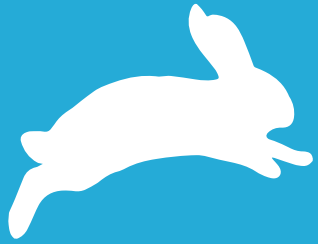




simple in any language

The environmentally responsible,  
sustainable cleaning system



Accredited by Cruelty Free International, The Vegan Society and awarded the EU Ecolabel.



We say no to single use plastic – our patented bottle system lasts the contract's lifetime



92% reduction in volume,  
97% reduction in weight



Zero waste – just add water... our products dissolve



Deep clean



## Our Vision

“We aim to become the leading producer of effective and value-for-money cleaning concentrate, packed in water-soluble film sachets and made by adopting the highest possible ethical standards. We are excited to show you the benefits of our systems and demonstrate how we can make a significant contribution to your business and environmental goals.”

Alex Thompson, Managing Director



**Solupak is a UK developer and manufacturer of water-soluble daily cleaning and disinfectant products for commercial, domestic and leisure use across many industries.**

Our specialism is water-soluble products, either liquid or granules, which are effectively contained within PVOH films until the point of use. With over 20 years of experience, we are proud to have become the 'go to' manufacturer for many leading brands who partner with us to develop, formulate, and distribute cleaning products packaged within a water-soluble film. Some of our existing customers include John Lewis Partnership, Greggs, BASF, The Tower of London and Kensington Palace, as well as other household names, and we distribute as far afield as Australia and India. All our products are designed for regular use; a significant benefit to the cleaning, catering and facilities management industries as locations with small teams can be provided with low cost, low volume, easy to use, safe products:

Our product range is extensive and the latest addition to the range is our Anti-Viral Cleaner. The product is tested to the highest EN 14476:2013 + A2:2019 standards for effectiveness of virucidal kill, including strains of coronavirus. This effectiveness is also improved by adding water at the time of use, guaranteeing maximum life of the product and with a 5-minute kill time, the Anti-Viral Cleaner is certainly our cleaner of choice.

- Without requiring large, expensive dosing systems.
- Without relying on operatives dosing correctly.
- Without having expensive ready to use products.
- Without waste; just add water... and they dissolve.

- With the highest possible environmental accreditations.
- With the guarantee that the active ingredients are optimally dosed.
- With a product for all applications.



## A Planetary Crisis

The driving force behind Solupak's products, packaging and distribution is our focus on having a low environmental impact, which we apply throughout the business.

### **More Ocean... Less Plastic**

In 2017, the plastic pollution problem was, quite rightly, described as 'a planetary crisis' by the United Nations. Since then, the visibility of the problem has become ever more evident.

The magnitude of the crisis we face demands system change, which is exactly what Solupak can provide.

As public awareness continues to grow around the scale of the issue, our products become more relevant to our customers and are a considerable contributor to their corporate environmental and social responsibility targets.

The drastic and immediate reduction of single use plastic is of critical importance because of the environmental challenges we face today. The Solupak product range offers a unique suite of benefits along with significant, verifiable reductions in the amount of waste and energy your business operation generates.





## Reduce and Re-use... Let's STOP Before Recycling

Since the first Earth Day and the introduction of the Mobius Loop as the symbol for Reduce, Reuse, Recycle in the 1970s, recycling has increasingly been seen as the solution to our ever increasing use of single use products and packaging.

The UK recycling systems are almost at breaking point, despite hundreds of thousands of tonnes of plastic packaging shipped to China each year, because the UK does not have sufficient capacity to treat it here. China stopped imports of foreign materials for recycling in 2018, which is tipping the already stretched recycling sector into crisis. Industry sources are warning that plastic waste could end up in landfill or incinerated.

### **The Solupak Solution: Don't Landfill... Refill**

The Solupak approach has always been to minimise recycling of materials that are used in our products and packaging.

