



An Introduction



Reduce

All our products
are zero waste



Reuse

Our bottles are designed
to last for years, just refill



Recycle

We'll re-use any
unwanted or worn items

USE, RE-USE, REPEAT

Solupak. The UK's leading water soluble (PVOH) manufacturer.

www.solupak.com

AT A GLANCE



Just add water

and our products dissolve for a zero waste solution.

No bulky, expensive dosing systems are needed with our products!



The Society of Food Hygiene and Technology recognised our SoluCater range as the **award winning best new product of 2017.**



The Society of
Food Hygiene
and Technology



We're an
approved
UK EcoLabel
licence holder.



Cruelty Free
INTERNATIONAL

Accredited by
Cruelty Free International
and The Vegan Society -
No animal testing here!



Colour coded solutions
matching those of the
British Institute of Cleaning Sciences.

Our patented bottle system is
made of plastic, strong and solid
plastic that is designed for
years and years of reuse

#don'tlandfill...refill



Our **SoluClean** range is
specifically designed
for the contract
cleaning industry.



Using our systems is as easy as
one, two, three

Place the sachet in the container
Add water and
Shake until dissolved



Our **SoluSport** range is
specifically designed
for the active
individuals and the
sports leisure industry.



Every year, we save
20kgs of plastic per cleaner
(compared to ready-made)



We say no to single use plastic
#moreoceanlessplastic



Our **SoluCater** range is
specifically designed
for commercial
food preparation
areas and kitchens.



Every year, we save
15kgs of plastic, per cleaner
(compared to dosing bottles)



AN INTRODUCTION

Solupak is a UK based, family owned developer and manufacturer of cleaning products for commercial, domestic and leisure use across many applications. Our specialism is in water soluble products, either liquid or granules, which are effectively contained within PVOH films as 'tabs' until the point of use.

Celebrating our 21st year in 2019 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 water soluble film.

Some of our existing customers include **The John Lewis Partnership, Greggs, Waitrose, The Body Shop, BASF, The Tower of London and Kensington Palace** amongst other household names, and we distribute as far afield as Australia and India.

All of our products are designed for regular use, a significant benefit to the Cleaning, Catering and Facilities Management industry as well as end user clients as locations with small teams can be provided with low cost, low volume, easy to use, safe products:

- Without requiring large, expensive dosing systems
- Without relying on operatives dosing correctly
- Without having expensive ready to use products
- Without waste; you '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

Our vision is to be the leading producer of effective and value-for-money cleaning concentrate, packed in water soluble film sachets, made adopting the highest possible ethical standards.

“We are excited about showing you the benefits of our systems and demonstrating how we can make a significant contribution to your business and environmental goals.”

Alex Thompson, Managing Director

A PLANETARY CRISIS

Our drive has always been to ensure a minimal impact on the natural environment and this is applied to each area of the business

More Ocean..less plastic

In 2018 the plastic pollution problem was quite rightly described as a planetary crisis by the United Nations.

As the public awareness grows 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 to all of us with the environmental challenges we face today. Our product ranges offer a unique suite of benefits and 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 1970's recycling has increasingly been seen as the solution to our ever increasing use of single use products and packaging.

Recycling clearly hasn't been working for decades otherwise we wouldn't have the issues that are now being made abundantly clear.

We don't need to tell you how critical it is that we get the plastic crisis under control and SoluPak can contribute significantly to that.

We believe that the manufacturers should be providing end users with the solution and that's what we've done.

Don't Landfill - Refill

The SoluPak approach has always been to minimise the need to recycle the materials we use in our products and packaging.

Our patented spray bottles are designed to be used daily for year after year without any problems; just in case they reach the end of 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 a number of years. At the point when they need to be replaced they also can be included in the mixed dry recycling materials taken from the site for re-purposing.

We really would rather you kept on using the bottles and the packaging for as long as possible

THE SOLUPAK DIFFERENCE

On average every cleaner in a commercial contract throws away at least 4 kilograms and up to 20 kilograms of plastic bottles per year depending on the mix of chemicals used.

For example in a location with a lot of hard floors to be cleaned, such as a school, the amount of waste would be considerably higher

An empty five litre container without a lid weighs circa 65 grams and an empty 750ml spray bottle circa 25 grams, even 4 kilogrammes equates to a lot of plastic waste every year.

With larger teams of 10+ operatives a school can be throwing away the equivalent of **375 netballs** or **360 footballs** or **20000 pens** in plastic every year.

Some of this waste will be recycled however you are guaranteed that by moving from liquid concentrate and ready to use to the SoluPak system this waste stream reduces to zero and provides you with verifiable data to incorporate into your carbon footprint and/or sustainability reporting.



