

Market Launch



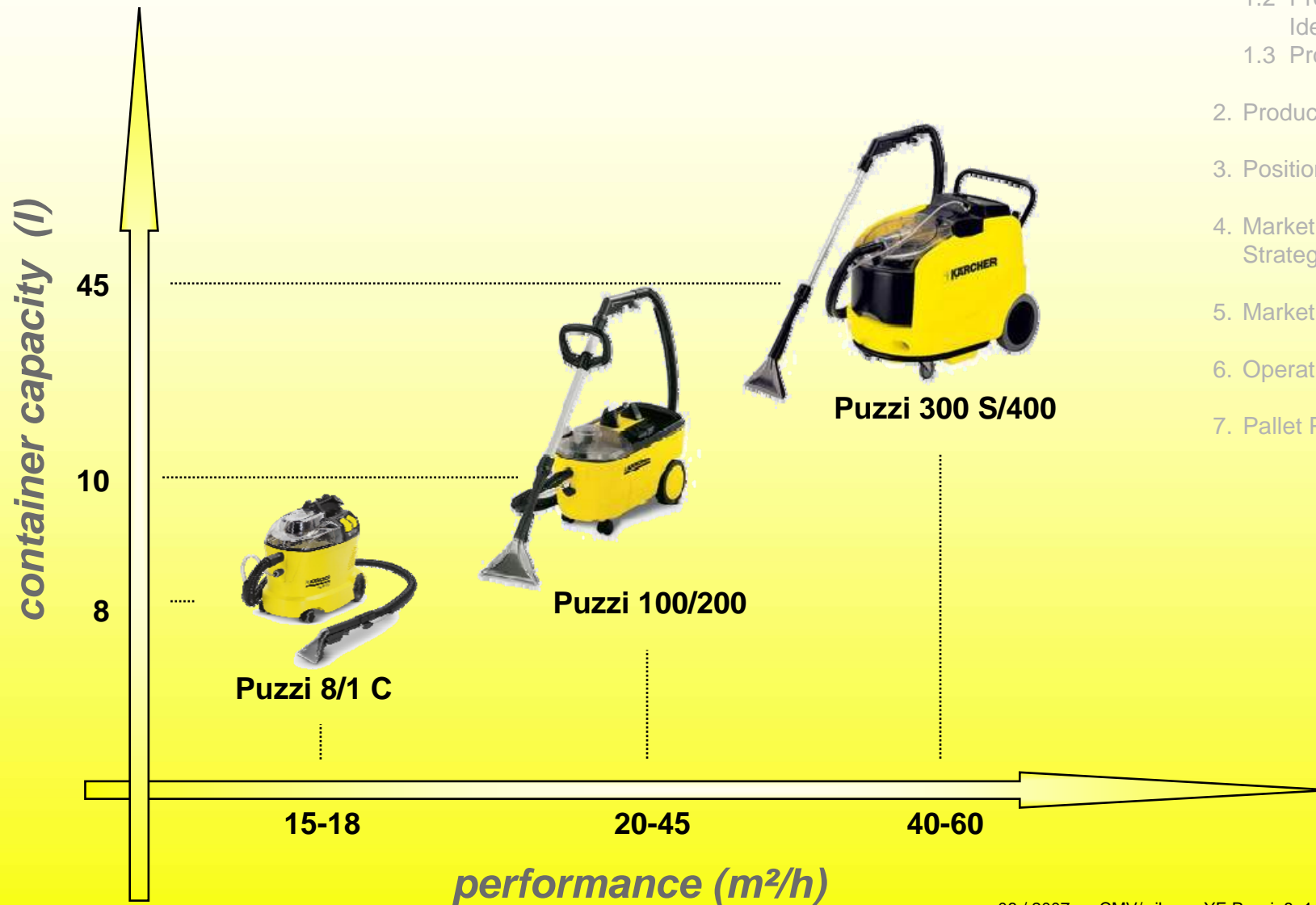
1. Management Summary
2. Product Description
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

