

Japanese company is looking for a distribution partner in the EU for their sludge-dewatering equipment

Summary

Profile type	Company's country	POD reference
Business Offer	Japan	BOJP20230127002
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
Alessandro PERNA	27 Jan 2023 26 Jan 2025	16 Jan 2024

General Information

Short summary

A Japanese machinery manufacturer developed sludge-dewatering equipment that prevents clogging. The equipment allows for an environmentally conscious wastewater sludge treatment process with less footprint and lower cost. They are looking for a distribution partner who will help them to expand their business in the EU through a supplier agreement.

Full description

A Japanese company manufacturing wastewater sludge treatment system equipment seeks a distribution partner who is willing to distribute their originally developed sludge-dewatering equipment in the EU.

Their sludge-dewatering equipment is suitable for use in the pre- and post-treatment of the anaerobic treatment process, which seems to be in demand in the EU. For this reason, the company believes there are many business opportunities in the EU market and would like to engage in a long-term partnership with potential partners that could work with the Japanese company for the installation, maintenance, and after-sales support of the products (in addition to the sales and distribution).

It is generally agreed upon that clogging caused using a screen negatively impacts the performance of the sludge-dewatering process. In addition to decreasing the performance, it also increases the required manpower and costs.

The Japanese company offers a mechanism which prevents clogging, and this solution has quite a strong foothold in various domestic industries, mainly in the livestock industry. Internationally, the company has installed a total of about 1200 units in the United States, Australia, Israel, Italy, and South Korea.

The Japanese company is ready to provide the necessary technical information and references required by a potential partner to assist them in the sales and marketing of the product. The Japanese company would like to engage in a long-term partnership in the form of a supplier agreement, and welcomes interested EU parties to express their interest.

Advantages and innovations

The Japanese companies' "self-cleaning" system prevents screen clogging and back washing. It allows users to achieve an automatic dewatering process in a continuous and stable condition. By combining the process with a polymer preparation system, the system allows for round-the-clock sludge dewatering operation without supervision.

They also offer a simple operation method for the system that allows users to adjust the variation of sludge properties by adjusting the rotational speed of oval-plate units and its pressure plate's pressure levels. Their sludge separator reduces the footprint of conventional models by a third, in addition to preventing mechanical vibration and noise, making it possible to customise its design for easy installation when space is limited.

Their device has lower power consumption, only about one-fifteenth when compared to devices with decanter centrifuges. Their self-cleaning system means there is no need to use rinsing water while in operation. Therefore, overall water consumption is reduced to 1/45th that of competitors.

The sludge dewatering device offered by the Japanese company could be utilised in a variety of industries such as livestock, industrial and municipal wastewater facilities.

For example, in livestock wastewater the device has applications in manure dewatering and impurity removal. It is also applied in waste activated sludge dewatering, DAF (dissolved air flotation) sludge dewatering, and anaerobically digested sludge dewatering in food or seafood processing plants. In municipal wastewater, thickening and dewatering of initial sedimentation sludge, oxidation ditch system sludge, excrement, waste activated sludge, anaerobically digested sludge in sewage, and night-soil treatment facilities are covered.

Technical specification or expertise sought

Stage of development

Sustainable Development goals

• **Not relevant**

IPR Status

Partner Sought

Expected role of the partner

They are seeking a distributor who specialises in and supplies and installs wastewater/sludge treatment systems and will be able to provide after-sales support to their clients that includes technical support and maintenance in a timely manner. It is ideal that the partner has a well-established distribution network in their region. The ideal partner should be interested in a long-term partnership and be willing to pro-actively with the Japanese company to deliver the products and customer satisfaction.

Type of partnership

Supplier agreement

Type and size of the partner

- **SME <=10**
- **SME 50 - 249**
- **SME 11-49**

Dissemination

Technology keywords

Market keywords

- **08004003 - Water treatment equipment and waste disposal systems**
- **09008002 - Water, sewerage, chemical and solid waste treatment plants**

Targeted countries

- **World**

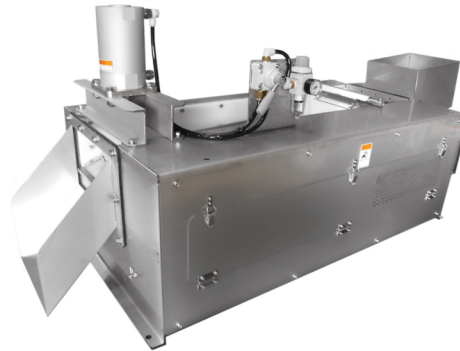
Sector groups involved

Media

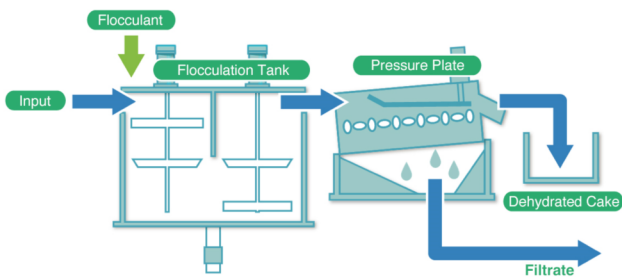
Images



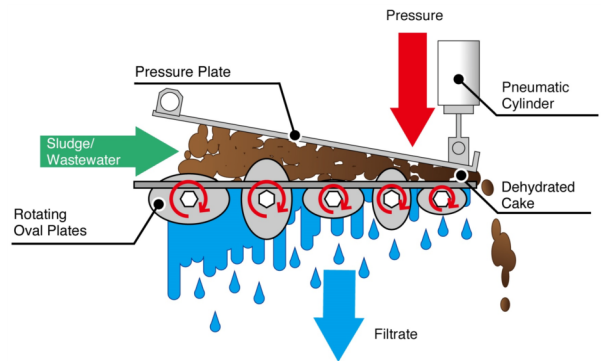
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[Picture_1.jpg](#)



[Picture_4.png](#)



[Picture_3.jpg](#)