CLOSING THE LOOP



We think the focus should be on REDUCTION

So you won't find any single use plastics in our products

We're a bit old fashioned in our views about REUSE

So our bottles are made to be durable, they last for years..and years

RECYCLING is third in line for a very good reason..

We prefer to avoid any need for it to happen

Just Add Water...Don't Transport It

Natural resources are precious and we seek to always minimise our use of them in the design and manufacture of our products.

With SoluPak systems no water is transported thus the volume and weight of products in transit is low.

That might seem to be a small benefit but you'd be amazed how much this reduces emissions through fewer transport miles and greater capacity within the transport vehicles.

We want clean air as well as clean oceans

One single pallet of our products is the equivalent of a 38 ton truck full of ready made products and half a truck of liquid dosing system product.

Additionally, our products do not contain VOCs, ammonia, formaldehyde, Triclosan or any of the other potential toxins that have been shown to cause harm.

Put it in the compost

Our packaging is not just biodegradable it's compostable and can be safely added to your food waste

Adding it all up

The SoluPak system has multiple environmental benefits and is designed to work simply, effectively and with the minimum amount of impact on the natural environment.

“Our product ranges offer a unique suite of benefits and significant, verifiable reductions in the amount of waste and energy you generate.”

WORKING TOGETHER

Technical Support

We design and create our products in house which means we have a wealth of scientific expertise available to support our customers at need.

This could be to develop a product for a specific issue or unusual application, to provide guidance for a cleaning issue, to liaise with your clients experts on your behalf or other support as required.

A good example of the kind of chemical expertise we provide is with Waitrose where we worked with the Partnership food biologists to test and gain approval for the use of our products in the food prep and serve areas.

Training and Product Support

There isn't a great deal of training required to use our products however we are always happy to attend site, provide a demonstration and answer any questions the staff may have.

We find that the operatives themselves always love our products. Without fail they really like the way the system removes any guesswork, the small packages that are easily stored, how the product colours match the coding in place and that it is as simple as one sachet per bottle, bucket or machine.

We understand that managers and supervisors do not always want to move away from products that they are familiar with and have used for some time; we are very happy to support the change process and explain the system in order to bring everyone on board

“We design and create our products in house which means we have a wealth of scientific expertise available to support our customers at need.”



**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.**



KEEPING IT SIMPLE AND SAFE

The products are so easy to use 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

Our patented bottles

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

Keeping everybody safe

The pictorial guides and the bottle labels reinforce the 4 step process and the colour coding to ensure correct use and also to assist any users with language or learning challenges.



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

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

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.

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



OUR ACCREDITATIONS YOUR CERTAINTY

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**



Cruelty-Free
INTERNATIONAL

OUR PRODUCT RANGES industry specific by design



SoluClean meets every requirements of the **contract cleaning industry**. A low cost, low volume solution, the simple 4 step process, colour coded to BICS couldn't be easier to use.

The products in the range include all of those required for every task from damp wiping to sanitising to machine cleaning and everything in between.

We have identified a core of **five products** which cover daily maintenance cleaning and can be supplemented as needed for specific locations or particular requirements.

Each of these, their application in use and the benefits are detailed on the following pages



SURFACE SANITISER

SoluPak Surface Sanitiser is a biocidal cleaner manufactured to BS EN 1276:2009 standard fully tested as effective by Melbec Microbiology against:

- Pseudomonas aeruginosa ATCC 15442
- Staphylococcus aureus ATCC6538
- E.coli ATCC10536
- Enterococcus hirae ATCC10541

Registered with the Biocidal Products Regulation (BPR, Regulation 528/2012) as an active product used in the protection of humans, animals, materials or articles against harmful organisms like pests or bacteria.

The **SoluPak Surface Sanitiser** is fragrance free to ensure suitability for food prep and serve areas, it can be used on any hard or soft fabrics in all areas which must be sanitised against bacteria before and during use.

Approved by **Waitrose, John Lewis and Greggs** for use in their food prep and serve areas this product is also ideal for schools and nurseries to safely remove all bacteria from touch points and equipment wherever food is being prepared or eaten.



ALL PURPOSE CLEANER

SoluPak All Purpose Cleaner is also a biocidal cleaner manufactured to BS EN 1276:2009 standard and fully tested as effective by Melbec Microbiology against:

- Pseudomonas aeruginosa ATCC 15442
- Staphylococcus aureus ATCC6538
- E.coli ATCC10536
- Enterococcus hirae ATCC10541

The big difference between the **All Purpose** and the **Sanitiser** is that the **All Purpose** comes in a variety of fragrances such as lemon, tropical, lavender and mint.