Version	Part number
Puzzi 8/1 C *EU	1.100-207
Puzzi 8/1 C *GB	1.100-209

1. Management Summary

1.1 Positioning

- 1. Management Summary
 - 1.1 Positioning
 - 1.2 Product / Marketing-Idea
 - 1.3 Product Data Sheet
- 2. Product Description
- 3. Positioning
- 4. Market Data / Sales Strategies
- 5. Marketing Support
- 6. Operating Instructions
- 7. Pallet Plan



1. Management Summary:

1.2 Product- / Marketing Idea:

Positioning

- ◆ With the **Puzzi 8/1 C** we round off our existing commercial spray-extraction cleaner range with a powerful machine in the entry sector.

Customer benefit

- ◆ This spray-extraction unit can be used efficiently for upholstery cleaning or for spot cleaning on carpeted floors. Because of the very low residual moisture, cleaned carpets and upholstery can be used again soon.

Target groups

- ◆ Main target groups for the **Puzzi 8/1 C** are hotels, restaurants, automotive as well as contract cleaners and car detailers.

Market

- ◆ The current world market potential in the entry sector is about 85.000 machines and further increase is expected. Our target is to safe a market share of 18 % within 3 years and afterwards to extend it.

- 1. Management Summary
 - 1.1 Positioning
 - 1.2 Product / Marketing Idea
 - 1.3 Product Data Sheet
- 2. Product Description
- 3. Positioning
- 4. Market Data / Sales Strategies
- 5. Marketing Support
- 6. Operating Instructions
- 7. Pallet Plan

1. Management Summary

1.3 Product Data Sheet Puzzi 8/1 C

Sprühextraktionsgerät / Spray extraction cleaner

Puzzi 8/1 C



Puzzi 8/1 C



Customer Benefits

- ⇒ Powerful and compact spray extraction unit for smaller carpet areas and upholstery cleaning
- ⇒ Best residual moisture result of all comparable competitive products
- ⇒ This enable a perspicuously faster re-entering time on carpets
- ⇒ Power cord can be stored on the fold-out hook
- ⇒ Storage possibility for hand tool

Basic Accessories



- Hand tool



- 2.5 m Spray-/suction hose

Product Idea

Compact spray extraction unit for commercial applications in the target groups: contract cleaner, shops and boutiques, hotels, for upholstery cleaning in the automotive sector as well as in the rental business

ALG net indication: xxx,-- €

Order No.: 1.100-207 *EU

Accessories optional

- Metal-floor tool
- Hard-surface adapters
- Hard surface tool
- RM 760 Tabs
- RM 760 Powder
- RM 767 Dry & ex

Technical Data

- Power rating max.: 1380 W
- Air flow rate max.: 61 l/s
- Vacuum max.: 23.0 KPa
- Spray pressure: 1.0 bar
- Spray rate max.: 1.0 l/min
- Container capacity: 8 / 7 l
- Weight: 9.0 kg

Market launch: week 31/2007

CMV/stw-er - 03/2007
Data_Sheet_Puzzi_8_1_C_o.Pr.ppt

1. Management Summary

1.1 Positioning

1.2 Product / Marketing Idea

1.3 Product Data Sheet

2. Product Description

3. Positioning

4. Market Data / Sales Strategies

5. Marketing Support

6. Operating Instructions

7. Pallet Plan

2. Product Description

2.1 Overview- / Machine Elements



1. Management Summary

2. Product Description 2.1 Overview / Machines Elements

- 2.2 Sales Features / Customer Benefits
- 2.3 Differentiation
- 2.4 Applications in the target groups
- 2.5 Technical Data
- 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.

3. Positioning

4. Market Data / Sales Strategies

5. Marketing Support

6. Operating Instructions

7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Transportation

Because of the large handle at the top of the machine, the Puzzi 8/1 C can be transported easily and balanced in one hand.

The floor tool (optional accessory) can be fixed in the grip jacket accordingly.



