The client

We are working with an **established and global manufacturer of FMCG products**, producing a variety of liquid products. The production line includes tanks of various sizes and extensive piping to deliver raw materials and finished product to processing and packaging equipment. The client uses a **silicone emulsion as a processing aid** to control foaming during mixing and bottling activities. The silicone defoaming agent is regularly used at ambient temperatures throughout the production plant. However, during some processing or regular cleaning, **when temperatures are elevated** (e.g. from 22°C to 85°C), the silicone emulsion **undergoes a transformation, coalescing to form an elastomeric silicone deposit on all surfaces**.

The search

The client is therefore actively searching for **effective, quick and minimally invasive cleaning solutions for their manufacturing systems** (including tanks and pipes) to remove the elastomeric silicone deposits and allow for subsequent sanitization. Potential solutions (*chemical solution preferred*) should be applicable to the following: -

System

- Pipes with small diameters (less than 10cm) and varying lengths (up to 100m)
- Tanks of varying capacity (1-100 tonnes) with low energy input spray balls
- Not rated for high pressure (< 10 bar) or flammable solvents

Requirements

- Effective cleaning solution (visual assessment of bare metal for tanks / borescope for pipes)
- Use chemical agents compatible with stainless steel (SS316 L) surfaces and elastomer (Viton) joints
- Flash point ≥60°C and provide acceptable risk assessment by plant HS&E (e.g. low odour)
- Minimal downtime (e.g. <6 hours) - ideally online cleaning solution is preferable
- Be demonstrable in the next 6 months (ideally in a production setting, but could be lab-based)
- Clear plan for removal of chemical cleaning agent if not soluble in water
- Clear method for confirming removal of chemical cleaning agent if not soluble in water

Solutions could be chemical or mechanical (or a combination of both). The client has already tested a number of solvent-based methods, but they don't meet one or more of the above requirements. For example, solvents with too low a flash point, or in the case of some non-polar solvents they require lengthy exposure times and mechanical action to disperse the build-up.

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