Our client is part of a European group manufacturing a range of innovative non-woven fabrics which are further converted by their customers for use in technical applications. The client currently uses various manufacturing techniques, including chemical bonding and spunlace (hydroentanglement) processes. Client is keen to find innovative materials and processes which will allow them to **functionalise their non-woven products** and extend sales into a wider customer base. Many of their customers are looking for low-cost alternatives to more expensive woven materials or composites provided by other suppliers.

We are therefore keen to **find innovative materials, processes and products relating to advanced non-wovens**, in the following areas:-

Raw Materials

Company uses mainly cellulose-based (Viscose), Polyester and Acrylic fibres and is interested in:-

- Low cost replacement for Viscose – needs to be soft, absorbent, bio-degradable, non-linting
- Green / Sustainable materials and chemicals
    - e.g. use non-oil based fibres / chemicals / replace Latex with bio-based polymers
- Cheaper chemicals
- Improved adhesive solutions
- Biodegradable materials / easily recyclable (need to be low cost)
- New fibres that can be mixed with existing fibres to give new properties – e.g. glass fibres
- Flushable raw materials, including fibres

Processes to give new properties

Cost effective additives / processes to increase the functionality and replace further converting:-

- Improved appearance
- Enhanced mechanical properties / strength (vertical & horizontal)
- Water / oil repellency (e.g. for 1 side only, so material is absorbent AND repellent)
- Indicator technologies (stimuli based)
- Self-cleaning / Antibacterial / Sterile
- Coloured / Fluorescent / Decorated
- Conductive / Magnetic
- Fire retardant
- Finishing of edges
- Time release of actives – e.g. fragrance
- Controlling properties – e.g. pore size for filtration

Markets

- Medical (drapes, etc)
- Automotive
- Building / Wood industry
- Construction / Building (Acoustic / electrical insulation and laminates)
- Household cleaning
- FMCG – niche applc. to replace wovens
- Filtration
- Agricultural
- Technical textile replacements – for fashion / military / sports clothing, etc.
- Personal hygiene (e.g. depilatory strips)

Client is interested in finding strategic partners serving alternative markets, or with proprietary technologies / products

The client company is very customer orientated, and is known for its ability to develop new materials for specific applications and respond quickly to stock requests. They have experience collaborating with technical partners to find the right solution, and end products are often specified by end-users due to their quality and reliability. The company is keen to extend sales into a wider customer base, by offering additional materials to existing and new customers who may not have yet considered a non-woven substrate. Client is not interested in high-volume commodity products, but specialised technical materials for niche markets.

We are willing to explore any reasonable commercial arrangements, including licensing, strategic alliances or partnering arrangements and outright acquisition. Please send preliminary information on any proposed opportunity to: Mrs Elaine Rhodes, Operations Manager. Thank you!

Strategic Allies Limited.
The Red and White House, 113 High Street, Berkhamsted, Herts. HP4 2DJ, UK.
Tel. +44 (0)1442 860634 Email: elaine@strategicallies.co.uk