1. Management Summary
- 2. Product Description**
 - 2.1 Overview / Machines Elements
 - 2.2 Sales Features / Customer Benefits**
 - 2.3 Applications in the target groups
 - 2.4 Technical Data
 - 2.5 Accessories
 - 2.5.1 Standard Acc.
 - 2.5.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Fold-out hook

Power cord storage

The wound up power cord can be fastened easily at the integrated fold-away hook at the top of the machine.

Spray / suction hose storage

While transporting the machine, the spray/ suction hose can also be fixed at the hook. Therefore the hose can't hang down and cause stumbling.



1. Management Summary
- 2. Product Description**
 - 2.1 Overview / Machines Elements
 - 2.2 Sales Features / Customer Benefits**
 - 2.3 Differentiation
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Hand tool storage

The hand tool can be clipped onto a holding, which is integrated at the machine. Thus it is stored loss-proof at the machine and can be adopted easily if required.



1. Management Summary
- 2. Product Description**
 - 2.1 Overview / Machines Elements
 - 2.2 Sales Features / Customer Benefits**
 - 2.3 Differentiation
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Chassis

- ◆ By the large two rear wheels and the two front castors the Puzzi 8/1 C can be trailed simply during the cleaning process.
- ◆ This enables excellent coasting attributes even at uneven surfaces.



1. Management Summary
- 2. Product Description**
 - 2.1 Overview / Machines Elements
 - 2.2 Sales Features / Customer Benefits**
 - 2.3 Differentiation
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Foot-operated switches

- ◆ The two ergonomically at the machine integrated foot switches can be reached easily without the need for stooping.
- ◆ Both switches for the suction turbine and for the pump can be switched on independently from each other.



1. Management Summary
- 2. Product Description**
 - 2.1 Overview / Machines Elements
 - 2.2 Sales Features / Customer Benefits**
 - 2.3 Differentiation
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating instructions
7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Large transparent cover

- ◆ By the large transparent cover which is installed on top of the machine, the user can control the throughput of the machine during the whole cleaning process.
- ◆ The suction tower causes an optimal separation of the dirty water from the suction air.



1. Management Summary
2. **Product Description**
 - 2.1 Overview / Machines Elements
 - 2.2 **Sales Features / Customer Benefits**
 - 2.3 Differentiation
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Removable bucket

The bucket for dirt water can be removed and depleted easily. Additionally it can be used for fresh water refilling before the cleaning process starts.



1. Management Summary
- 2. Product Description**
 - 2.1 Overview / Machines Elements
 - 2.2 Sales Features / Customer Benefits**
 - 2.3 Differentiation
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Fresh water tank

- ◆ The fresh water in the fresh water tank cannot overflow, because of the splash protection which is installed around the whole tank, even during larger movements of the machine.
- ◆ Because of the flat inside surface it can be cleaned easily. The filter insert is simply approachable.



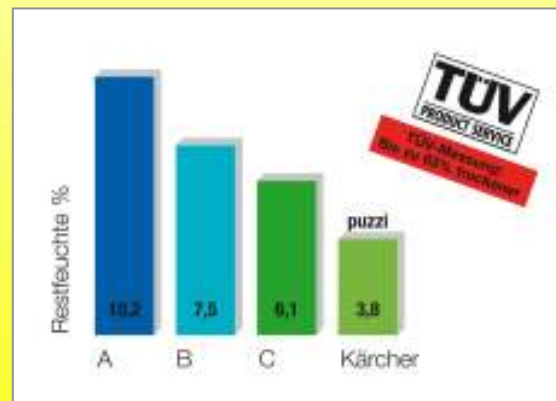
1. Management Summary
2. Product Description
 - 2.1 Overview / Machines Elements
 - 2.2 Sales Features / Customer Benefits
 - 2.3 Differentiation
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Back throughput

- ◆ Because of the stream oportune tool geometry and the large air duct the Puzzi 8/1 C achieves an excellent throughput.
- ◆ Thereby the cleaned carpet areas can be re-entered quickly, long term prejudice of the access is a thing of the past.
- ◆ The Puzzi 8/1 C achieves the best residual moisture result of all comparable competitor products.



