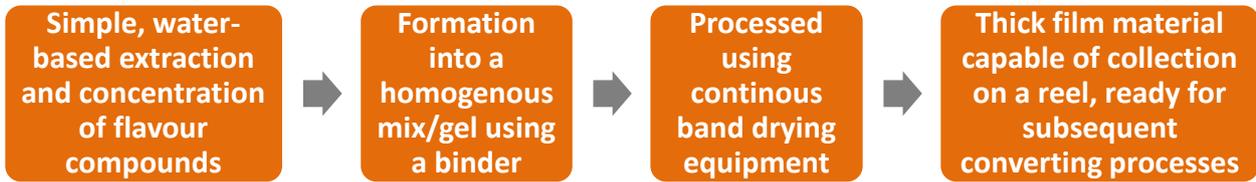


## Client Reference: KGB

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We are working with a UK ingredients manufacturer searching for commercial partners for the scale up and eventual production of a new food-grade product. The product is composed of a solidified thick film, which requires various processing steps: -



*Band cast drying (also known as continuous band drying or horizontal band drying) is a continuous process that uses a wide band or belt to convey product that is heated (by convection or conduction means) whilst passing through a chamber. Such equipment is used in various industries: food production (cereal products, seeds, gelatin, fruit juice concentrate, malts, etc); pharmaceutical industry (dissolvable and absorbable films for cosmetic and drug delivery); and the chemical industry (drying of pigments, dye-stuffs).*

The production process has been proven at pilot-scale and the company now wishes to engage with **partners with band casting capabilities and expertise of developing and manufacturing products using this equipment.** There is a **desire to work with partners that can also provide the extraction capability and preparation of the gel for processing,** although the client is also willing to provide the necessary assistance to implement this. Further requirements are: -

### Essential capabilities

- Ability to manufacture either small/intermediate volumes and/or full scale commercial quantities using band casting equipment
- Experience of film forming and drying techniques

### Ideal capabilities

- Ability/flexibility to provide extraction and gel formation processing capability
- Experience in the research and development of ingredients using the above processes
- Experience dealing with multiple products, and so provide self-contained or clean room facilities
- Basic chemical and physical analyses

Ultimately the client is looking for commercial scale production (50-150 tonnes per year), but at present is also interested in partners able to provide small scale and intermediate/semi-industrial scale processing to provide proof of manufacturing scale (50-200kg). The focus is on companies used to working with manufacturers wishing to optimise their production processes and so have access to a wide range of equipment and expertise (e.g. for creating the gel or slurry, a highly viscous material). Our client is most interested in UK and European processing capability, but due to their global reach is happy to consider partners with appropriate expertise in North America and Asia.

Our client is keen to connect with potential partners to understand their experience and capabilities for the short-medium term and long-term development opportunities. The client will work with any potential partner to conduct trials prior to any supply agreement. Please send further information on any proposed company, their industry experience / products processed, manufacturing facilities and accreditations to Vicki O'Brien, Director on [vicki@strategicallies.co.uk](mailto:vicki@strategicallies.co.uk)