

The client

We are working with an **established and global manufacturer of FMCG products**, utilising a **variety of liquid, semi-liquid and powder raw materials** in their production processes. Such materials are delivered in bulk from external suppliers and held in large storage tanks before being transported along extensive piping to processing equipment. Many of the raw materials are kept 'topped up' ensuring a continuous supply for manufacturing, and it has not been necessary to flush and clean the system. However, some raw materials have a **tendency to adhere to surfaces of the tanks, pipes and pumps , building up a residue over time** and are not responding to water-based cleaning. Therefore, in order to maintain high-quality raw materials and finished products, they are looking for a solution to **effectively clean all systems to allow for robust sanitization**. This will require both a "deep clean" to remove existing residue and build up, and a cleaning solution for ongoing maintenance.

The search

The client is actively searching for **effective, quick and minimally invasive cleaning solutions for their manufacturing systems (including tanks, pipes and pumps)**. Due to the scale and complexity of the production plants, the systems cannot be fully disassembled (but can be sectioned off) and access can be limited, so solutions that have minimal manual intervention are preferred. Potential solutions should be applicable to the following: -

Raw material

- Polymer / water based slurry (*kept at room temperature, not soluble in water or traditional solvents, has a high melting point and a viscosity of 1500-3500 cp*)

System

- Pipes with small diameters (less than 10cm) and varying lengths (up to 100m)
- Complex system includes instrument ports, angles, dead legs and not designed to be pig-able
- Wet/dry tanks of varying capacity (1-30 tonnes) with internal agitators
- Sanitary tubing to 32RA finish
- Not rated for high pressure or flammable solvents

Requirements

- Effective cleaning solution (visual assessment of bare metal for tanks / borescope for pipes)
- Use noncorrosive chemical agents compatible with stainless steel surfaces and elastomer joints
- Minimal impact on wastewater stream and provide acceptable risk assessment by plant HS&E
- Ideally not use acid-based cleaning solutions
- Minimal downtime (ideally online cleaning solution is preferable)
- Be demonstrable in the next 6 months (ideally in a production setting, but could be lab-based)

Solutions applicable to the petrochemical, paint, coatings, textiles and food industries are of high interest.

What the client can offer

The client is a large and well established business with production plants globally and is searching for potential technology partners and service providers that will become trusted suppliers. This therefore represents an excellent business opportunity for companies looking to extend their market reach and benefit from an ongoing commercial relationship with a leading manufacturer.

Please provide details of any potential technology partner or service provider to Diane Kolonko via diane@strategicallies.co.uk