1. Management Summary
2. Product Description
 - 2.1 Overview / Machines Elements
 - 2.2 Sales Features / Customer Benefits
 - 2.3 Differentiation
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Dry run protection

The Puzzi 8/1 C has got a high quality reciprocating plunger type pump. Thus the pump cannot be damaged during a dry run.

Capped suction turbine

By the special capped suction turbine and the integrated convolution ground, which slows down the exhausted air, the noise level remains low during the cleaning process. Thereby the machine can also be used during daytime without big noise pollution.



1. Management Summary
- 2. Product Description**
 - 2.1 Overview / Machines Elements
 - 2.2 Sales Features / Customer Benefits**
 - 2.3 Differentiation
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
 - 2.7 Differentiation
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.2 Sales Arguments / Customer Benefit

Accessory

- ◆ The water conduit is integrated directly at the flexible suction hose and thus protected against damage. Furthermore there is no hanging down or wrapping of the hose.
- ◆ Robust couplings, which can be opened and closed according to the “Gardena-principle”, guarantee an easy change of each accessory.



1. Management Summary
2. **Product Description**
 - 2.1 Overview / Machines Elements
 - 2.2 **Sales Features / Customer Benefits**
 - 2.3 Differentiation
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.3 Differentiation



	Puzzi 8/1 C	Puzzi 100	Puzzi 200
Main target groups	<ul style="list-style-type: none"> ▪ Hotels ▪ Restaurants ▪ Automotive ▪ Car detailers 	<ul style="list-style-type: none"> ▪ Hotels ▪ Restaurants ▪ Contract cleaners ▪ Retailers 	<ul style="list-style-type: none"> ▪ Hotels ▪ Contract cleaners ▪ Municipalities
Main applications	<ul style="list-style-type: none"> ▪ Upholstery cleaning <ul style="list-style-type: none"> - Chairs - Car seats - Sofa - Mattresses ▪ Spot removal ▪ Fabric covered walls 	<ul style="list-style-type: none"> ▪ Carpet cleaning <ul style="list-style-type: none"> - Hotel rooms - Offices - Shops 	<ul style="list-style-type: none"> ▪ Carpet cleaning <ul style="list-style-type: none"> - Hotel rooms - Corridors - Lobbies
Area performance	<ul style="list-style-type: none"> ▪ 15 - 18 m²/h (with optional floor tool) 	<ul style="list-style-type: none"> ▪ 20 - 25 m²/h 	<ul style="list-style-type: none"> ▪ 30 - 45 m²/h (with PW 10) 40 – 60 m²/h

1. Management Summary
- 2. Product Description**
 - 2.1 Overview / Machines Elements
 - 2.2 Sales Features / Customer Benefits
 - 2.3 Differentiation**
 - 2.4 Applications in the target groups
 - 2.5 Technical Data
 - 2.6 Accessories
 - 2.6.1 Standard Acc.
 - 2.6.2 Optional Acc.
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

2. Product Description

2.4 Application in the target groups



- ◆ Because of its low weight and compact size the Puzzi 8/1 C can be transported quickly from one location to the next. Thus its convenient for the cleaning process in between for **hotels and pensions.**

- ◆ The Puzzi 8/1 C can be used on all carpeted floors and upholstery for targeted spot cleaning, as well as the fiber-deep through cleaning.



- ◆ Smaller carpet areas in **shops and boutiques** can be cleaned easily and fast with the Puzzi 8/1 C and can be reentered short-time after the cleaning. Hindrances like hallstands or other fitment can be driven round easily.

- ◆ With the hand tool of the Puzzi 8/1 C also **upholstery in the automotive sector** can be cleaned quickly and does not need much time to dry, because of the high throughput.



