aramex


aramex