

**MasterMover®**

Collaborate  
with us

Become a MasterMover Sales Partner



# The opportunity

We're looking for businesses that thrive on problem solving, are customer-focused and have experience in selling industrial products to join our global sales partner network.

## Why should I add electric tugs to my product line up?

With 25 years' experience of working with companies just like yours, we know our products will be a valuable addition to your portfolio, driving additional revenue and growing key accounts by offering innovative solutions.



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## Why do businesses use electric tugs?

Businesses use electric tugs to improve workplace safety and drive efficiency. Taking the strain out of pushing and pulling loads, electric tugs reduce manual handling – helping your customers improve safety and productivity.

Electric tugs also offer a safer alternative to forklift trucks, helping businesses create fork-free environments to improve safety.



Improve workplace safety



Increase operational efficiency



Eliminate manual handling



Drive more flexible processes

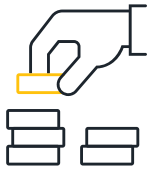


No operator license required



Zero emissions

# What's in it for you?



## Increase your sales, service and rental revenue

Benefit from a continuous revenue stream with after-sales service and support. Installing the machine is only the beginning.



## 60% repeat business

Our customers come back for more. Once introduced on a site, our electric tugs are quickly a talking point amongst other departments, leading to valuable repeat business.



## Up to 30% sales growth

Your customers are likely relying on one of two methods of moving heavy-wheeled loads – either they're using forklift trucks or lifting equipment, or they're doing it manually. Now is the time to show them there's a better way and drive sales revenue.



## Work with industry giants

Our innovative electric tug solutions are in high demand and relied on by many of the biggest names. We move everything from rockets to roll cages, and providing our electric tugs will help you open new doors in lucrative markets.

# Take advantage of our customer-base

We work with a diverse range of companies and, by becoming a MasterMover Sales Partner, you'll benefit from our industry relationships, allowing you to tap into regional production facilities and build new opportunities across a wide range of sectors.

- ✓ Aerospace
- ✓ Energy
- ✓ Pharmaceutical
- ✓ Manufacturing & Assembly
- ✓ Automotive & Heavy Plan
- ✓ Retail & Logistics

Trusted by...

**CATERPILLAR**



**Rolls-Royce®**



**AIRBUS**



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# Our solutions



## Compact Range

Our small yet powerful Compact range is capable of handling loads of up to 6,000kg, across a wide variety of applications in industries such as retail, logistics and manufacturing.



## Stainless Steel Range

When working in specialist environments like food processing or pharmaceutical manufacturing, our Stainless Steel electric tugs are the ideal solution, offering the same outstanding performance as our standard machines.



## Performance Range

Our Performance range delivers improved safety and efficiency when moving loads of up to 70,000kg and beyond, giving a single operator complete control and total manoeuvrability.



## Automated Guide Vehicles

MasterMover autonomous (AGV) solutions are available for companies looking to take efficiency to the next level. An autonomous operation removes the need for people to move products, equipment and materials.





Your Questions, Answered

# Why work with MasterMover?

We understand that exploring a relationship with a new supplier isn't a decision that's made overnight. To help you understand our process and how we work with partners, we've compiled some frequently asked questions.

MasterMover was the first to market in the 1990s with an innovative electric tug that improved safety in the movement of wheeled loads. Since then, our culture of innovation has driven us forward and enabled us to maintain our position as the market-leader, with electric tug solutions to move loads of up to 70,000kg and beyond and an expanding range of Automated Guided Vehicles (AGVs).

