

**SCAFFS UK**

Always In *Pole Position* For Scaffolding

# Franchise Prospectus

2025 / 2026

# WHAT IS ScaffsUK?

ScaffsUK is the UK's leading scaffolding supplier — a brand built on decades of real-world industry experience, supplying scaffolders, contractors and developers with the gear they actually need, when they need it.

We've taken everything learnt on sites, in depots, and across large-scale commercial projects, and built a modern, efficient supply model powered from our Longridge headquarters.

Our focus is simple: deliver high-quality scaffold systems, fittings, boards, tubes, safety gear and specialist access solutions with outstanding service and nationwide consistency.

ScaffsUK was created to bring genuine industry knowledge into one place and build a nationwide network that raises the standard for scaffolders across the country. Backed by years of hands-on experience and a deep understanding of what the trade really needs, we're committed to supplying reliable products, transparent pricing and a trusted brand presence that stands out.

**SCAFFS UK**



ScaffsUK Preston

**SCAFFS UK**

01

# WHAT IS ScaffsUK?



## // We Grow With Our Partners, Not Ahead Of Them

**Our mission is straightforward:** Build long-term, profitable scaffold supply branches with strong foundations and a loyal customer base.

We listen to scaffolders, test everything ourselves, and refine every process before it reaches a franchise partner. Every system, workflow and product offering has been proven inside our own operations first — so when you receive it, it's ready to work from day one.

Our culture is built on partnership. You're not just buying into a name — you're joining a network that supports you at every stage. We guide, mentor and empower you with the knowledge, structure and tools to build something solid.

## // The blueprint is proven. The model is ready to scale.

Your branch becomes part of a national brand designed to help you grow confidently and sustainably.

### **This is your next step**

— a new chapter, backed by a supplier the industry already trusts.

# FRANCHISE

## What a ScaffsUK Franchise Consists of...

Many people dream of running their own business — not just for the financial gains, but for the independence and stability that come with it.

**// Starting from scratch carries risk.**

A ScaffsUK franchise gives you the advantage of entering the market with:

- **A proven brand**
- **A fully structured operational system**
- **Trusted product lines**
- **A strong support network**
- **A blueprint built through real industry**

**// You skip the trial-and-error.  
You start with the tools that already work.**

# FRANCHISE

## What a ScaffsUK Franchise Consists of...



### // ESTABLISHED TRACK RECORD

You're joining a brand with a national customer base, strong demand, and a product range that moves every single day. Our system has been refined and proven inside our own operations — you receive a well-tested playbook, ready for immediate use.

### // FASTER START-UP

We provide training, stock knowledge, systems setup, and guidance on day-to-day operations. You'll hit the ground running with hands-on support from people who already operate successful branches — not theory, real experience.

### // LOWER RISK

Suppliers, pricing structures, logistics, marketing, click & collect, and internal systems are all set up for you. You focus on serving customers and growing your territory — without facing the usual start-up pitfalls.

### // BRAND POWER

ScaffsUK is one of the fastest-growing scaffolding suppliers in the UK. Our name already carries trust. Scaffolders recognise the brand and know what we stand for: reliability, straightforward service and proper gear. Your branch gains instant credibility from day one.

# WHAT WE DO

## A Look At Your Branch

Whichever route fits your space, the outcome is the same:

**A turnkey setup, built to perform from day one**

### // Yards Ahead of The Competition

We convert a simple yard into a fully branded ScaffsUK operation. Using high-quality converted containers, we build a clean, organised office and trade counter setup — efficient, presentable and unmistakably ScaffsUK. Our team designs your full layout, creating visual plans and operational flow models to match the standard of our Longridge and national locations.



// Artist Impression

### // As a Unit We Are Strong

We apply the same process to transform warehouse units into fully functional ScaffsUK branches. We map the layout, stock the space, implement systems, and prepare it for launch exactly as we do internally. You also receive on-site training, software onboarding and launch support from our team.



// Artist Impression

**Two Pathways. One Standard. Both Built To Win.**

# WHAT WE DO

## Products & Sourcing

Innovation sits at the heart of ScaffsUK. Every product in our range has a purpose, a story, and a level of development that puts us miles ahead of traditional merchants. Our approach combines industry-leading research, exclusive partnerships, global sourcing, and full control over product access—giving every franchisee a competitive edge from day one. This is how we build a range that performs better, lasts longer, and delivers stronger margins for you and better value for your customers.

