

The only drawback is that it's expensive, but if you use 51% of this product then you're carbon neutral so we're trying to make as many of our customers as possible aware that this is an option; that it's the way forward.

Where does the Transport Simulator come in to things?

We were approached by one of our customers in the container glass industry who wanted something that would allow them to test the pallets, especially when downgauging and reducing the thickness of the film.

When they test the film at their plants they want to be able to see how the pallets react when they're on the move.

You could always put them on a wagon, drive them 100 miles and bring them back, but you still can't actually see what they're doing on the pallet – whereas the transport simulator that we've designed at Talos allows you to do that. You can see how the pallets are reacting.

We've sold a number of these transport simulators within the glass industry, as well as to other sectors including the paint and fertilizer industries due to issues they have transporting their products. Obviously, if a load of glass smashes, or paint, it's an expensive clean up. The impact of a damaged load arriving at a customer is more than just the damaged product; it's also their confidence in the supplier's ability to deliver a quality product. It's about the buyer's confidence, and the investment in the simulator allows our customers to have confidence that their product will arrive undamaged, and that they will maintain a good working relationship with their customer.

Do you have plan to expand into new regions?

We have agents operating within a number of European countries, and we're presently looking into the Portuguese and Spanish markets, that's our primary focus.

Outside of Europe, from a Talos point of view we're in the middle of developing training software and we'll be looking to sell that globally.

We sold a Transport Simulator to India recently, although that wasn't for the glass industry. The idea is, when you have something like the Transport Simulator in a market such as India then you can look at other markets in that region as you have a point of reference.

Are you nervous about Brexit?

A little bit. I think the uncertainty surrounding when we're going and how we're going, membership in the single market; it's a bit worrying. It depends how people perceive us, when we leave the EU.

Obviously from a currency point of view it makes us quite competitive at the moment, but we still have to buy our raw materials from Europe so it's a double-edged sword. Around 40% of our raw materials come from Europe, so when the exchange rate is low it has made the polymer very expensive.

What are your immediate plans for the future?

At the moment, because we've just had all the investment, it's probably to consolidate in terms of improving Talos's profile and getting all our staff up to speed and investing in them. There will be a big push for Talos in the next year. ■

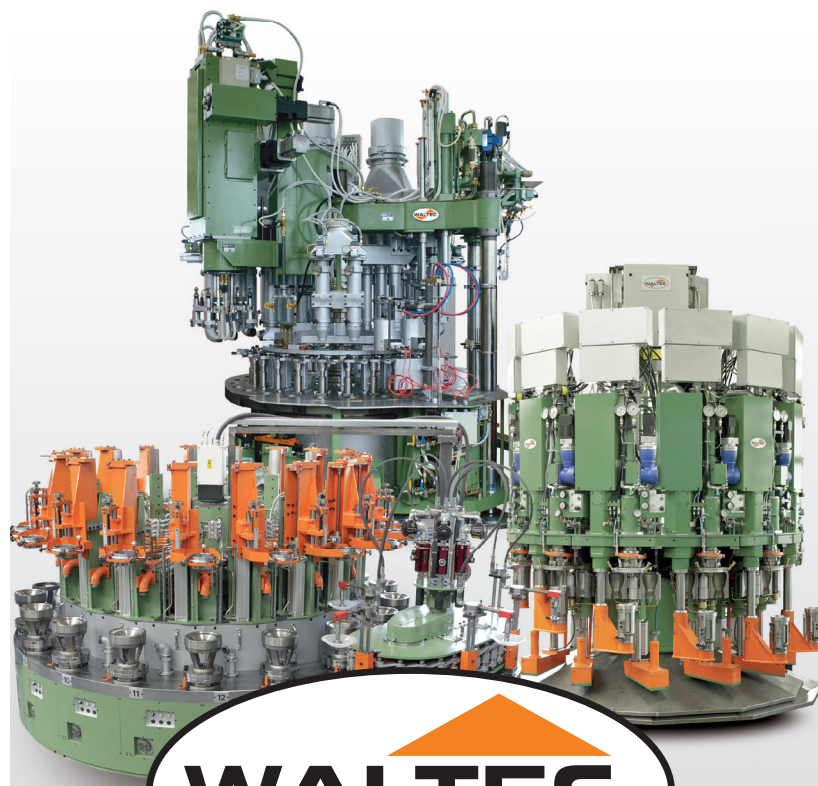
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