



QUAKER STEAK & LUBE® FRANCHISE DISCLOSURE DOCUMENT

2017 FDD

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FRANCHISE DISCLOSURE DOCUMENT

QSL Franchise Systems LLC
A Maryland limited liability company
 24601 Center Ridge Road
 Westlake, Ohio 44145-5634
 (440) 808-9100
zhastings@thelube.com blane@thelube.com
www.quakersteakandlube.com
www.lubefranchising.com



As a franchisee, you will operate a QUAKER STEAK & LUBE® Restaurant featuring a varied menu of chicken wings, chicken, hamburgers, salads, steaks, a retail area, and a full-service bar with a distinctive motor theme trade dress in a family fun casual dining atmosphere. You will be required to sign both a franchise agreement and an area development agreement.

The total investment necessary to begin operation of a QUAKER STEAK & LUBE® Free Standing, approximately 7,500 square foot Restaurant, plus an 800 to 1,200 square foot outside patio, is from ~~\$2,271,000 to 2,646,000~~ to ~~\$3,731,000~~ \$4,106,000. This includes payment to us and/or an affiliate of \$80,000 to \$110,000 for each Restaurant.

The total investment necessary to begin operation of a QUAKER STEAK & LUBE® Free Standing or Endcap, approximately 6,500 square foot Restaurant, plus an 800 to 1,200 square foot outside patio, is from ~~\$1,796,000 to 2,021,000~~ to ~~\$3,416,000~~ \$3,641,000. This includes payment to us and/or an affiliate of \$80,000 to \$110,000 for each 6,500 sq. ft. Free Standing or Endcap Restaurant.

The total investment necessary to begin operation of an Ancillary Facility (as described below) is from ~~\$373,500 to 473,500~~ to ~~\$1,368,500~~ \$1,568,500. This includes payment to us and/or an affiliate of \$54,000 to \$71,000 for each Ancillary Facility. An Ancillary Facility is a separate food service facility within a non-traditional area such as an amusement park, fair, stadium, arena, concession trailer, university, college, food court, travel plaza and airport. Ancillary Facility specifically includes but is not limited to an “In-Line QSL Restaurant” at a Petro, TA, or other travel center, or any fuel or convenience store business. Ancillary Facilities typically offer a limited menu and/or over-the-counter service with limited or no table service. Ancillary Facilities are typically under 4,000 square feet.

The total investment necessary to begin operation as a developer under an Area Development Agreement is a development fee of \$20,000 multiplied by the total number of Restaurants to be developed plus the initial franchise fee of \$40,000 for the first Restaurant to be developed. We require an Area Development Agreement for one or more Restaurants.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 14 calendar days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no government agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, you can contact the QSL Franchise Department by mail at 24601 Center Ridge Road, Westlake, Ohio 44145-5634, by phone at (440) 808-9100, or by email at zhastings@thelube.com blane@thelube.com.

The terms of your contract will govern your franchise relationship. Do not rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, such as a lawyer or accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. For information on franchising, such as a “A Consumer’s Guide to Buying a Franchise,” which can help you understand how to use this disclosure document is available from the Federal Trade Commission (the “FTC”). You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C., 20580. You can also visit the FTC’s home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

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