

## FRANCHISE DISCLOSURE DOCUMENT

WEST SANITATION SERVICES

A Delaware Corporation

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Torrance, California 90506

(310) 793-4242

www.westsanitation.com

info@westsanitation.com

West will be relocating the California Corporate Office and Bensenville Illinois manufacturing / production facility to Baton Rouge, Louisiana before the end of the 2012 fiscal year. The new address will be 2158 Beaumont Dr, Baton Rouge, Louisiana 70806.

Phone: 225-302-5570



The franchisee will operate a restroom odor control and sanitation service business which installs and services odor control systems that leave restroom fixtures sanitary in plants, hospitals, offices, government and municipal buildings, etc.

The total investment necessary to begin operation of a West Sanitation franchise is from \$9,972 to \$38,832 (not including real property), including \$4,300 to \$4,500 that must be paid to the franchisor.

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, contact Joshua B. Zelden at 8440 Jefferson Highway, Suite 301, Baton Rouge, Louisiana 70809 and (225) 929-7033.

The terms of your contract will govern your franchise relationship. Don't 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, like a lawyer or accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "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. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, DC 20580. You can also visit the FTC's home page at [www.ftc.gov](http://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.

Issuance date: May 1, 2012.

For use in California, Hawaii, Illinois, Maryland, Michigan, Nebraska, New York, Utah, Virginia and all other states except, Indiana, Minnesota, North Dakota, Rhode Island, South Dakota, Washington and Wisconsin.

## STATE COVER PAGE

Your state may have a franchise law that requires a franchisor to register or file with a state franchise administrator before offering or selling in your state. REGISTRATION OF A FRANCHISE BY A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS THE FRANCHISE OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE DOCUMENT.

Call the state franchise administrator listed in Exhibit D for information about the franchisor or about franchising in your state.

MANY FRANCHISE AGREEMENTS DO NOT ALLOW YOU TO RENEW UNCONDITIONALLY AFTER THE INITIAL TERM EXPIRES. YOU MAY HAVE TO SIGN A NEW AGREEMENT WITH DIFFERENT TERMS AND CONDITIONS IN ORDER TO CONTINUE TO OPERATE YOUR BUSINESS. BEFORE YOU BUY, CONSIDER WHAT RIGHTS YOU HAVE TO RENEW YOUR FRANCHISE, IF ANY, AND WHAT TERMS YOU MIGHT HAVE TO ACCEPT IN ORDER TO RENEW.

Please consider the following RISK FACTORS before you buy this franchise.

1. THE FRANCHISE AGREEMENT REQUIRES YOU TO RESOLVE DISPUTES WITH US BY LITIGATION ONLY IN BATON ROUGE, LOUISIANA. OUT OF STATE LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST MORE TO SUE US IN BATON ROUGE, LOUISIANA THAN IN YOUR HOME STATE.
2. THE FRANCHISE AGREEMENT STATES THAT LOUISIANA LAW GOVERNS THE AGREEMENT, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
3. THE FRANCHISEE WILL NOT RECEIVE AN EXCLUSIVE TERRITORY.
4. WEST HAS NO OBLIGATION UNDER THE FRANCHISE AGREEMENT OR OTHERWISE TO PROTECT YOUR RIGHTS TO USE THE TRADEMARKS AND TRADENAMES. THIS MEANS THAT YOU MAY HAVE TO BRING LEGAL PROCEEDINGS AT YOUR OWN EXPENSE TO PROTECT YOUR INTERESTS IN THE TRADEMARKS AND TRADENAMES, OR YOU MAY HAVE TO DEFEND AT YOUR EXPENSE AGAINST ANY ACTION BROUGHT AGAINST YOU FOR INFRINGEMENT.
5. WEST MAY TERMINATE THE FRANCHISE AGREEMENT IF IT WITHDRAWS FROM THE BUSINESS OR DISCONTINUES FRANCHISING IN YOUR AREA.
6. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

Effective Date: See the next page for state effective dates.

## STATE EFFECTIVE DATES

The following states require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington and Wisconsin.

This Franchise Disclosure Document is registered, on file or exempt from registration in the following states having franchise registration and disclosure laws, with the following effective dates:

California	May 6, 2011
Illinois	May 9, 2011
Maryland	May 12, 2011
Michigan	March 1, 2011
Minnesota	June 1, 2011
New York	May 10, 2011
Virginia	June 2, 2011

In all other states except, Indiana, Minnesota, North Dakota, Rhode Island, South Dakota, Washington and Wisconsin (where this Disclosure Document is not effective), the effective date of this Franchise Disclosure Document is the Issuance Date of May 1, 2012.

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