

## NEW FRENCH AGREEMENT

Specialist component cleaning company, MecWash Systems Ltd. is already reporting its most successful year ever in export markets – a reflection, it says, of the suitability of its equipment to meet the growing international emphasis being placed on the environmental and performance benefits of aqueous cleaning. The success of the Gloucestershire-based company in markets as widely spread as the USA, China and India is also enhanced by export developments closer to home – as demonstrated by a new distribution agreement it can now announce with Ecobome Industrie in France.

John Pattison, Managing Director at MecWash Systems' Tewkesbury premises, believes the export success now being realised reflects steady improvements in trading conditions overseas and the advantages of equipment designs from both MecWash and its Aqua-Save Technologies division. He believes that the benefits associated with the full range of equipment available are increasingly recognised by manufacturing industry worldwide –

"In the UK, the benefits of using highly efficient, aqueous-based component cleaning systems compared to solvents are well understood and have long underpinned our success at home," he says. "However, there is now an increasing indication that this view is being adopted overseas – in both established and emerging markets – and we are delighted that our sales figures internationally reflect this trend.

"The move to work closely with Ecobome Industrie is a good example of the progress



we are making. We believe our experiences complement each other very well," he says, explaining that in France the company has an excellent track record in the installation of a range of process equipment within a manufacturing environment. MecWash and Ecobome exhibited at the recent 'Micronora' show, in Besancon, to promote the range in France.

Alongside the developments in France, MecWash Systems is also looking to increase its activity in other European markets such as Germany – it recently attended the 'Parts2Clean' exhibition in Stuttgart, for example.

"It is this mix of established and new markets that we think gives a clear indication that there are a greater number of opportunities in the export sector than has perhaps been the case in recent times," he continues, "and we are delighted that we are able to match specific needs in the international arena.

"The key benefits of both MecWash Systems and Aqua-Save Technologies designs are centred on cleaning performance and environmental protection – both of which are as important overseas as they are to our home market," concludes John Pattison. "We believe the international successes that we have enjoyed in 2010 will continue into the future and that developments such as the agreement with Ecobome Industrie demonstrate our commitment to growing our international business further still."

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