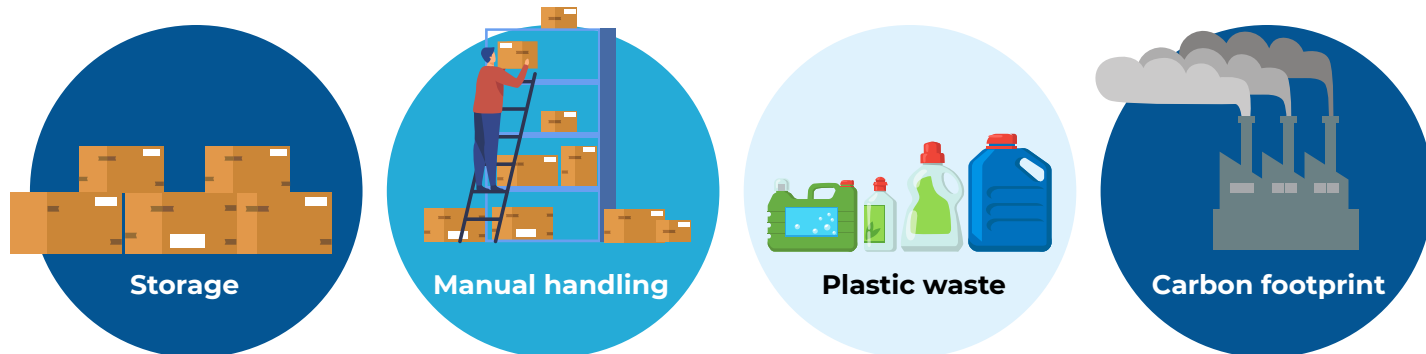
Our patented spray bottles are designed to be used daily, year after year, without any problems. Just in case they reach the end of their useful life (none have reached that point yet!) they are also fully recyclable. The sachets are packaged in waterproof materials that can be re-used on site for several years. At the point when they need to be replaced, they also can be included in the mixed dry recycling materials taken from a site for re-purposing.

### **Being Part of the Solution**

From the work we have completed with our clients, we know that the saving in plastic waste is between 4kg and 25kg per cleaner, per year... that's a huge amount of plastic waste.

Liquid concentrate 5 litre bottles go into the waste stream in the same way as ready to use trigger bottles and we know that only 6 to 8% of plastic is recycled, which means that all other cleaning systems are a big part of the plastic problem.

## Reduce your...



when using Solupak products.



“Our product ranges offer a unique suite of benefits and significant, verifiable reductions in the amount of waste and energy your business operation generates.”

Alex Thompson, Managing Director



# Just Add Water... No Need to Transport it!

As part of our company ethos, we aim to protect natural resources in all areas of application. Using Solupak systems, zero water is transported meaning that the volume and weight of products in transit is low. Whilst this seems like a small benefit, our clients are always amazed by the effects this has on emission reductions through fewer transport miles and greater capacity within the transport vehicles.

### Putting this into perspective...

1 single pallet of our product is the equivalent to a 38 tonne truck full of ready-made products and half a truck of liquid dosing system product.



# Our Accreditations, Your Loyalty

**We don't test on animals, we never have and we never will.**

**We ensure that none of our raw materials are of animal origin or are tested on animals.**

**We are proud to be accredited by both Cruelty Free International and The Vegan Society as an approved manufacturer.**

We know that our products are produced ethically, sustainably and responsibly without exception and we want our customers to be certain of that. Our accreditations give you that certainty.



# Supporting YOU

Here at Solupak, we want to work hand in hand with our customers, to deliver a top quality cleaning range that's easy to use and kind to the environment. We do this through a combination of any of the following steps.

## 1. Technical Support

Through in-house design and development of new and existing products, we have considerable expertise to hand, to help our customers with their requirements. Often these requirements include specific issues or unusual applications, providing guidance for general cleaning issues or liaising with other experts for additional support. An example of such support and expertise can be seen in our partnership with Waitrose, where we worked alongside the Partnership's food biologists, testing and gaining approval for the use of our products in food prep and serving areas.

## 2. Product Development

Where a customer has a need that our core product range can't fulfil, we are able to develop solutions to fit.

