



Higher.
Safer.
Faster.



SpaceVac High-Level Cleaning Systems
International Distribution Opportunity



Introducing the world's #1 high-level cleaning system!

At SpaceVac, we understand that facilities management is a tough job. The scale of the premises involved, coupled with the imperative to maintain uptime and operational capacity, means that facilities managers are constantly faced with new and demanding challenges during their day to day work.

These issues can be challenging enough when working on solid ground, the risks and issues are amplified when cleaning at height - where operators have to rely on equipment such as cherry pickers or scaffolding; all with their own operational issues ranging from cost to access.

These challenges were exactly what drove us to develop the SpaceVac high-level cleaning system. Built on over thirty years of facilities management experience, and brought to life by quality British manufacturing and a half decade of near constant research, development and refinement - the SpaceVac system sits alone at the top of the high-level cleaning market.

We hope that this resource provides some useful information and look forward to demonstrating the capabilities of the SpaceVac system to you in the future

Team SpaceVac



Contact Us Today!

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British Engineering. Global Issues.

SpaceVac are the world's leading manufacturer of high-level vacuum cleaning and inspection systems. Our pioneering technology is revolutionising gutter cleaning, high-level interior and exterior cleaning and high-level inspection.

The SpaceVac system was invented 10 years ago and since then, continuous research and development has led to a range of systems that are revolutionising high-level cleaning.

From our fully conductive ATEX systems, (the world's first ATEX certified high-level cleaning system, certified for use in explosive atmospheres) through to our wide selection of tools and accessories; the SpaceVac range – all featuring our market leading "Safety Locking Mechanism" – have been built with safety and quality at heart.

A Revolution in High-Level Cleaning:

The origins of the SpaceVac system lie in gutter cleaning. Recognising a gap in the market for a system that allowed operators to clean these areas from the ground floor, the system was developed and launched nearly a decade ago and has since seen nearly a decade of constant refinement and improvement, to create the world's leading high-level cleaning system.

The SpaceVac System:

The system itself is made of up four distinct elements.

The first part is a unique **universal vacuum to hose cuff** that safely connects the SpaceVac system to your existing vacuum. (Please talk to our technical team for recommendations on appropriate vacuums)

The second part of the system is a range of **interlocking poles** that combine to a maximum height of 15 metres high. These lightweight carbon-fibre poles utilise our unique "safety release mechanism" to stay together during operation.

These poles are complimented with a full range of **cleaning tools** including lightweight carbon heads

for spiking built-up debris, collecting material from gutters and even a range of brushes and tools for cleaning internal racking, ducting and vents.

Finally all SpaceVac internal and external high-level cleaning systems come equipped with a bluetooth **wireless camera and monitoring system** which enables users to see the progress of cleans in real time from the ground floor.*

A Market Leader for a Reason:

Since its introduction, SpaceVac has won rave reviews from end users and facilities management companies alike for its technical abilities and robust long lasting construction.

As our international expansion has continued through the Americas, Europe and Asia, the system has continued to find new markets with businesses across a wide range of sectors and geographies having individual requirements that can be solved with the innovative SpaceVac cleaning system.

* ATEX systems not equipped with camera system as standard

Find out more about SpaceVac by visiting our website at space-vac.co.uk or connect with us on social media by searching for "SpaceVac"

>> Flexible range of heads and cleaning tools

>> Lightweight carbon fibre poles up to 15m high

>> Wireless Camera & monitoring system

>> High power wet/dry vacuum [ATEX certified version not shown]

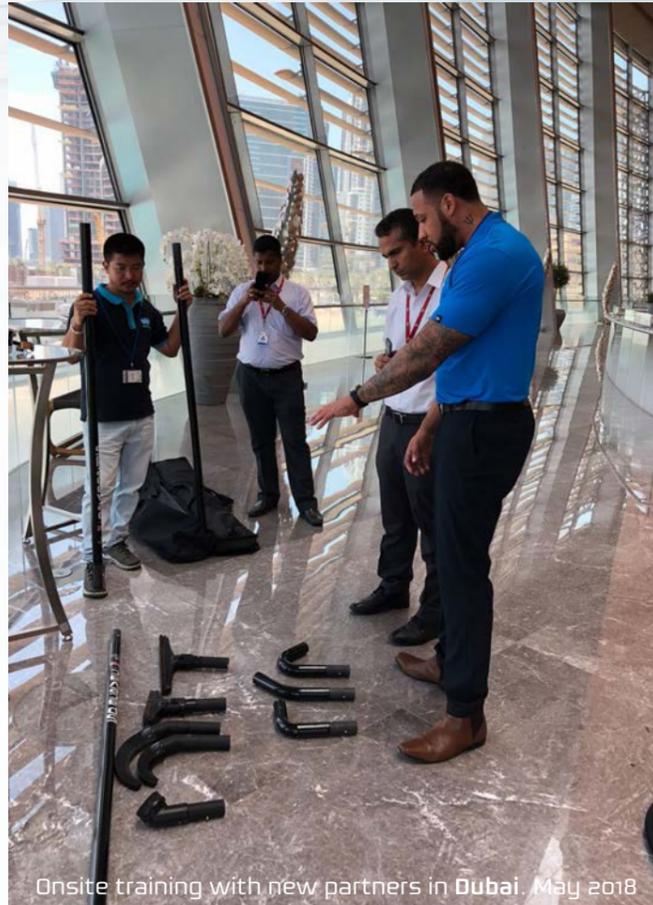
SpaceVac Distribution: The Opportunity

International distribution is a key part of SpaceVac's strategy for future growth and as such, we have appointed a number of new distributors in international territories in the recent year.

