



## SPRING CLEAN NEWSLETTER

### MICRONCLEAN IS DIFFERENT

APRIL | 2019

Micronclean is the largest family owned laundry business in the UK and has been owned by one family for three generations. The current owner and chairman Simon Fry is very much hands on as he pilots the business from its current turnover of £32m, to his aspiration of a £100m business by 2027 by adhering to the principles defined in our Purpose Statement.

*“At Micronclean, our passion is to be the first to develop new technological solutions that change the shape of the markets we serve creating quality and efficiency for our customers”.*

This rapid growth is possible as we have built a strong team with many years' experience of the Laundry Industry supported by manufacturing and sales expertise to expand our well-established consumables business.

Our structure allows capital spend decisions that look at the business

benefits and payback over a longer period of time. The expansion is also supported by investment in our internal Research & Development team (which is unique in the UK laundry industry), our CI team and our training and development programs which are an integral part of up skilling our business.

In terms of investment Micronclean is committed to a 5-year plan which will not only deliver the new cleanroom laundry in India but will also see us build a brand-new ISO Class 4 cleanroom laundry facility on a new site in Skegness. This new facility will be built to cope with the increasing demand for our core products which include our recently launched GMP Annex 1 compatible sterile laundered cleanroom goggle service, our patented laundered mop service alongside our traditional cleanroom clothing laundry service. The new Skegness facility, which will be built after the plant in India will have access to the best of the technology we are currently developing for this new market leading facility.

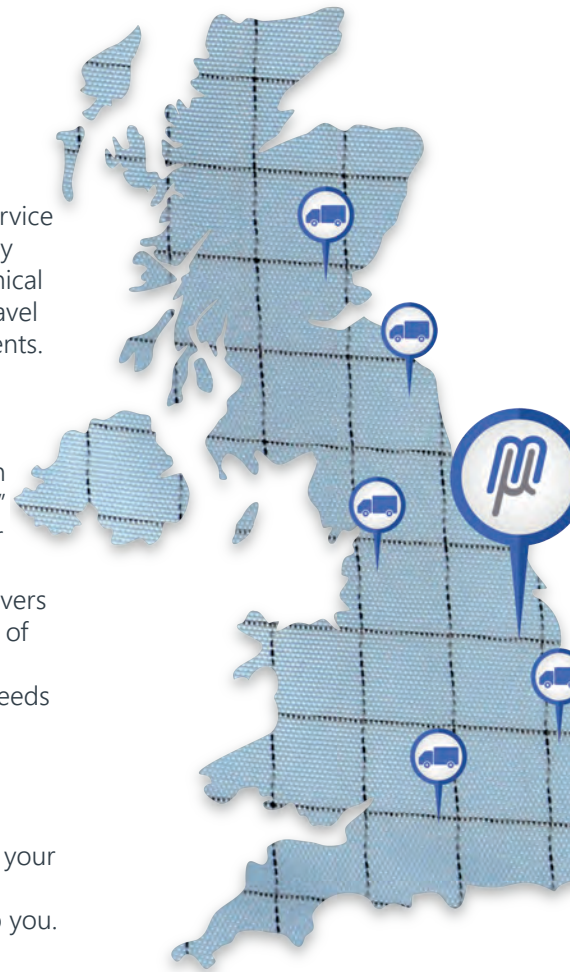
Going forward the new ISO Class 4 facility will form the anchor of the proposed Micronclean campus which will see all of our current facilities in Skegness eventually move to one site.

## NATIONWIDE DISTRIBUTION

In laundry services, it is essential to provide a reliable collection and delivery service to customers. The traditional garment laundry response is to make each laundry responsible for its own deliveries and collections. This means that the geographical reach for each laundry is limited to the distance that the delivery vehicle can travel while undertaking the time-consuming tasks of delivering and collecting garments. Outside of this area, control of the delivery has to be passed to expensive third-party couriers.

At Micronclean we believe that this method is fundamentally inefficient and can add significant cost to the customer. Our alternative is to run a "hub and spoke" distribution system where we use overnight trunking to deliver garments to our distribution hubs in Swindon, Letchworth, Leyland, Birtley and Perth from our laundries in Lincolnshire. We then use our fleet of locally based vehicles and drivers to deliver to our customers from these hubs. In this way we can in effect put all of our high-quality specialist laundries close to every customer wherever they might be in the UK delivering a bespoke service appropriate to the particular needs of each customer.

