

Details:

Title	UK manufacturer of unique cleaning fabrics, cloths and pads seeks distributors with links to marine, commercial cleaning, healthcare and household markets
POD Reference	BOUK20150505001
Summary	A UK textile manufacturer is looking for partners to distribute a unique cleaning fabric made of recycled materials, which can be used with or without chemicals to deep clean a variety of hard and textured surfaces. The fabric retains dirt from the target surface by cleaning mechanically and can be reused time and time again by either being rinsed or laundered. As the company manufactures these products there is scope for customisation.
Description	<p>As the sole manufacturer of this unique product, the company has the ability to produce bespoke cloths in any size, colour, packaging or fibre length; adapting the product to meet the requirements of the local customer base.</p> <p>This product is currently widely available in the UK and European markets, and is becoming increasingly popular in other mature markets as a product for industrial cleaning companies and as a consumer product.</p> <p>The manufacturer has found considerable commercial interest in the marine market place where there tends to be greater restrictions on chemicals that can be used in a marine environment.</p> <p>The company is looking for distributors in the marine, commercial cleaning, healthcare and household market sectors and they will offer an off-the-shelf solution or, if required, a tailored product solution.</p>
Advantages and Innovations	<p>This UK company has developed and patented a cleaning fabric that takes deep, eco-friendly, cleaning methodology to the next evolutionary stage.</p> <p>Made from a combination of recycled and virgin materials, the technology has enabled the company to design and manufacture a range of cleaning products that yield excellent results with water alone. The fibres within the body of the fabric remove ground-in dirt. Loosened particles are subsequently held within the cloth's fibres and washed out by rinsing or laundering.</p> <p>This product has the advantage over microfibre that it can be used on surfaces with greater texture, giving it a larger range of uses and applications. It is particularly ideal for hard, natural products; non-slip areas; and textured surfaces. Additionally, the cloth is soft and non-abrasive without sacrificing cleaning performance.</p> <p>The product can be adapted to suit particular environments or tasks.</p> <p>The product actually delves into micro grooves in surfaces to remove dirt and can thus be used on very dirty, porous surfaces.</p>
Stage of Development	Already on the market
Comments Regarding Stage of Development	Already on the market and has commercial success in a variety of sectors.

IPR status	Patents granted Secret Know-how
Comments Regarding IPR Status	The company has some patents granted and trade mark protection pending. The process by which they make their cloths is a secret.
Profile Origin	Other

Keywords:

Technology Keywords	002007018 Advanced Textile Materials 003005008 Weaving related to Textiles Technology 003005010 Textile fibres
Market Keywords	008001015 Other speciality materials

Partner Sought:

Type and Role of Partner Sought	This UK company is looking for partners to distribute their product within the local commercial cleaning, marine, healthcare and household goods sectors. The company is seeking a distribution services agreement or joint venture agreement if the right opportunity presents itself.
Type and Size of Partner Sought	SME 11-50 SME 51-250
Type of Partnership Considered	Distribution services agreement Joint venture agreement

Client:

Type and Size of Client	Industry SME 11-49
Year Established	2008
NACE Keywords	S.96.0.9 Other personal service activities n.e.c.
Turnover (euro)	<1M
Already Engaged in Trans-National Cooperation	Yes
Additional Comments	Already in numerous territories and sectors including commercial cleaning, domestic, healthcare and marine.



Languages Spoken	Dutch English French German
Client Country	United Kingdom

Dissemination:

Sector Group	Maritime Industry and Services
---------------------	--------------------------------

Network Contact:

Issuing Partner	West & North Yorkshire Chamber of Commerce
Contact person	Joseph Kovacs
Phone	+44 (0) 113 203 1383
Email	joseph.kovacs@wnychamber.co.uk