### // Product Research & Development

We constantly evaluate new scaffolding products, safety equipment and access solutions. Anything worth adding to our range goes through testing, refinement and quality analysis. **Our goal:** supply gear that performs better on site and lasts longer in real conditions.

### // Exclusive Product Range Access

As a franchise partner, you receive dedicated access to ScaffsUK's full product range — tubes, fittings, boards, ladders, edge protection, PPE, system components, branded gear and more. We do not supply external merchants, protecting your territory and your margins.

### // Product Patents & Innovation

We partner with industry experts and manufacturers who have helped shape the modern scaffolding sector. Our range includes proprietary solutions, specialist systems and gear designed for heavy daily use. Franchisees benefit from products competitors do not have access to.

### // Global Sourcing & Manufacturing

We source materials and products from trusted manufacturers across the UK, Europe and overseas to ensure reliability, consistent quality and strong margins. This global network supports robust supply chains for every branch.



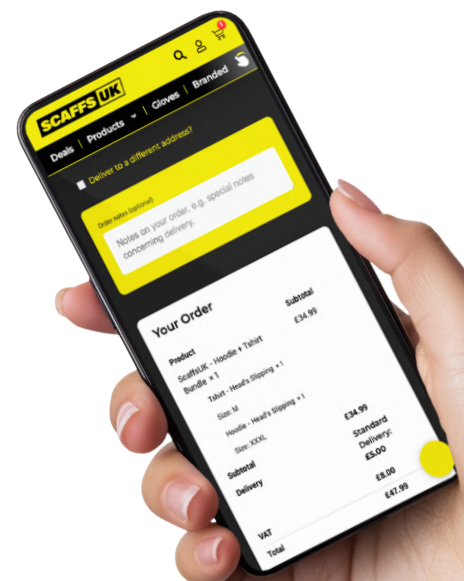
# WHAT WE DO

## Click & Collect

Our Click & Collect system is an industry-leading platform that powers our national network. Customers can order from anywhere and collect from any ScaffsUK branch with total confidence. The process is fast, seamless, and reliable—giving franchisees an automated workflow that keeps operations smooth and customers constantly impressed.

### 01 - Order Placed Online

Customers choose their products, select your branch, and checkout in seconds. Franchisees receive accurate orders instantly, with zero manual handling and no room for error.



### 02 - Our Systems Sync Everything

Invoices, stock levels, and payments are processed automatically across all branches. This keeps franchisees protected from overselling and ensures customers always get the right stock at the right place.

### 03 - Automated Updates Sent

Our order flow updates the customer at every stage via email and SMS. Franchisees stay organised, customers enjoy complete transparency from purchase to pickup.

### 04 - Collect & Return

Customers collect their order fast and hassle-free. The system then re-markets to them automatically, driving repeat visits and long-term loyalty for your branch.



# WHAT WE DO

## A Wealth of Knowledge

### Gary Micallef

Gary is the founder and face of Scaffs UK Supplies — a construction man with 17 years in the game and a reputation for connecting the dots in ways others can't.

From scaffolding yards to major building sites, Gary's built relationships across the UK and overseas, giving him international connections that feed directly back into the trade.

After nearly two decades watching big suppliers play the same tired game — buy cheap, sell high, leave the workforce holding the risk — Gary built Scaffs UK to flip the script. My vision is simple: bring in better kit, cut out the nonsense, open doors for innovators, and support the people actually doing the graft.

Driven by honesty, quality and long-term relationships, Gary continues to push Scaffs UK forward — developing new products, opening routes to market and building a network that's reshaping how construction gear reaches the people who rely on it every day.

