

We are working with an established manufacturing company that is **seeking suppliers of food grade microcapsules for flavour and/or fragrance release** in a new product development application. The client is looking for a supplier of small samples for product testing in the short-term, with commercial volumes in the medium-long term.

Our client would like to identify suppliers with an existing portfolio of solutions that may be immediately applied or customised to meet their product need. The encapsulation **solution MUST** be:

- Food or pharmaceutical grade
- Commercially available (i.e. off-the shelf) or requiring very minimal development prior to commercial availability
- Within the microcapsule range

In addition to the above, an ideal solution should have:

- Multiple / variable triggering mechanisms for release e.g. time, temperature, pH, enzymes, shear, etc.
- The ability to be printed or applied onto surfaces and therefore withstand associated processing conditions (e.g. 50% of microcapsules still intact after processing)

Potential **suppliers MUST** have the ability to:

- Rapidly encapsulate a range of flavours and fragrances and provide samples for testing with a quick turnaround (e.g. 100-500g samples in 1-4 weeks)
- Access their own flavour houses (i.e. our client does not want to supply the flavours themselves)
- Provide full disclosure of ingredients of the encapsulation technology and the actives that they encapsulate

We are keen to correspond with any solution provider that can meet the specification above. Companies with experience of applying microcapsules to surfaces such as paper (e.g. for consumer marketing applications) are particularly interesting. Nevertheless, if there are companies that are unable to achieve one or two conditions, we would like to hear from them to understand the extent of their limitation and assess if there is still scope to review further. Our client is willing to explore all reasonable commercial agreements although a supplier-type relationship would be preferred.

Please get in touch and send preliminary questions and information on any proposed opportunity to the project leader for this search: - **Fatuma Baraza** ([fatuma@strategicallies.co.uk](mailto:fatuma@strategicallies.co.uk)). Thank you!