

The client

The client **manufactures a range of products for the FMCG market** and is actively searching for ways to **improve the sustainability of their products** and associated packaging without compromising on performance. They currently use a thermoplastic non-woven material to wrap food-grade ingredients for use by the consumer (example products could include tea bags, beverage filters), but this is not biodegradable or compostable and is not suitable for plastic recycling schemes. Whilst there is an increasing number of biodegradable or compostable alternatives to plastic-based nonwovens (e.g. bioplastics), many are not compatible with traditional heat-sealing equipment used in FFS (Form, Fill, Seal) production lines without the use of thermoplastic binders. This could result in the end-product still being considered as single use plastic, and so would be likely to face future regulation regarding waste disposal in some geographies.

The search

The client is therefore searching for a **sustainable, non-woven material that does not require use of a polymer binder to seal the edges**. Potential materials should meet the following requirements: -

- **Food-grade certification** (*for development projects, a reasonable expectation to receive food-grade certification is acceptable*)
- **20 – 45 gsm basis weight**
- **Neutral taste profile** (*i.e. not affect the taste of the contents*)
- **Allow robust sealing to form a pillow type package** (*i.e. seal on 2 or more sides by heat seal or alternative mechanism*)
- Provide a **12 month shelf life** (*in the presence of some moisture from product contents*)
- **Capable of use on standard high-speed processing equipment** (*have sufficient tensile strength*)
- **Global availability / volumes ideally within next 12 – 18 months**
- **Material samples should be available for testing** in client's laboratory and/or pilot plant
- **Minimal CAPEX requirement for any additional equipment** (*the client will consider alternative sealing mechanisms not requiring binders for the right material*)

Biodegradable and/or bio-based materials meeting these requirements are of high interest

What the client can offer

The client is a large and established business with global brands and has excellent market access to introduce new products. They are searching for companies that will become trusted material suppliers for their range of products. This therefore represents an excellent business opportunity for an ongoing partnership with a leading brand partner. All potential suppliers should be able to demonstrate their capability to provide such materials by way of supporting documentation.

Please request and complete the Capability Questionnaire for this search and return with any supporting information, or provide details of any potential supplier to – Diane Kolonko via diane@strategicallies.co.uk