



VALEX

FLEXIBLE INDUSTRIAL
BULK PACKAGING SOLUTIONS



VALEX

FRANCHISE

OPPORTUNITY

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ABOUT VALEX

- **Valex provides a unique franchise opportunity** that equips you with the tools, knowledge, and experience necessary for success in the growing UK market for FIBCs and bulk packaging, with in a business-to-business environment.
- **With over 30 years of industry experience, Valex** partners with Kanpur Plastipack (Kanplas), world's leading manufacturer, within the bulk packaging industry offering a strong technical foundation for your business.
- **The UK market is diverse and expansive**, encompassing large organisations and smaller enterprises. **Valex** serves all user levels and applications, providing access to validated products and centralised stock in the UK for efficient distribution.
- **Kanplas operates three manufacturing units**, providing 100% vertically integrated production, ensuring top-quality and reliable products. With a presence in over 45 countries, Kanplas is a major player in the global industrial bulk packaging market.
- **Our partnership with Kanplas enables competitive pricing**, allowing franchisees to build and sustain significant turnover within a dynamic market place, added with 80% repeat business within the industry.
- **Valex offers comprehensive training and ongoing support**, empowering you to achieve financial growth and an enhanced quality of life.
- **We seek dedicated business partners**, who are ready to leverage our expertise for long-term success within the **Valex** family.

One of Kanplas manufacturing plants



MEET THE KEY MEMBERS OF THE MANAGEMENT TEAM



Alan Schofield
(Operations Director)

Alan is the founder of **Valex** in 2017, with over thirty years' experience in the industry. This experience supplemented with a long personal relationship with the family who run Kanplas. This combination delivering an enviable, proven, industry led knowledge base, to support the franchise network.



John Lally
(Head of Business Development)

John joined the team specifically to develop the franchise side of the business. Having spent several years in the franchise world. The biggest impact John had, having a leading role in the growth of a major retail franchise business. During the 13 years there, John was an integral part of the development and support of the franchise network across the UK expansion. He prides himself on having a hands-on approach during the franchise journey, from the inception to building a successful and financial rewarding franchise for the franchisee.

Our Vision, Mission, and Values



Vision:

To be the top distributor of bulk packaging solutions in the UK, offering superior products at competitive prices with exceptional customer service.



Mission:

Deliver quality, value, and service to customers while fostering innovation and building a franchise rooted in growth and success.



Values:

Commitment to ethical practices, investment in people and technology, and collaboration with Kanplas to ensure quality and efficiency.

FLEXIBLE INTERMEDIATE BULK CONTAINERS (FIBC'S)

Flexible Intermediate Bulk Containers (FIBC's) also known as Bulk Bags, Dumpy Bags, Builder Bags, Totes

History:

- Developed in the 1980s for storing and transporting granular and powder products
- Designed for intermediate bulk handling—filling the gap between small sacks and bulk lorry/tanker loads

Material:

- Made primarily from woven polypropylene—lightweight, robust, and durable

Initial Market Impact:

- First adopted by the fertiliser and chemical industries for significant cost savings and improved handling efficiencies

Growing Applications:

- Usage has expanded across various sectors due to versatility and effectiveness in material, with the storage and transportation

Market Demand:

- The annual market size for bulk bags in the UK is estimated to exceed fifty million pounds

Capacity Range:

- Certified to safely contain and transport materials from 500 kg to 2000 kg
- Available in customised sizes and designs for diverse needs



Prominent Use:

- Whilst used across the majority of industries, its easily recognisable use would be in the building supply sector, with 1000 kg Bulk Bags efficiently transporting sand and aggregates to construction sites

Sustainability Commitment:

- **Valex** Bulk Bags are produced using renewable energy sources and are 100% recyclable
- Kanplas is recognised as one of the industry's leading innovators



100 % Recyclable

VALEX FRANCHISE OPPORTUNITY

UNLOCK YOUR POTENTIAL WITH VALEX!



Franchising offers significant advantages, allowing franchisees to leverage an established business model, recognised brand, and efficient supply chain. This competitive edge is especially valuable in a market worth over £50 million, and growing, in the UK.

With over 30 years of experience in the bulk packaging solutions industry, **Valex** provides you with the opportunity to operate within an exclusive territory, empowering you to generate commercial sales from our extensive portfolio of products.

Unlimited Earnings Potential: Your success is in your hands—there's no cap on your earnings! All you need is a positive attitude and the drive to succeed. We offer comprehensive training and ongoing support to ensure your franchise thrives.

The franchise can be full time, part time or to supplement an existing business to maximise your product offering to your existing business contacts.

Totally flexible franchise to assist with work life balance

For a modest initial franchise fee, your journey with Valex begins.

This fee covers the essential resources and support you'll need to build a successful business.

What we offer?

- **Full Franchise Network Support:** You'll never feel alone in your journey.
- **Comprehensive Training:** All franchisees complete an extensive induction training program to ensure readiness.
- **Ongoing Marketing and Promotional Support:** We help you reach your target market effectively.
- **Technical and Administrative Support:** Assistance at every step of your business operations.
- **Access to Certified Products:** Benefit from our extensive range of high-quality bulk packaging solutions from one of the world's leading manufacturers.
- **Use of the Valex Brand:** Join a trusted name in the industry.



Richard Chandler London Franchisee with John Lally
Head of Business Development

Ready to seize this golden opportunity?
Your destiny is in your hands!

WHAT HAPPENS NEXT?

If you like to continue the **Valex** journey and investigate the franchise further please contact us on below.

franchising@valexventures.com

Our head of business development will arrange a no-obligation meeting to discuss the franchise opportunity in greater detail and explore if this is the right fit for you.



Take the time you need to make the right decision for you. We appreciate your consideration and respectfully request that you inform us of your decision, regardless of the outcome. It's all about what is best for you!

VALEX FRANCHISE JOURNEY

Five steps to joining the **Valex** Franchisee Team





FREQUENTLY ASKED QUESTIONS

What do I get for my investment?

Your investment opens the door to maximising your earning potential. It includes comprehensive training, a detailed training manual, operational procedures, exclusive territory rights, marketing support, and a starter pack to kickstart your journey.

Is previous sales or industry knowledge necessary?

Not necessarily! While having a background in sales can be advantageous, we welcome individuals with a positive attitude and strong interpersonal skills. Our extensive training will equip you with everything you need for success.

What training is offered?

You will receive a thorough induction training program covering essential technical knowledge, operational procedures, and effective sales strategies to set you up for success.

What ongoing support can I expect as a new franchisee?

You'll benefit from ongoing operational assistance from a dedicated member of the **Valex** team, providing support for all operational, technical, and sales-related matters.

Is there a renewal fee for the franchise?

No, the initial franchise agreement lasts five years and can be renewed at no additional cost, provided that you meet the established key performance indicators (KPIs).

Can I sell my franchise during the agreement?

Yes, you may sell your franchise, subject to approval from the **Valex** Franchisor regarding the new owner.

How soon can I start my franchise?

You can begin your franchise journey immediately after completing the initial training program and while establishing your recruitment process.



Franchise with Valex



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