## 3. Training and Product Support

As our products are so easy to use, minimal training is required. However, we are always happy to attend team meetings and training days, to visit larger sites and meet with area management, in order to provide guidance and go through the benefits. As a result of the COVID pandemic, we have moved training online, hosting Teams or Zoom tutorials, when requested. Here at Solupak, we are aware that it can be difficult to alter buying habits, which is why we offer support to our clients in the transition process, explaining the system to staff members so that they can get fully on board.

## 4. Bid Narrative

We are confident that our products have a significant edge over our competitors in terms of: our focus on lowering negative environmental impact, plastics use reduction, improved packaging, lessening harmful emissions and increasing real value for money. For our clients within the catering, cleaning and facilities management industries, we supply the teams with data, narrative, case study materials and collateral images to make up a bid of submissions and innovation papers.

## 5. Costs, Discounts and Comparisons

The distribution and manufacturing pool is rich with competitors, which is why choice often comes down to cost. There are many competing claims regarding cost per dose, with some organisations promoting high dilution ratios and low cost. We are confident that our products stand up against any of our competitors on a like for like dilution ratio; the dilution is critical to ensure that the active ingredients are at the correct concentration in order to effect the clean.







“We offer support to our clients in the transition process, explaining the system to staff members so that they can get fully on board.”



# Keeping it Simple

The products are so easy to use that we provide the instruction in pictures.

The 4-step process is:

-  1. Place the sachet(s) in the empty bottle / bucket / machine or other container
-  2. Just add water...
-  3. Agitate / shake / swirl the water until the sachet is completely dissolved
-  4. Use

The dissolving sachets colour the water making it immediately obvious where the trigger spray bottle is meant to be used and avoids potential cross contamination.



## Our Trademarked Bottle4Life Bottles are:



- Wide neck so the sachet can be easily placed in the bottle
- Permanently marked with the product label including diagrammatic instructions for use
- Marked to show the correct fill level

## Keeping Your Staff Safe

The pictorial guides and bottle labels reinforce this 4-step process, with the addition of colour coding to ensure correct use and to assist users with language or learning difficulties. The products are colour coded according to the relevant industry body, so for example, the Soluclean range is coded according to the British Institute of Cleaning Science (BICSc) colour coding, as shown on the previous page.

The dosing is always correct which means that the active ingredients in the sachets will work at the optimum level and costs are fully controlled at site level.

There is minimal risk of the concentrate coming into contact with the users' skin or eyes. No manual handling is involved when using or moving the products before water is added.

Our laminated wallcharts and key fob cards are provided to assist your staff; they provide details of the approved products you are using and can be supplied with your logo displayed.







# The Solupak Product Ranges

Soluclean meets every requirement of the contract cleaning industry. With low costs and low volume, the 4-step simple process is colour coded to BICSc and could not be easier to use. With the Solupak dosing technology, Soluclean can scale up to be suitable for your largest site or scaled down to just one small site, with trigger tabs provided in packs of 10, and floor cleaning tabs in packs of 10, 50 or 150. Products in this range meet every possible task; from damp wiping and sanitising, to machine cleaning and everything in between. In addition to this, Soluclean includes a range of smaller tabs, called ‘Mini Mop & Go’ - perfect for small buckets, pulse mop units and spillages.

“As a team, we constantly strive to achieve the highest standards of quality in our manufacturing with a close eye on our customers’ needs”

**Gary Wilson, Operations Manager**







Solucater is an award-winning range here at Solupak, meeting all the needs of the contract catering and high-street retail catering industries. The products within this range are food safe certified and effective degreasers, designed to maintain spotless food preparation areas. Approved and used by Waitrose, John Lewis Partnership and Greggs, it is no surprise that the Solucater range won the 'Innovation' category at the Society of Food Hygiene and Technology Awards.







The Soluwash Solupak range is designed for the catering and retail food industries, as well as for care and domestic use. The range works alongside the Solucater range, providing cost effective, safe and efficient, zero waste dishwasher sachets that work with feed in dosing for commercial dishwasher units. Large drums of dishwasher liquid are no longer necessary - one or two sachets of the Soluwash range provide the same, if not better results. Soluwash for laundry works on the same principle; one or two sachets completely replace the dosing system for commercial washing machines; reducing storage space, increasing safety in handling and significantly reducing haulage and distribution costs.



