

Distributor Opportunities in Water Treatment



Distributor opportunities

Benefits from Feedwater

Extensive product range

Cost-effective

Profitable

Chemicals and equipment

Flexible manufacturing and packaging options

ISO 9001 accredited

Win-win partnership

Complete Chemical Range

Boiler Water Chemicals

Cooling Water Chemicals

Building Services Chemicals

Closed Loop Chemicals

Chlorine Dioxide Chemicals

Effluent Chemicals

Descalers & Disinfectants

Reverse Osmosis Chemicals

Complete Equipment Range

Activ-Ox® Chlorine Dioxide

Chemical Dosing Systems

Water Softeners



International Distributors Wanted

Feedwater Ltd is a UK based Water Treatment Company and has been supplying specialist products and services for 35 years for industrial and commercial organisations who use significant quantities of water for heating, cooling, washing and other specialised applications.

The Feedwater brand is well established and trusted and is being sold around the world and we are looking for new distributors for our range of water treatment chemicals, legionella control services and Activ-Ox® chlorine dioxide systems.

Become a Distributor of Feedwater Ltd

Without effective water treatment many industrial and commercial processes rapidly become inefficient and eventually fail, often with costly or life-threatening results. This presents you with an opportunity to provide appropriate water treatment products and services that save your customers money and keep their operation going whilst providing you with a healthy on-going revenue stream.

We are always looking for professional overseas partners and distributors, so if you are a water treatment specialist looking for an alternative supplier for your water treatment products, or you believe you have the capability to establish a high quality water treatment service operation in your own territory, then please contact us. To find out more about what it takes to become a Feedwater distributor please see overleaf.

Quality Assured

Our products are manufactured in the UK to the highest quality standards. Unlike many water treatment supply companies we are also a service company so we have hands-on experience of using the products and solving problems, both for our own end-user customers and for other water treatment specialists. We've been ISO 9001 accredited since 1989 and all our products go through a rigorous QC process.

Extensive Product Range

We produce a comprehensive range of industry standard chemicals as well as unique, innovative products that can solve that difficult problem or give you that commercial edge. Our flexible manufacturing capability also means we can produce bespoke formulations to meet your needs and products can be packaged in 1L, 5L, 10L, 25kg, 200L and 1000L semi-bulk containers.

Technical & Commercial Support

Water treatment is a technical business and Feedwater's distributors enjoy the back-up of our technical team of industry experts with years of hands-on-experience. We can help you select the right products, calculate the correct dosage rates and provide you with water testing kits to enable you to monitor the water systems you are treating.

We can provide training in the UK or in your market place.

We can analyse water samples sent to our UK based chemical and microbiological laboratories.

We provide comprehensive technical and commercial support literature and can advise on running a commercial water treatment service operation.

Help and advice is only ever a phone call or email away

What does it take to be a successful Feedwater distributor?

Focus

Selling water treatment products isn't easy and you will only be successful if you dedicate significant time and resources to it – it isn't just another product to have in your portfolio. We are not interested in distributors who simply wait for tender enquiries to come in – we expect you to employ people to go out and win new business by approaching prospective customers.

Technical Capability

Water treatment products need significant technical support which means that you will need to have staff with the required level of experience and qualifications in science or engineering – typically chemists or chemical engineers. Feedwater can support you by providing suitable training but you need to employ people of a suitable calibre.

Service Capability

Water treatment is as much about the service provided as the products themselves. For most applications it is normal to offer a regular on-site analysis service by a field chemist equipped with a portable test kit. They would then produce a written report to the customer commenting on the system and advising on any corrective actions required. In the UK we typically provide monthly site visits but in some instances for larger customers this may well be weekly. The provision of this service is a significant cost that you either have to charge for separately or build it into your sales price for the products.

Focus on markets that Feedwater is strong in

Water treatment is a broad description for a wide range of product applications many of which Feedwater have products for and experience in, but there are some applications where we either don't have the required experience or competitively priced products to support you.

Feedwater are particularly strong in the following markets:

- Medium sized manufacturing – e.g. food, textiles, chemicals, engineering etc.
- Building services – e.g. hospitals, hotels, universities, office blocks etc.
- Legionella / legionnaires' disease control

If you have experience in providing a complementary technical service to these types of customer then you should be able to sell Feedwater's products to your customer base.