### Nick Barber

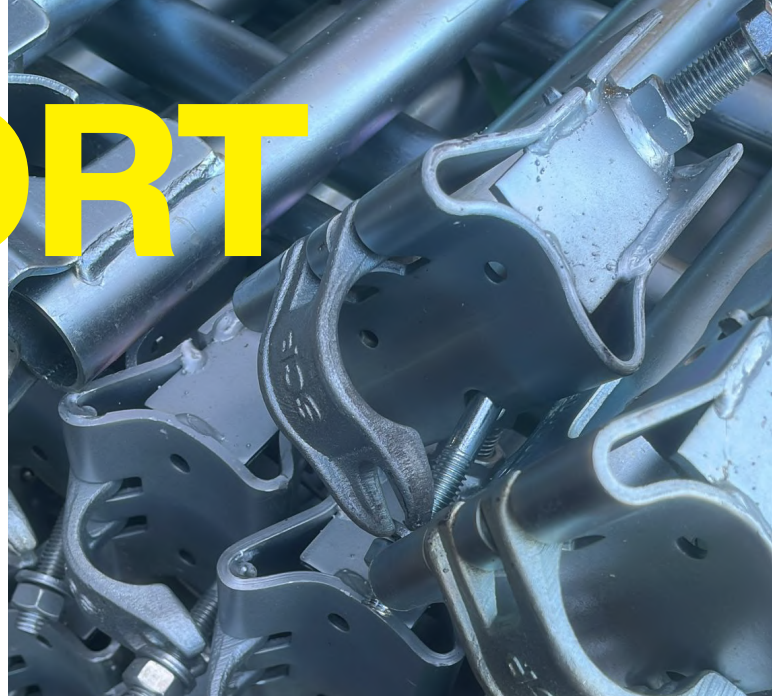
Proven background in sales, marketing and product design for over 40 years. Working within blue chip companies such as Bahco Tools part of Snap on. Leading projects that have delivered 3 Red Dot design awards and winner of hand tool awards.

Over 20 years of developing and purchasing from China and still working with some of those contacts on design and purchasing.

Level headed and having an eye for detail has been instrumental in this long lasting relationships from customers to suppliers.



# SUPPORT Is The Key



## Business Support

ScaffsUK franchisees receive ongoing support covering operations, training, sales, marketing and day-to-day depot management.

We believe strong branches come from strong relationships, clear communication and consistent structure.

Our goal is simple:

Provide a nationwide service built on trust, reliability and professionalism — one franchise at a time.

If you're looking for a business opportunity with real backing behind it, you're exactly where you need to be.

**If you're looking for a business opportunity with real backing behind it, you're in the right place.**



# SUPPORT

## Is The Key



### What Support Can You Expect?

You'll be fully equipped to launch and grow. Support begins on day one and continues throughout your journey.

### Head Office Support

During setup and your early trading period, our Head Office team is closely involved — guiding customer handling, ordering routines, stock allocation and depot structure. As you grow confident, you gain full control with us available whenever you need assistance.

**We are expanding our internal team continuously to ensure franchise partners receive:**

- Dedicated admin support
- Digital marketing assistance
- Operational troubleshooting
- Ongoing training for you and your staff