1. Management Summary

2. Product Description

2.1 Overview / Machines Elements

2.2 Sales Features / Customer Benefits

2.3 Differentiation

2.4 Applications in the target groups

2.5 Technical Data

2.6 Accessories

2.6.1 Standard Acc.

2.6.2 Optional Acc.

3. Positioning

4. Market Data / Sales Strategies

5. Marketing Support

6. Operating Instructions

7. Pallet Plan

2. Product Description

2.5 Technical data

Puzzi 8/1 C		
Max. power rating	W	1380
Air flow rate	l/s	61
Vacuum	KPa	23.0
Container capacity (Fresh/Dirty water)	l	8.0 / 7.0
Max. spray rate	l/min	1.0
Max. spraying pressure	bar	1.0
Cable length	m	7.5
Noise level	dB (A)	71
Weight	kg	9.0
Dimensions (LxWxH)	mm	530 x 330 x 440

1. Management Summary

2. Product Description

2.1 Overview / Machines
Elements

2.2 Sales Features /
Customer Benefits

2.3 Differentiation

2.4 Applications in the
target groups

2.5 Technical Data

2.6 Accessories

2.6.1 Standard Acc.

2.6.2 Optional Acc.

3. Positioning

4. Market Data / Sales
Strategies

5. Marketing Support

6. Operating Instructions

7. Pallet Plan

2. Product Description

2.6 Accessory

2.6.1 Standard accessories Puzzi 8/1 C

Standard accessory	quantity	Description	Part number	available
Spray suction hose	1	2,5 m	6.391-410	ex start of production
Hand tool	1	Upholstery cleaning	4.130-116	ex start of production



1. Management Summary

2. Product Description

2.1 Overview / Machines Elements

2.2 Sales Features / Customer Benefits

2.3 Differentiation

2.4 Applications in the target groups

2.5 Technical Data

2.6 Accessories

2.6.1 Standard Acc

2.6.2 Optional Acc.

3. Positioning

4. Market Data / Sales Strategies

5. Marketing Support

6. Operating Instructions

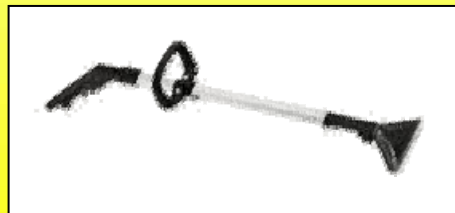
7. Pallet Plan

2. Product Description

2.6 Accessory

2.6.2 Optional accessories Puzzi 8/1 C

Optional accessory	Description	Part no.	Availability
Floor tool with handle	Plastic	4.130-127	ex start of production
Floor tool with handle	Metal	4.130-394	ex start of production
Spray suction hose	4 m	6.391-411	ex start of production
Hard surface adapter	For floor tool	4.762-220	ex start of production
Hard surface adapter	For hand tool	4.762-219	ex start of production
Hand tool	Louvre blinds cleaning	4.130-083	ex start of production
Window cleaning kit	2 m hose	2.638-778	ex start of production
Stair tool		4.130-128	ex start of production
Stone carpet/ hard surface tool		4.130-117	ex start of production
RM 760 press & ex Powder	800 g	6.290-175	ex start of production
RM 760 press & ex Tablets	16 tablets	6.290-828	ex start of production
RM 767 dry & ex	10 l	6.295-198	ex start of production
RM 762 Care tex	5 l	6.290-002	ex start of production



