into our former premises at Westland Square. We gradually put more lines in and got bigger with the support of a number of blue chip companies such as Ardagh.

I joined the business when it restarted. There was only a few of us and we've gone from around three of us to over 40 employees now – it's just grown and grown. We supply the majority of the container glass manufacturers in UK, but we also supply some sites in Sweden, Denmark and the Netherlands. We're currently in negotiations with other European manufacturers as well.

As the business evolved we realised there was a market for second hand shrink-wrap machines so we formed Talos, essentially buying and selling this equipment. From the early days Talos has evolved and we now manufacture our own end-of-line packaging solutions as well as various additional solutions.

What industries do you cater to?

It's mainly the glass industry, plastic containers, the furniture industry and the building industry. The glass industry accounts for a significant proportion of business for both Talos and Marpak.

The Transport Simulator, designed by Marpak's sister company Talos, allows manufacturers to test-run their pallets before leaving the factory.

> "We built the new factory and put in a co-extrusion line, which together was about £2 million worth of investment, and has created around 10 jobs"

What drove you to invest recently?

Increased demand from our customers meant we inevitably had to invest in a new facility as we ran out of space at Westland Square. As such we built the new factory and put in a co-extrusion line, which together was about £2million worth of investment, and has created around 10 jobs. So, we now have four sites in total.

We needed the co-extrusion line because quite a lot of packaging is now moving towards co-ex, on which we produce stretch hood film. It's not applicable to the glass industry, though, it's mainly used within industries such as building and white goods etc.

It secures the pallet without using gas or heat. The new factory is for that and for the wide-width line, which again caters more to the furniture and bedding industry.

Has the glass market grown recently?

It's grown for us, or it is growing, which is why we're in talks with manufacturers in Europe. There's certainly space for it to grow, because our products are probably the best on the market.

Between 2011 and 2014 we saved Ardagh UK a significant amount of money by downgauging, which is where you make the film thinner but keep the same strength characteristics. So, you're not downgauging for the sake of it, you're improving the blend of your material and then keeping the same strength qualities with a thinner gauge.

If you downgauge from 100 micron to 80 micron, which is what we did, you save 20% of the cost of the packaging. If you think about it, in the glass industry there aren't many areas where you can make those kind of savings, however we managed that at Marpak.

Was that driven by customers asking for it, or from in-house efforts?

It was driven by both Ardagh and ourselves with technical assistance from Total Petrochemicals as well as a number of our other key suppliers, in order to achieve the best blend and to save these costs. It's good for the companies financially, but there's also the positive environmental impact attained by using less heat in the packaging process, as well as using less material in the packaging.

Is environmental sustainability important to you as a business?

Downgauging is important in regards to reducing our footprint and that of our customers, but we also have Marpak Green, which is a polymer produced in Brazil from sugar cane as opposed to oil. Using this, we can produce the same film we make for everybody else but using sugar cane-based instead of oil-based polymers, and so it's massively beneficial to the environment.

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