

Danish SME are seeking manufacturers to produce lifejackets for watersports.

Summary

Profile type	Company's country	POD reference
Business request	Denmark	BRDK20221104003
Profile status	Type of partnership	Targeted countries
PUBLISHED	Outsourcing agreement	• World
Contact Person	Term of validity	Last update
Maria Sofie Juhl	4 Nov 2022 4 Nov 2023	4 Nov 2022

General Information

Short summary

Danish SME located in the Northern part of Denmark are looking for manufacturers to produce lifejackets for watersports. The life jacket is remarkable by being made of a flexible fabric (swimwear material), being manually inflatable, and placed on the upper chest, making it possible to wear while doing sports that requires great flexibility such as surfing. The Danish SME is looking for a manufacturing agreement.

Full description

The Danish SME has made an inflatable life jacket, which is meant for watersports such as surfing, SUP, canoeing, etc. The life jacket consists of an outer flexible fabric often used for swimwear. Behind this is an inflatable bladder. The life jacket will be inflated by pulling an anchor, which punctures a CO2 cartridge. The SME is interested in the mechanism being the Halkey Roberts 840 manual inflator. Furthermore, a pressure release valve should be present for releasing air and reusing the product. By being placed on the upper chest and being flexible, it gives watersports such as surfing, kitesurfing, etc. the possibility to lie on the stomach, or connect a harness. Furthermore, flexibility will be much appreciated and demanded in watersports such as SUP, canoeing, etc.

The SME is striving to be environmentally friendly in production and seeks to apply a textile recycled from ocean plastic in the production. The SME is in contact with a supplier of such a fabric.

The SME currently has a prototype, and needs help for producing stable and continuously working prototypes, as well as setting up production. The working prototypes should also be used in CE-marking the product. They are estimating the first batch of production of approximately 200 units.

Advantages and innovations

The goal of the company is to develop an inflatable life jacket with a keen user focus. They want to make wearing a life-jacket effortless and uncomplicated, while doing activities on water. This is especially an advantage to water sports such as surfing, where a lot of flexibility is necessary. Because of this, surfers usually won't wear a life jacket at all, because normal life jackets are too obstructive for the sport, resulting in 2.3 million surfers worldwide having experienced a near-drowning incident. With the Pacific North life jacket, athletes will be able to practice water sports without being hindered in their flexibility. This is because of the unique placement on the upper chest, making it possible to wear other equipment around the stomach, and the flexible material allowing the user to move around freely.

Technical specification or expertise sought

In order to get CE-certification, the SME needs to comply with ISO 12402-5. The SME are hoping to find a manufacturer with experience and the capability to help guide in complying with this standard. The SME has knowledge about necessary test, but are seeking know-how from experienced manufacturers who previously has complied with these tests.

For inflating the SME has looked at Halkey Roberts 840 manual inflator, and hopes to find a manufacturer with experience in using these. A similar model from another company (E.G. UML Pro sensor manual inflator), would also be accepted. The SME are hoping to find guidance on which air release valves that are available. Ideally, the SME would like a solution where one is able to blow a small amount of air into the life jacket manually (through a mouth-piece, e.g.)

Stage of development

Under development

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 12: Responsible Consumption and Production**
- **Goal 3: Good Health and Well-being**

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

The company is seeking a manufacturer that will engage in a manufacturing agreement. The manufacturer producing the company's product making it ready for market entrance.

They hope to find the following in a potential partner:

- The partner must be experienced with handling Halkey Roberts 840 manual inflator for lifevests or similar components
- The partner must be able to comply with ISO 12402-5 to get CE- certification
- Attractive and competitive price level
- As a start, the company seeks to retrieve 200 units in the first production batch, but seeks to retrieve bigger batches hereafter, depending on the price they agree on with the manufacturer.
- The company seeks to retrieve the first prototypes within the first month of collaboration

Type of partnership

Outsourcing agreement

Type and size of the partner

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

Dissemination

Technology keywords

- **003005007 - Thermoplastic textile fibres**

Market keywords

- **07001004 - Sporting goods, hobby equipment and athletics clothes**
- **07004001 - Clothing, shoes and accessories (including jewellery)**
- **07001007 - Other leisure and recreational products and services**

Targeted countries

- **World**

Sector groups involved

Media

PDF documents



[A one-pager showcasing the technology and idea behind the life jacket](#)

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