This hub and spoke system additionally allows us to deliver our market leading range of cleanroom consumables from our Skegness warehouse directly to you alongside your garments so that you only have to deal with one delivery for all your requirements and so can benefit from the cost savings that this generates. This means that you benefit from the inherent process efficiencies that we deliver to you.



## MICRONCLEAN R&D

A fundamental part of our purpose statement is our ability to deliver 'technological solutions that change the shape of the markets we serve' and this would be impossible without having a Research & Development (R&D) team that is integral to the business.

As a team R&D is charged with delivering a number of key tasks that drive the business forward these being:

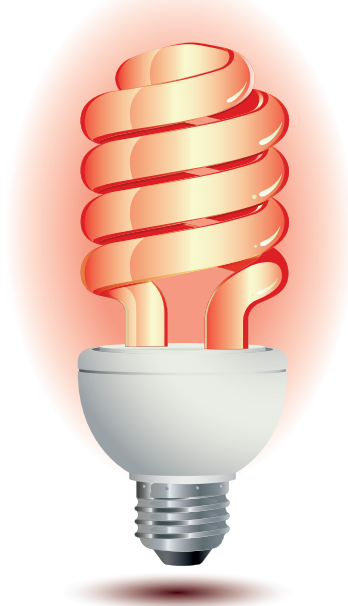
- Routine monitoring and evaluation of our wash performance and cleanroom environments.
- Undertaking fabric wash trials in our production washing facilities to get a true in-service life rather than relying on the manufacturers' data which can be derived from laboratory scale testing.

And most importantly

- The timely development of new products and services that help you remain compliant whilst delivering process efficiency.

Within the last 12 months the team has successfully brought to market:

- Delta, a neutral detergent that forms part of a rotational cleaning and disinfection toolkit that enables you to remain compliant with GMP Annex 1.
- An improved sterile laundered cleanroom goggle service that is aligned with the requirements of GMP Annex 1.
- A sterile syringe pack offering produced in our new MicronDevices manufacturing cleanroom in Skegness.



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## MICRONCLEAN STERILE CLEANROOM GOGGLES



Micronclean offers the only reusable goggle in the UK that is decontaminated using a GMP Grade B barrier washing process (which incorporates a unique anti-fogging agent addition) and sterilised by gamma irradiation. This means that our patent applied for process allows our customers to be fully compliant with GMP Annex 1 which states:

*"... a sterile face mask and sterile eye coverings should be worn to cover all facial skin..."*

In terms of design, for ease of use the Micronclean sterile cleanroom goggle includes:

- An adjustable and comfortable elastic strap that is encapsulated in cleanroom barrier fabric.
- A thermoplastic polymer body that has been designed to fit comfortably on the contours of the face and still allows the wearer to use prescription spectacles without issue.
- A large lens which offers superior peripheral visibility and is manufactured from a unique co-polyester which can be gamma irradiated multiple times without discolouration.
- Indirect venting of the goggle has enabled favourable results in anti-fogging tests alongside a new anti-fogging agent that is incorporated in our washing process.
- Each goggle having a unique barcode, which is registered on ProTrack, our tracking software, and which enables the entire history of each goggle to be held including process history.
- A major reduction in plastic waste compared to single use disposable goggle system.

## NEWS SHORTS

### DIGITAL STRATEGY

As a company one of the key assets we hold is our knowledge about our cleanroom products and how to use them for contamination control. However, getting this knowledge mobilised to the end user is a key challenge.

To address this, we are developing an integrated digital strategy that will use our Website, LinkedIn, Twitter and Instagram feeds to share key items of content such as:

- Product launch information
- How to videos
- Did you know factlets?

The digital strategy will go live in May 2019 so we would welcome your feedback as we go forward to ensure that this meets your needs.

### EXHIBITION PROGRAM

The complete UK and Export Cleanroom exhibition program for 2019 is now available at



<https://www.micronclean.com/news-and-events>

### DELTA NEUTRAL DETERGENT

Delta our Neutral Detergent was launched during February 2019 and has initially been made available in Trigger Sprays, 5L RFUs and disposable mop formats. Initial product information is available at

<https://www.micronclean.com/news-and-events/view/micronclean-launch-delta>

Delta is also our first product to be available solely with our in-region product labelling.

