

Frequently Asked Questions

How can I get further information on becoming a licensee?

Please fill out our contact sheet and we will arrange for information on becoming a licensee to be sent out to you.

Does Emcol International charge a royalty fee for the manufacturing licence?

Emcol International does not charge a royalty fee; it generates revenue through sales of the essential binder technology to licensees.

Are licensees given exclusive rights to manufacture in a particular country?

Yes, if licensees can demonstrate their ability to supply Emcol IRR throughout the country. In certain cases, for example large countries like China, licensees are given the licence to manufacture and sell in a particular region of the country.

Can I sell outside of my territory?

Under the terms of the licence, licensees can sell the finished product, Emcol IRR, anywhere, even into foreign markets.

What support and training do licensees receive?

Licensees receive a resource pack that combines commercial, technical and operational guidance covering all aspects of setting up and operating an Emcol business. The resource pack contains essential documents and video presentations which have been designed to provide new licensees with key information. An Emcol representative will visit the licensee to supervise initial manufacture of Emcol IRR and train the licensee's employees. This gives the licensee an extended opportunity to discuss in detail any queries they may have. Licensees can count on the ongoing support of Emcol International upon signing a licensing agreement.