The packets of 10 tabs have a mixture of different fragrances so that with each new bottle that is mixed you have a new, fresh scent, this avoids the inevitable 'nose blindness' which occurs when a single fragrance used regularly.



BIOLOGICAL WASHROOM CLEANER

The **SoluPak Biological Washroom Cleaner** is an enzyme based product that is designed for regular use in all hygiene environments including washrooms, toilets, showers, changing areas and bathrooms. Ideal for sanitary ware, walls, doors, basins, shower trays and bright work.

We specifically chose this type of active ingredient for the washroom areas as enzymes are so good at 'eating' body fats and other lipids such as soap residue and at the same time removing the bacteria

Although they make great cleaning agents, enzymes start to degrade as soon as they are in an active state i.e. mixed with a liquid as they are for both ready to use and liquid concentrate and this makes them less effective in those type of products.

The active ingredients in the **SoluPak** products are in statis right up until they are prepared for use, dissolved in water and activated; therefore at maximum strength.

The **Biological Washroom Cleaner** tabs are available for both trigger sprays (as shown) and as **'Mini Mop & Go'** tabs for washroom floors.



DAILY TOILET CLEANER

The **SoluPak Daily Toilet Cleaner** is designed for both immediate cleaning and longer term sanitising of the internal areas of sanitary ware.

The liquid is more viscous than the trigger spray and floor cleaning chemicals so as to cling to the surface of the ceramic and remain there through a number of flushes.

Where our trigger spray and floor cleaning products are able to dwell on the surfaces they are used to clean this is less straightforward in a toilet or urinal due to the regular flushing.

Our **Daily Toilet Cleaner** is very effective at clinging to the ceramic and continuing to provide active protection for some time after application.

This product is available in both blue and red as our Australian customers work to a different colour coding scheme; we recommend red for the UK to stay in alignment with BICSc principles.



HARD SURFACE FLOOR CLEANER

The **SoluPak Hard Surface Floor Cleaner** is available either as a straightforward disinfectant detergent or a degreaser. Both are available fragranced and fragrance free depending on where they are needed.

For example the options for food prep and serve areas are to either use the Mini Mop and Go version Sanitiser or to use the fragrance free degreaser.

The **Hard Surface Cleaners** both effectively clean heavy traffic soil, emulsify oil and grease, and the fragranced versions are heavily scented to neutralise any unpleasant odours.

The mini tabs are designed for use with small mop buckets, small scrubbing machines and/or mopping systems dosing.



OUR VISION AND MISSION

Our vision

To be the leading producer of effective and value-for-money cleaning concentrate, packed in water soluble film sachets, made adopting the highest possible ethical standards.

Our mission

We work with passion, using advanced chemical technologies, to transform science into new possibilities for our customers. We lead in the design and manufacture of innovative cleaning solutions which are provided at an affordable cost for our customers and with the lowest possible impact on the natural environment

- Our focus is on meeting customer requirements in their specific market
- We make optimal use of and further develop high-tech chemical and packaging technology in the development of cleaning solutions
- We sustain operational excellence in innovation, leadership, operations and all processes that are valued by us and by our customers
- We provide low environmental impact solutions with key benefits for users - removing water from the supply chain, utilising reusable bottles, reducing the risk of manual handling injuries and of user contact with concentrated chemicals and incorporating metered dosing using water soluble film technology

**We work with passion,
using advanced chemical
technologies, to transform
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for our customers**

SOLUPAK - to wrap up..



Zero waste Our products dissolve and the packaging is re-used, not only are we zero waste but your waste removal and recycling costs will reduce as well



Accredited by Cruelty Free International, the Vegan Society and EcoLabel – **No animal testing here!**



We say no to single use plastic Our patented bottle system lasts the contract's lifetime
#moreoceanlessplastic



Safe and effective bactericidal cleaners manufactured to BS EN 1276:2009 standard and **rigorously tested** against *Pseudomonas aeruginosa*, *Staphylococcus aureus* *E.coli* and *Enterococcus hirae*



Every year for **every cleaner** using our products **you save** between 4 and 15kgs of plastic, per cleaner compared to liquid concentrate dosing bottles and between 15 and 20kgs of plastic compared to RTU



Colour coded solutions matching those of the British Institute of Cleaning Sciences



Freshly activated our active ingredients are dormant until dissolved and at maximum strength throughout use



Air quality Our products do not contain the toxic ingredients shown to cause air pollution or breathing difficulties

We want clean air as well as clean oceans



... just add water

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