

Congratulations to Fastway from the Franchise Association of New Zealand

The achievements of Fastway are tremendous by any measure. It now has National Master Franchisees operating in 10 countries with over 1500 franchisees. Every year it shifts hundreds of thousands of urgent or important items for its customers.

The business is very successful. The majority of people in the business are stakeholders as Franchisees and share in the success of the business.

Fastway began in Hawkes Bay's provincial twin cities of Napier and Hastings in 1983. When it was founded by Bill McGowan. That it has grown and continues to grow today is a reflection of the skills, dedication hard work and foresightedness of the founder and the team which has grown with them.

The business has been franchised since very early days allowing team members to share both the successes and the risk. The choice



and its successful application of this structure has been a key factor in Fastway's success. It has come with a commitment to best practice, both in business generally and also in franchising. Signs of that commitment have been the recognition achieved not only in New Zealand but internationally. Bill McGowan has served as Chairman of the Franchise Council of Australia, Chairman of the World Franchise Council and was made a life member of the Franchise Association of New Zealand in 2005. He and his successors in Fastway's management have generously supported the franchise community in many ways including providing their time, people and resources.

I am delighted on behalf of the Franchise Association of New Zealand to have the opportunity to congratulate Fastway and the

Fastway team on 25 years of outstanding success. It is fittingly commemorated by the achievement of their new headquarters buildings and facilities in Napier.

I thank them for the example they have set. I wish them every continued success in the future.



Miles Agmen Smith
Chairman of the Franchise
Association of New Zealand Inc