Years' Experience

25+

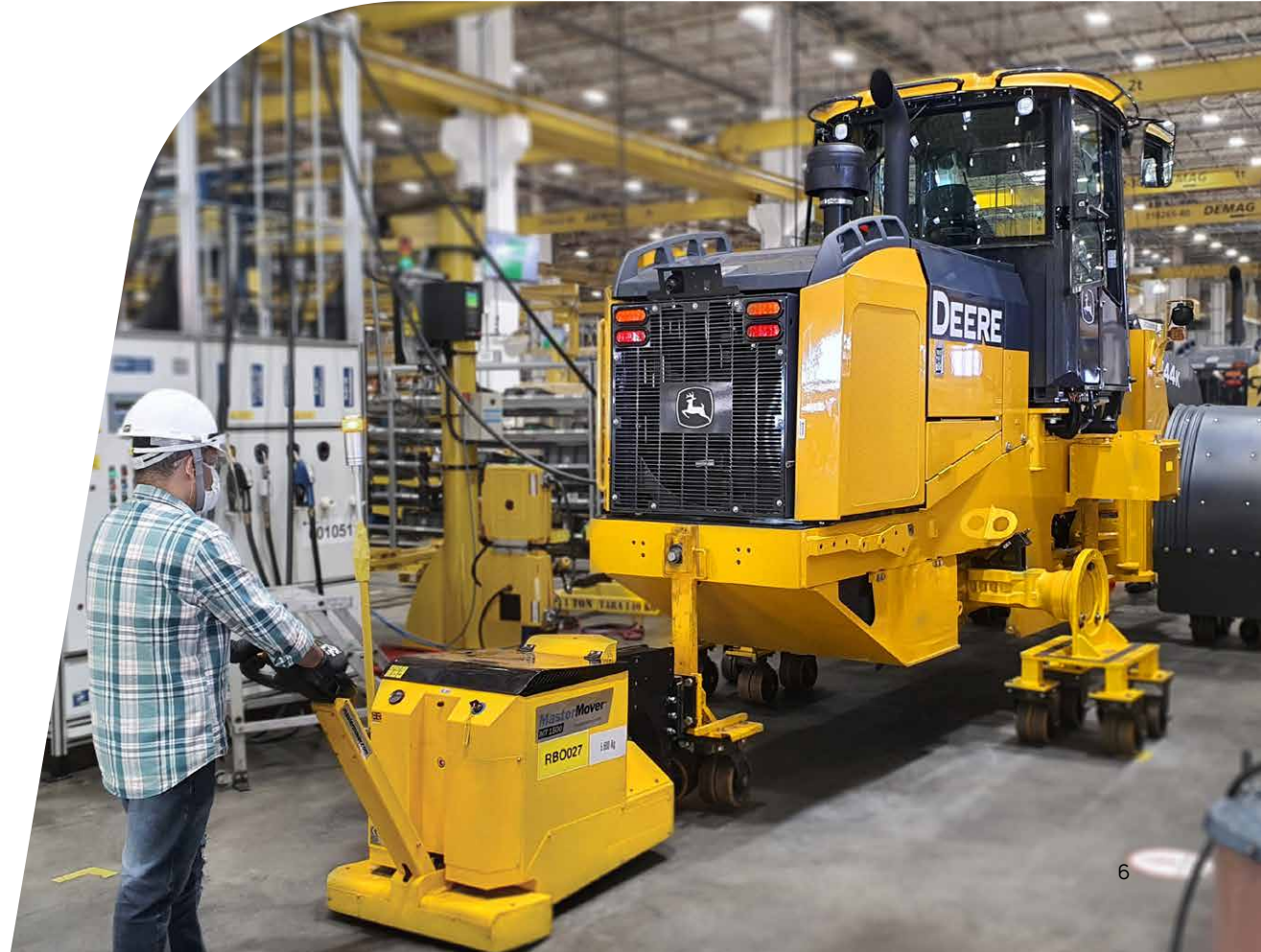
Countries

70+

Machines Delivered

20,000+

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# How do electric tugs fit into my existing business?

If you already supply other material handling equipment or industrial tooling, electric tugs are the ideal solution to complement your product portfolio.

With MasterMover electric tugs used across a wide range of industries, it's likely that your sales team are already talking to potential MasterMover buyers already.



# What do you look for in a Sales Partner?

We work with a diverse range of partners – from large material handling suppliers to industry-specific integrators. While there are no set criteria for our sales partners, we look for partners who:



Experience in selling capital equipment



Are keen problem solvers



Share our passion for innovation

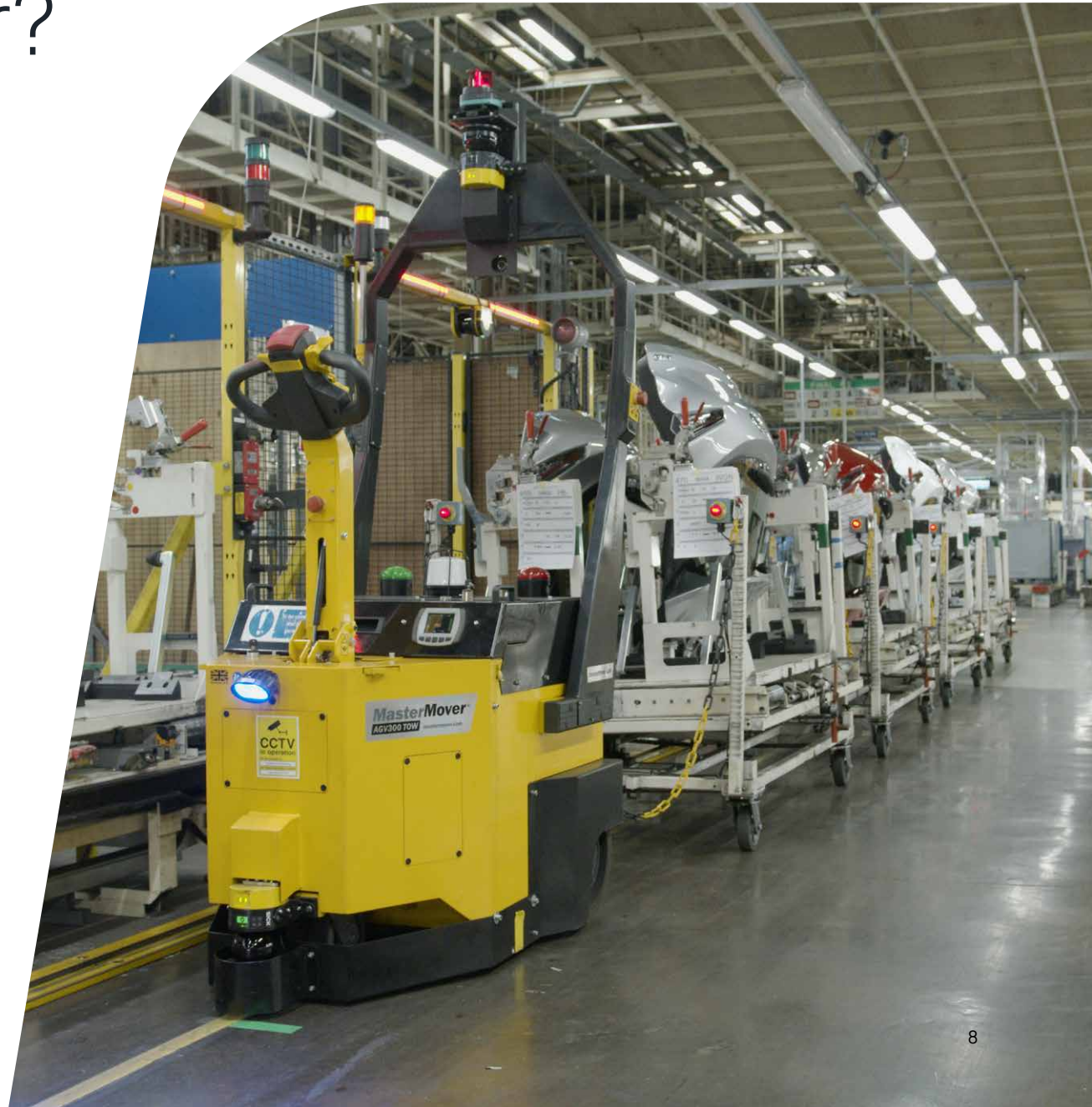


Are customer-focused



Are technically minded

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# What support can I expect?

We want you to succeed. So, we'll provide full product training on our machines to set you up for success. We're here to help and will work with you to provide technical support on customer enquiries and complex projects. You'll also have access to all the supporting material your sales team need to succeed.

As a MasterMover sales partner, our marketing team will support you in driving demand and growing your business.



Marketing support



Training



Technical support



Service

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# Hear from our partners



“MasterMover’s extensive portfolio has enabled us to move into new sectors with confidence and helped increase repeat business as and when our customers’ needs grow.”



Conor Edwards  
AWE Materials Handling Ltd  
Dublin, Ireland

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“MasterMover’s high-quality electric tugs allow us to be on top of the market and to be requested continuously by the best companies from all kinds of industries.

Sales turnover has increased every year with orders coming from new customers as well as repeat sales”.



Alberto Gracia  
Ibertecnic  
Spain

# Our process

We understand that sales partner relationships can't be can't be rushed, so we follow a simple initial process that allows us to start collaborating.

To ensure your continued success, MasterMover will:

**NDA**



If you want to find out more then, we'll ask you to sign a mutual NDA.

**Meet**



We'll then arrange a meeting to explain our products, services and discuss the commercial opportunity.

**Agreement**



If we all agree to work together, then that's it, you're a MasterMover Sales Partner!

**Training**



Provide your team with product training and access to supporting marketing content and materials.

**Ongoing Support**



Support your team 100% to win sales.



# Interested? Let's talk...

If you would like more information about how to increase your sales, expand your customer base and open up new opportunities, then please get in touch with our team today.

[mastermover.com/partner](http://mastermover.com/partner)



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Engineered  
innovation.  
Performance  
guaranteed.

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