These initial distributors have seen impressive demand from the local markets and rapidly increasing sales within weeks of initial demos on customer sites.

The launch of SpaceVac in each new territory is fully supported by the team at SpaceVac UK including technical assistance, support finding local suppliers and vendors, delivery of intensive onsite training from our team of high-level cleaning specialists and even hands on marketing and social media workshops from our creative and marketing team.

This support mechanism has proven invaluable to helping our local partners hit the ground running and launch SpaceVac in their country quickly and efficiently.



Onsite training with new partners in Dubai, May 2018

Benefits to Being a Distributor:

- A **new income stream** that will compliment an existing cleaning distributors product offer or an out of the box solution for a new start up.
- **Excellent** margins and ROI for distributors
- Flexible distributor opportunities available for different sized businesses with flexible discounts and ongoing product support and **innovation introduction**.
- Market opportunities are endless, with relevance in every business sector offering **long term growth potential**
- Advanced **training** and **marketing support** packages available
- Supported by UK team with **local training** and support on product launch

Our Current Network of Distributors

SpaceVac is currently distributed internationally via a network international distributors. At present SpaceVac is available in the following territories:

Americas

- Canada
- United States
- Brazil
- Columbia

Australasia

- Australia
- New Zealand

Europe

- Sweden
- Norway
- Ireland
- Holland
- Latvia
- Poland
- United Kingdom
- Denmark
- Czech Republic
- Finland

Africa

- South Africa

Asia

- Singapore
- Qatar
- United Arab Emirates

Case Study: Canada



After recognising a gap in the Canadian market for a high-level cleaning system, CEO Stewart Tyler came to the UK in early 2016 to find a system fit for the job.

After an intensive period comparing the SpaceVac system to its competitors, Stewart opted for the SpaceVac system and became our Canadian distributor in early 2017.

In addition to being able to call on the vast sales and marketing expertise of the SpaceVac UK team, the new Canadian team, were able to quickly launch a local website and begin attending trade shows and expo's in the Toronto area.

To support the launch in Canada, the UK team visited Canada for a week of training, demonstrations and marketing workshops to fully support the new Canadian team in their infancy. This approach enables us to maintain a worldwide standard in excellent customer service and support as well as a consistent branding and marketing voice.

"The SpaceVac system fills a very unique gap in the Canadian market and we've seen a fantastic level of growth in our first year to set up an exciting future for SpaceVac Canada."
Stewart Tyler, CEO, SpaceVac Canada





#TeamSpaceVac

SpaceVac International - Success Stories...



ATEX cleaning system in use in a bakery, Finland 2018

Supersteam:

Having long identified Asia a growth market, SpaceVac were delighted to appoint Supersteam as our new representative in Singapore.

Supersteam cover a wide geography across Singapore and our rollout in the region initially focussed on upskilling and training the staff across the business.

As part of the rollout, SpaceVac CEO Tommie Nisula and the UK Demonstration Team travelled to the region to deliver two weeks of intensive training with the team on the ground to help them get the most from the SpaceVac system.

Once the team on the ground has been trained on the correct and safe usage of SpaceVac, the Demonstrations Team

supported the team at Supersteam in delivering a weeks worth of demos to clients across Singapore.

In addition to this support, the team received new bespoke marketing materials including brochures, catalogues, videos and social media assets to aid them in their sales support activity.

CEO of Supersteam Dylan Ng Terntzer said:

"We are very excited to bring this innovative product to Asia for the first time. The reaction from our customers already has been fantastic and we are looking forward to working with the team through the rest of 2018 and beyond."

PT Professional:

PT Professional are a specialist cleaning equipment supplier based in KarlsKrona in Sweden.

PT were the first international distributor to sign up to distribute SpaceVac, having first seen the product at the ISSA InterClean show in Amsterdam.

Since becoming our exclusive distributor for Sweden, the company have also begun carrying SpaceVac elsewhere in the region (including Norway) and found many uses for SpaceVac across a wide range of industries.

Having received intensive training and support from the UK team in sales, marketing and the correct use and demonstration of the system, PT have gone

on to consistently be one of the strongest performing companies in our network of distributors.

In addition to distributing SpaceVac in Scandinavia, the team have worked collaboratively with our engineering team in the UK to develop custom tools and solutions for customers in response to customer demand.

Pierre Crambe of PT Professional said:

"SpaceVac has always been a very popular product with my clients and I find new ways to use the system and the technology every time I arrive on a customer site. SpaceVac continues to be a pillar of growth for my company!"



Demo Manager Grant onsite with the Supersteam team. May 2018

**FIND
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