1. Management Summary

2. Product Description

2.1 Overview / Machines Elements

2.2 Sales Features / Customer Benefits

2.3 Differentiation

2.4 Applications in the target groups

2.5 Technical Data

2.6 Accessories

2.6.1 Standard Acc.

2.6.2 Optional Acc.

3. Positioning

4. Market Data / Sales Strategies

5. Marketing Support













6. Operating Instructions

7. Pallet Plan

3. Positioning

3.1 Competitors

3.1.1 Application comparison













	Puzzi 8/1 C 	Cleanfix TW 300 S 	TMB Extract P 12 	Numatic CTT 370 
Transportation comfort	 <p>Light weight machine, ergonomic handle, suction tube, hose and power cord can be fixed at the machine.</p>	 <p>Light weight machine, transported at a handle like a bucket, handle carves in the hand. Tube, hose and power cord have to be transported apart.</p>	 <p>Machine is very heavy, handle carves in the hand. Tube and hose have to be transported apart.</p>	 <p>Light weight machine with tube and hose. Tube can be put inside the handle, hose hangs down during transportation.</p>
Transportation with accessory	<p>Hand tool can be stored at the back of the machine. Power cord can be fixed at the hook.</p>	<p>Accessory can not be stored at the machine, has to be transported apart.</p>	<p>Only power cord can be stored at the machine, other accessory has to be transported apart.</p>	<p>Suction tube and power cord can be stored at the machine, other accessory has to be transported apart.</p>
Chassis	 <p>2 large wheels at the back, 2 castors in the front</p>	 <p>4 castors</p>	 <p>4 castors</p>	 <p>2 large wheels at the back, 2 castors in the front</p>

* measured data from Kärcher test facility

3. Positioning

3.1 Competitors

3.1.1 Application comparison







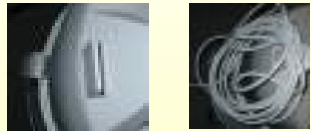


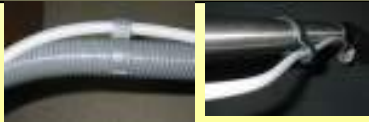
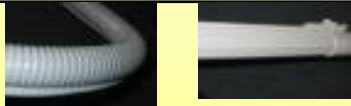





	Puzzi 8/1 C 	Cleanfix TW 300 S 	TMB Extract P 12 	Numatic CTT 370 
ON/OFF – switch	 <p>2 switches (spray pump/ suction turbine). Large foot-operated switches on top of the machine.</p>	 <p>2 switches (spray pump/ suction turbine). Small switches at the bottom of the machine, switches to small for appliance with foot.</p>	 <p>2 switches (spray pump/ suction turbine). Small switches on top of the machine, user has to stoop.</p>	 <p>2 switches (spray pump/ suction turbine). Small switches on top of the machine, user has to stoop.</p>
Transparent Cover	 <p>Large transparent cover. User can control dirty water during the cleaning process.</p>	 <p>Large round transparent cover. User can control dirt water during the cleaning process.</p>	 <p>Not available. No controlling of the throughput possible.</p>	 <p>Not available. No controlling of the throughput possible.</p>

* measured data from Kärcher test facility

3. Positioning

3.1 Competitors

3.1.1 Application comparison









	Puzzi 8/1 C 	Cleanfix TW 300 S 	TMB Extract P 12 	Numatic CTT 370 
Power cord storage	 <p>Power cord can be fixed at the fold-out hook.</p>	 <p>Not available</p>	 <p>Power cord can be stored at the cable hook on one side of the machine.</p>	 <p>Power cord can be winded badly around the handle.</p>
Suction tube with Spray water line	 <p>Spray water line integrated at the hose and into the tube.</p>	 <p>Spray water line hangs down, bad fastening.</p>	 <p>Spray water line integrated at the hose and into the tube.</p>	 <p>Spray water line tightened fixed at the tube, integrated into hose.</p>
Filling of fresh water tank	 <p>Separately from the dirt water tank. Could be filled with dirt water bucket.</p>	 <p>Container of the machine can be filled with dirt water tank.</p>	 <p>Small, half-round, removable fresh water tank with handle, in dirt water container.</p>	 <p>Round fresh water tank, removable, can be carried and depleted like bucket, inside dirt water container.</p>

* measured data from Kärcher test facility

3. Positioning





3.1 Competitors

3.1.1 Application comparison

	Puzzi 8/1 C 	Cleanfix TW 300 S 	TMB Extract P 12 	Numatic CTT 370 
Dirt water depleting	 <p>Dirt water tank could be depleted by removable bucket.</p>	 <p>Dirt water tank can be removed and depleted at the handle.</p>	 <p>The whole container with the chassis has to be depleted.</p>	 <p>The whole container with the chassis has to be depleted.</p>

