



# Sales opportunities

## Become a TEAL distributor

TEAL Patents are the world's most established and innovative portable hand washing unit providers.



### Find out about the benefits of working with the world's leading portable hand wash unit designer and manufacturer

All TEAL's resellers enjoy the benefits of working with a well established and highly innovative portable hand washing unit provider.

TEAL design, develop and manufacture every product in their range – no other company is involved in the process.

TEAL is at the forefront of the worldwide hand mobile washing device market – and have been for nearly 60 years.

And they are specialists in this area, producing nothing but portable / mobile hand washing units.

#### Sell to one or more of the following sectors:-



Medical and healthcare »



Motor vehicles »



Catering and food »



Preschool and nursery »

TEAL's four main areas of business tend to occur, but are not limited to, one of the following market areas:-

- 1) Hand wash units for motor vehicles
- 2) Medical and healthcare hand washing
- 3) Food preparation hand washing
- 4) Preschool and nursery - to teach children hand washing.

The provision of mobile wash units to the outdoor pursuits sector has also provided a new and rapidly expanding addition to the above.

**Reseller benefits:** a reseller will be able to generate income by providing products for any or all of TEAL's customer sectors. For example, a company that undertakes vehicle conversions such as workforce vans, trucks or specialist vehicles such as ambulances, would be able to offer the inclusion of a TEAL hand wash unit as part of the vehicle offering.

And again, a company that provides equipment and resources to preschool facilities, could expand its product range by offering KiddiWash portable units.

## Sales opportunities, marketing support and working with the world's leading portable hand wash unit designer and manufacturer

TEAL Patents Ltd are based in the West Midlands at the heart of the United Kingdom. They have specialised in the production of portable hand wash units since 1959.

All devices from TEAL's comprehensive range have been designed and developed in-house; manufacturing of the entire range takes place at their own facility, with their own staff, in Birmingham.

The current TEAL product range can be seen on its website at

<https://www.tealwash.com/shop/>

### Reseller benefits:

Resellers work with one of the world's most established and innovative portable hand washing unit providers. TEAL design, develop and manufacture every product in their range - no other company is involved in the process.

They are at the forefront of the worldwide mobile washing device market - and have been for nearly 60 years. And they are specialists in this area, producing nothing but hand portable washing units.



## Hugely effective online and social media sales support

TEAL Patents has spent years investing in a considerable online marketing presence which helps to ensure that they are visible across the world whenever an individual or organisation is searching for a portable hand wash solution.

TEAL currently has three websites:- the main one features all hand washing sectors and specific medical and preschool ones.

All three are constantly being updated, with relevant and engaging blog articles and can be seen at

<https://www.tealwash.com>

<https://kiddiwash.com>

<http://washyourhands.co.uk>

There are also three Twitter accounts (food based, medical and preschool), two Facebook accounts (general and preschool) and LinkedIn company and individual accounts which all support TEAL's marketing activities.

Reseller benefits: a reseller can instantly benefit from being an integrated part of TEAL's worldwide online marketing activities.

An individual distributor's area of the TEAL site can contain

1. All contact details
2. Links to any social media outlets
3. Up-to-date photographs and descriptive text of the products that are relevant for them
4. Individual product leaflets in a distributor's own language can be included for download\*
5. Marketing information in the language relevant to the distributor\*.

*\*TEAL will provide PDF documents to distributors, alongside a Microsoft Word template document, into which they can add translated text. These translations will be used to produce language specific versions of each product information sheet, which will also include the contact details and logo of the reseller in question.*

This service to resellers is provided by TEAL Patents free of charge.

An example of how this works can be seen on Sanibrun's (the Spanish

reseller) part of the TEAL website.

<https://www.tealwash.com/distributors-resellers/sanibrun/>

NB. Becoming part of TEAL's extensive worldwide marketing effort will provide any new reseller with an immediate high profile, enabling potential customers to be able to find them within a matter of a few days. TEAL's established expertise with regards to online and social media marketing will enable resellers to get up and running far more quickly than would otherwise be the case.





# Hand washing is one of the most important issues in the world

Organisations, medical experts and individuals around the world are now emphasising the importance of effective hand washing provision around the globe.

The Centers for Disease Control and Prevention (CDC), for example, states

*"Handwashing is one of the best ways to protect yourself and your family from getting sick.*

*"Washing your hands is easy, and it's one of the most effective ways to prevent the spread of germs. Clean hands can stop germs from spreading from one person to another and throughout an entire community—from your home and workplace to childcare facilities and hospitals."*

<https://www.cdc.gov/features/handwashing/>

Many of the most dangerous illnesses can only be controlled by washing with soap and water. Hand gels are ineffective against clostridium difficile and norovirus for example.

In the UK, NHS Choices, for example, advises with regards to norovirus,

*"Wash your hands frequently and thoroughly with soap and water, particularly after using the toilet and before preparing food. Don't rely on alcohol hand gels, as they don't kill the virus."*

<https://www.nhs.uk/conditions/norovirus/#prevention>

There is now a very high level of concern regarding the potential ineffectiveness of antibiotics in the near future as drug resistant "superbugs" evolve and people around the world are turning to hand washing as the only long term viable way of helping prevent the spread of illnesses.

In the USA, the National Institutes of Health advises

*"While scientists search for ways to beat back these stubborn bacteria, you can help by preventing the spread of germs so we depend less on antibiotics in the first place.*

*"The best way to prevent bacterial infections is by washing your hands frequently with soap and water."*

<https://newsinhealth.nih.gov/2014/02/stop-spread-superbugs>

They are also acknowledging that such an effective wash is far more likely to occur if the facilities are available at the point of need - a considerable benefit provided by every TEAL device.

Reseller benefits: as detailed above, there has never before been such a demand for the provision of effective soap and water hand washing facilities.

And it's growing - rapidly. From Europe to Africa, the Middle East to Australasia, people are realising that they need to be able to wash their hands properly. Hand gels are often ineffective and the worry about the future provision of antibiotics is becoming a major worldwide issue.



## Contact TEAL

If you would like to know more about becoming part of the TEAL worldwide family of portable hand wash unit distributors, please get in touch as follows:-

- Telephone: +44 121 770 0593
- Fax: +44 121 770 0385
- Email: [enquiries@tealwash.com](mailto:enquiries@tealwash.com)

Thank you.

We look forward to hearing from you.

**And remember - you might just enable the saving of lives!**



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