## Meet the Team

Solupak was formed in 1998 and is renowned as the leading expert in water soluble products. Over nearly 20 years, the company has worked with many leading brands to develop, formulate, package and distribute water soluble (PVOH) films and granules.

Based in Yorkshire in the North of England, we service the UK and are distributors for Europe, the Far East and Australasia. As specialists in commercial cleaning products, we employ a full in-house technical formulation and development team. Manufacturing is all done on site in the UK in addition to Solupak's concept, R&D, testing, manufacturing, packaging and distribution.

We are very proud of our eco credentials and are accredited by Cruelty Free International (formerly known as the BUAV) and Ecolabel (where applicable). All our products are vegan. We hold patents on our trigger range. Our product range is specially formulated for daily use with smaller pack sizes reducing transport and logistics costs. We are fully ISO accredited to ISO 14001, ISO 9001: 2015; you and your business are safe with us.

“The ability to control and develop our products we produce from cradle to grave makes our team as efficient and knowledgeable as possible.”

**Helen McDonald, General Manager**



**Alex Thompson**  
**Managing Director**

Alex oversees and has overall responsibility for the Solupak business. He is also involved with the research and development team as a key stakeholder for the design projects, as well as supporting Stephen Coleman with client relationships and business development.

**[alex.thompson@solupak.com](mailto:alex.thompson@solupak.com)**



**Stephen Coleman**  
**Sales Director**

Stephen is responsible for key client relationships. With his background in chemistry and product development, he is also a stakeholder for the R&D team and oversees bringing new products and product refinements to market.



**Helen McDonald**  
**General Manager**

Helen manages all the day to day operations at Solupak. From customer service through to manufacturing and distribution, she ensures the smooth running of business operations.

**[helen.mcdonald@solupak.com](mailto:helen.mcdonald@solupak.com)**





**Marcus McDonald**  
**Business Development Manager**

Marcus builds relationships with current and prospective customers. With his support, they determine their requirements and he advises how Solupak can help and provide solutions.

**[marcus.mcdonald@solupak.com](mailto:marcus.mcdonald@solupak.com)**



**Joanna Wilson**  
**Office Manager**

Joanna manages the day to day administration, internal sales and order processing, whilst supporting Helen across the operation at Solupak. Joanna is the first port of call for all customer enquiries on the telephone.

**[joanna.wilson@solupak.com](mailto:joanna.wilson@solupak.com)**



**Gary Wilson**  
**Operations Manager**

Gary has responsibility for the day to day smooth running of the manufacturing and packaging of products. The warehouse is also within Gary's remit, where he is ably supported by Steve, and both ensure that we always have the correct levels of the required stock items to fulfil orders.

**[gary.wilson@solupak.com](mailto:gary.wilson@solupak.com)**



**Steve Lister**  
**Dispatch Supervisor**

Steve makes certain that the products you need are sent on time and in full every time. He liaises with the couriers and distributors collecting and delivering the orders, as well as with Gary to ensure we have the right level of stock.

**[steve.lister@solupak.com](mailto:steve.lister@solupak.com)**



**Kevin Burgess**  
**Chairman**

Kevin is the chairman of Solupak and the major shareholder. He is also a board member at J1, Core and Medi-Clean. Kevin utilises his experience in many ways, including growing start-ups to multi-million pound global businesses, in what are challenging technical arenas.



**Sophie Burgess**  
**Marketing Executive**

Sophie manages the marketing strategy for Solupak and is the link between sales, customers, social and print media. Sophie aids the upkeep of the social media profile of Solupak, and co-ordinates tasks with our outsourced creative team.

**[sophie.burgess@j1technologies.com](mailto:sophie.burgess@j1technologies.com)**

“Being environmentally responsible is central to Solupak across all processes and applications; having a positive impact is something that we strive for and it's rewarding to know that we are helping to make a change to our planet.”

**Sophie Burgess, Marketing Executive**



To discover how our expertise and products have been used and developed in real customer partnerships, please look to our case studies, which best demonstrate the true abilities of Solupak Ltd.

**Solupak Limited**

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