* measured data from Kärcher test facility

3. Positioning

3.1. Competitors		Puzzi 8/1 C	Nilfisk Alto TW 300 Car	TMB Extract P 12	Numatic CTT 370
3.1.2 Technical comparison					
1. Technical Data					
Motor rating (max.)	W	1380	1047*	1200*	1200*
Vacuum	kPa	23,0	21,3*	15,8*	23,4*
Air flow rate	l/sec	61	53*	65*	48*
Tank capacity (Freshwater)	l	8,0	5,9 *	3,7*	5,8*
Tank capacity (Dirtwater)	l	7,0	8,1*	24*	19*
Weight (without accessories)	kg	9,0	8,1*	8,2*	8,8*
Noise level	db (A)	71	69*	77*	71*
Power cord length	m	7,5	7*	7*	10
Dimensions l x w x h	mm	530 x 330 x 440	415 x 404 x 527*	390 x 396 x 547*	355 x 510 x 370*
2. Accessories					
Hose ID	mm	32	35	35	35
Suction hose	m	2,5	3	2,5	3,5
Upholstery tool		X	X	X	X
Floor tool	mm	optional 230 mm	optional	X	optional
3. Features					
Accessory clip		X	---	---	---
List price machine in Germany	€		455,-	299,-	329,-

* measured data from Kärcher test facility

3. Positioning

3.2 Target groups



15%
Rental
Business

5%
Others

20%
Contract
cleaner



20%
Automotive
sector



15%
Shops,
Boutiques

25%
Hotels



Photos similar

1. Management Summary

2. Product Description

3. Positioning

3.1 Competitors

3.1.1 Application
comparison

3.1.2 Technical
comparison

3.2 Target Groups

4. Market Data / Sales
Strategies

5. Marketing Support

6. Operating Instructions

7. Pallet Plan

4. Sales Strategies

- ◆ Qualified Kärcher specialist dealer
- ◆ **Direct Sales** to the key accounts of the main target group contract cleaners and hotels
- ◆ Purchasing associations of hotels and restaurants (gastronomy demand)
- ◆ Wholesalers for contract cleaners (IGEFA)
- ◆ Trading support through selective marketing measures to smaller contract cleaners and hotels
 - Advertisements in professional journals
 - Direct Mailing
 - Proposals for promotions

1. Management Summary
2. Product Description
3. Positioning
- 4. Market Data / Sales Strategies**
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

5. Marketing-Support / PR-News

Brochure Puzzi 8/1 C

Part number: 0.015-013

Puzzi 8/1 C



Kurze Trockenzeit und fasertiefe Reinigung:
Das kompakte Sprühextraktionsgerät für Polster und kleine Teppichflächen



1. Management Summary
2. Product Description
3. Positioning
4. Market Data / Sales Strategies
- 5. Marketing Support**
6. Operating Instructions
7. Pallet Plan

6. Operating Instructions

6.1 Language Volume of Operating Instructions

German
 English
 French
 Italian
 Spanish
 Portuguese
 Dutch
 Greek
 Turkish

Swedish
 Finnish
 Norwegian
 Danish
 Estonian
 Lettish
 Lithuanian
 Russian
 Ukrainian
 Polish

Hungarian
 Czech
 Slovak
 Slovenian
 Rumanian
 Croatian
 Serbian
 Bulgarian

Japanese

1. Management Summary
2. Product Description
3. Positioning
4. Market Data / Sales Strategy
5. Marketing Support
6. Operating Instructions
6.1 Language Volume of Operating Instructions
7. Pallet Plan



x = available

6. Pallet Plan

		Puzzi 8/1 C
Dimensions (LxWxH)	mm	
	- Pallet	1200x800x144
	- Carton box	591x397x491
	- Total height	2108
Weight (app.)	kg	
	- Machine	13,5
	- Pallet	236
Machine per Pallet	Pcs.	16
	- Layers per pallet	4
	- Machines per layer	4



1. Management Summary
2. Product Description
3. Positioning
4. Market Data / Sales Strategies
5. Marketing Support
6. Operating Instructions
7. Pallet Plan

