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Taylor Davis

...not just ANY packaging company!

By:



SURFEX
The complete event for surface & coatings technology

www.surfex.co.uk/exhibitor/taylor-davis

Tell us about Taylor Davis?

We are one of the largest suppliers of plastic and metal packaging in the UK today. We are family owned and have a very loyal customer base. Our Area Sales Managers have long service with Taylor Davis, some with 30 years+ service with the company.

Who is your target audience?

Any company or individual who wishes to manufacture or decant product into a container to transport, showcase or simply supply their product for sale.

What do you offer that will be of interest to Surfex attendees?

Taylor Davis supplies plastic and metal packaging to fulfil the package of paint and coatings to market. These can individually decorated to their own design. Also plastic buckets partially made of Post Consumer Waste polymer are being offered, complete with personalised decoration is possible (IML or digital printing)

What differentiates your product?

Our products can be decorated by offset printing on metal, Flexidec labelling on lever lid and rectangular berg tins and In-Mould Labelling and digital printing on plastic buckets. Call off's are also available so smaller deliveries are possible.

What is your company's 'wonder product'? and what are you working on to date?

Currently working with Jokey Plastik who are promoting their new 'Eco Concept' buckets which have 30% Post Consumer Waste polymer. Plastic has been given a bad name in recent years, which isn't always the case. If recycled correctly, it can be re-used.

What is the most common type of feedback that you receive about your product/ service?

Our products are always quality and this is recognised. We are a highly thought of business providing excellent service throughout the UK. We provide competitive prices with a friendly and personal service.

What design considerations do you consider when developing a new product?

As a wholesaler we don't manufacture products. When offered new products by our suppliers, we always look to see how our customer base would react.

What has been the biggest change and challenge that your company has faced during COVID-19?

We have been able to continue business as normal, but wished we could have got hold of more small bottles with flip caps, as we have sold hundreds of thousands in the last 2 months, with over 500,000 still on order.

What are you doing to help your customers continue as normal during the lockdown?

We are working remotely where possible, and the business is still continuing as normal. Deliveries are still going out, and our drivers obey any Covid-19 instructions whilst on customer premises.

What challenges are you and your customers facing during this time and going forward?

As a business we are strong, and we hope our customers who have had to close are able to come back again and re-build their businesses. If cafes and restaurants are slow to come back, or not at all, this does have an effect of some of our customers who supply this type of business with food products.

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Are you planning to invest more in UK / European / International exhibitions following Brexit?

Not at this time.

How do you think that Surfex will benefit the industry?

It brings new ideas and products to the surface coatings industry, in a way which can promote business, save money and make products stand out from the competition.

What is the latest achievement you have achieved in the last 5 years?

We have retained our ISO certificate for the past 25 years now.

What are your objectives for the next 2-5 years?

To maintain our respected service level and supply of quality products, and to grow the business.

Bearing in mind the challenges of today, what do you think will be motivating society in 2 – 5 years' time

More on-line selling, with maybe less face-to-face selling and more video calling.

What are the methods you use to address experiences using your products?

We have an ISO system which monitors customer feedback, both good and bad.

Should 'British Reach' be introduced would you expect regulations to enhance or restrict business opportunities OR would you expect regulations to be aligned to Europe / become more relaxed / more extensive?

This needs to be accessible to small business who have brilliant ideas, but can't afford for huge registration fees.



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