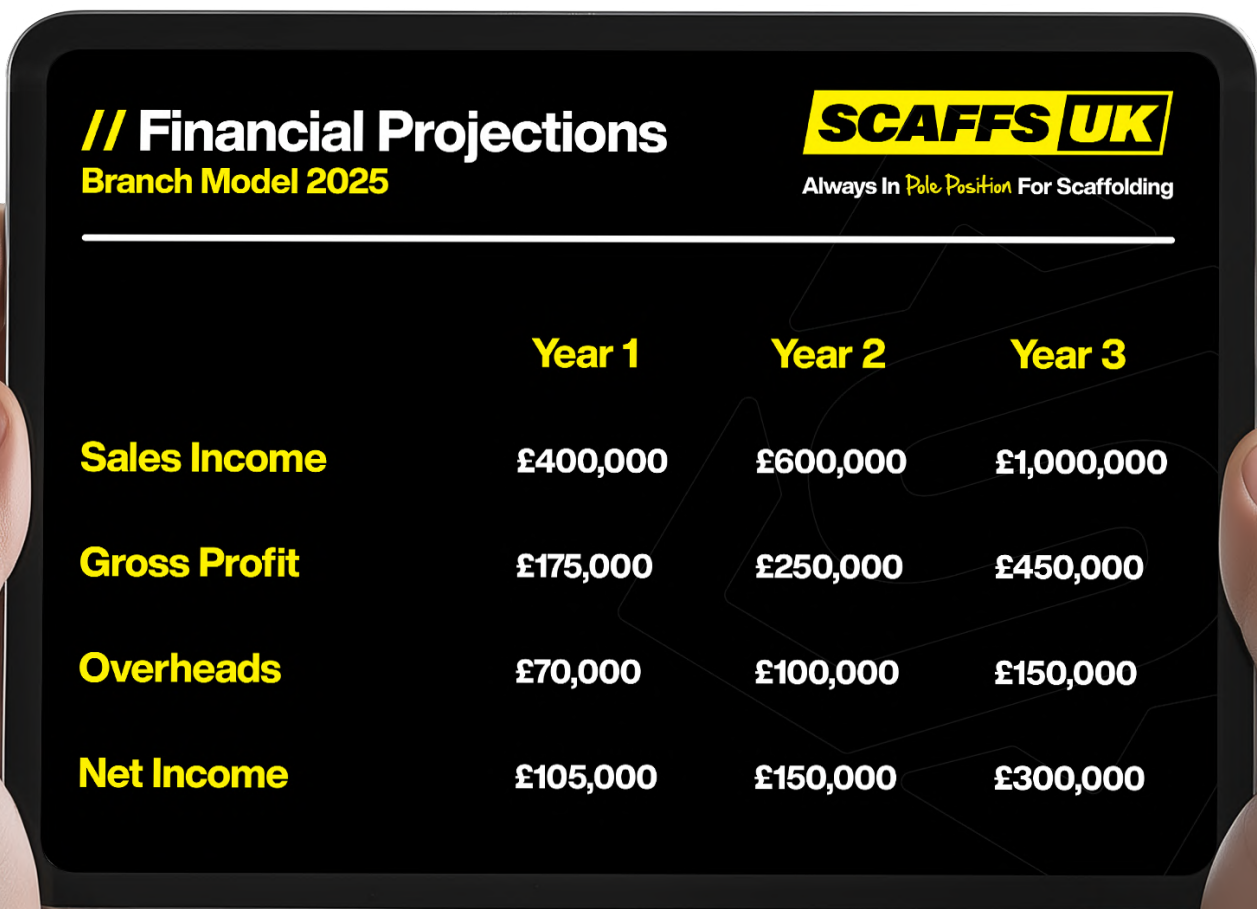
**You're never left to figure things out alone.**



# FINANCIALS

## Trading As A Franchise

Your first three years operating a ScaffsUK branch provide the foundation for long-term growth. These performance guidelines reflect realistic trading levels achieved across our network and demonstrate what a well-run scaffolding supply branch can reach with consistent effort, strong customer relationships and active engagement in the local trade community.



	Year 1	Year 2	Year 3
<b>Sales Income</b>	£400,000	£600,000	£1,000,000
<b>Gross Profit</b>	£175,000	£250,000	£450,000
<b>Overheads</b>	£70,000	£100,000	£150,000
<b>Net Income</b>	£105,000	£150,000	£300,000

Every franchise is different. Your accountant will help you tailor overheads, tax planning and salary structures to suit your situation. These figures act as a guide to show typical performance as your branch grows.

# FINANCIALS

## Franchise Package

**One package. Everything included. No add-ons.**

Our partner package gives you everything needed to launch your branch with confidence. It brings together the systems & training that make our model work so well from day one.

Feature	<b>SCAFFS UK</b> Express	<b>SCAFFS UK</b>
Dedicated Territory	✓	✓
Operations Manual & Pathway to Success	✓	✓
Our Stock & Sales Management Systems + POS	✓	✓
Computers, Payment terminals & Printers	✓	✓
Corporate Email, Website & Uniforms	✓	✓
Branch Stationery Pack — Launch Flyers & Business Cards	✓	✓
Full Launch Day Support with Branded Merchandise	✓	✓
Monthly social media support & marketing	✓	✓
3 Days Training at Head Office	✓	✓
2 Days On-Site Training, Support & Launch Execution	✓	✓
Ongoing Staff Support & Training	✓	✓
Starter Stock Contribution — Retail Value £10,000 inc. VAT	✓	X
Starter Stock Contribution — Retail Value £20,000 inc. VAT	X	✓
All prices are + VAT		
	<b>£17,495</b> + Fit-out Fee	<b>£29,995</b> + Fit-out Fee

You gain a complete framework, dedicated support and all the operational systems required to run a smooth, profitable branch. It's built to remove the stress, streamline your setup and give you the strongest possible start as a ScaffsUK partner.

# **SCAFFS UK**

Always In *Pole Position* For Scaffolding

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**We look forward to  
hearing from you.**