

Spaltech International

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Marketing Profile

Spaltech International (Spaltech) was founded 10 years ago, primarily as a manufacturer's representative for a wide variety of auxiliary equipment. Since that time, it has begun manufacturing oil and water circulating temperature control units, drawer magnets, in-hopper grate magnets, and its unique self-emptying resin storage bins. These products are used in all types of plastics processing. Other industries where they have been successful are die-casting, printing, rubber, coating and laminating. All the products it manufactures are designed at its facility, and it has produced customized equipment upon request. Spaltech serves all sizes of customers from large multinational to small owner-operated firms.

In the past four years, the company has looked increasingly to export markets for expansion. It currently has customers throughout the U.S., Mexico, Panama, Venezuela, Columbia, France and Great Britain. Its goal is to double its export sales within the next year by establishing new accounts and continuing to serve its repeat customers. Its export markets are serviced from its office in Canada and through various agents and distributors. Spaltech is well equipped technically, and its sales staff is fluent in English, Italian and French. The company is interested in arranging additional agents and distributors.

Products/Services Available for Export:

Magnets
Mould Temperature Controllers, Hot Oil Circulating
Mould Temperature Controllers, Water Circulating
Self-Emptying Resin Storage Bins