

COMPANY OVERVIEW

BEATSON CLARK

looks to the future with confidence



As one of just six remaining glass packaging manufacturers in the UK and the only one still producing bottles and jars for the pharmaceutical sector, the company supplies about 80 percent of the UK pharmaceutical market.

Working with Gaviscon, Covonia and TCP among other big names, Beatson Clark supplies well-known brands within the food, beverage and pharmaceutical markets. The company has been in business on the same site in South Yorkshire since 1751, employing around 360 people.



COVID-19

Though many businesses were hit hard by the pandemic, Beatson Clark weathered the storm capably. If anything, it's in a stronger position now than it was before Covid-19 struck. Packaging for food and medicine was a necessity during lockdown and, as a result, the factory remained open throughout the pandemic - with strict Covid measures in place.

"At the start of the pandemic in 2020 the food market was very buoyant with people working and eating at home and dining out being restricted," noted Charlotte Pike, Marketing Manager at Beatson Clark.

Pike spoke of an upturn in demand, especially for essential ingredients such as spice jars. The brewing sector struggled at first but started to pick up again towards the summer as hospitality venues began to reopen. The pharmaceutical market remained a little slow as lockdowns and social distancing meant there were fewer colds and other viruses in circulation. "2021 got off to a flying start as local restrictions eased," she said. "As the weather improved and lockdowns eased, the beer and pharmaceutical sectors picked up while food fell back to around its normal pre-pandemic level."

NEW PRODUCTS

With confidence returning to the market and the company exceeding its budgeted targets over the year, Beatson Clark saw an increase in NPD projects towards the end of

2021. The healthy drinks, no-alcohol and low-alcohol markets saw a significant boom following lockdown and it's noticeable that more consumers are choosing healthy adult soft drinks such as kombucha fermented tea. The company recently launched new products and formats across all its sectors: beverages, food and pharmaceuticals. Beatson Clark has launched new drinks bottles, including its 330 ml Alpha for beers and soft drinks and its new 330ml Champagne Style Beer and a new range of liqueur bottles will be coming soon. Said Pike: 'We've added some new Powders to our pharmaceutical range as well as a 500 ml Marasaca bottle and 370 ml Orcio Jar, both of which have been added to our food range.'

INVESTING FOR THE FUTURE

Successful businesses like Beatson Clark never stand still. Instead they invest for the future in their constant search for ways to improve.

The company has replaced one of its white flint IS machines with a new GBP 2.7M production

machine that's capable of producing a wider range of sizes. In total, Beatson Clark will have recently installed six new IS machines -and refurbished another- providing greater flexibility in terms of the variety of possible containers that can be made.

The company is also investing in three new palletisers, one of which can pack multiple formats - thereby improving flexibility.

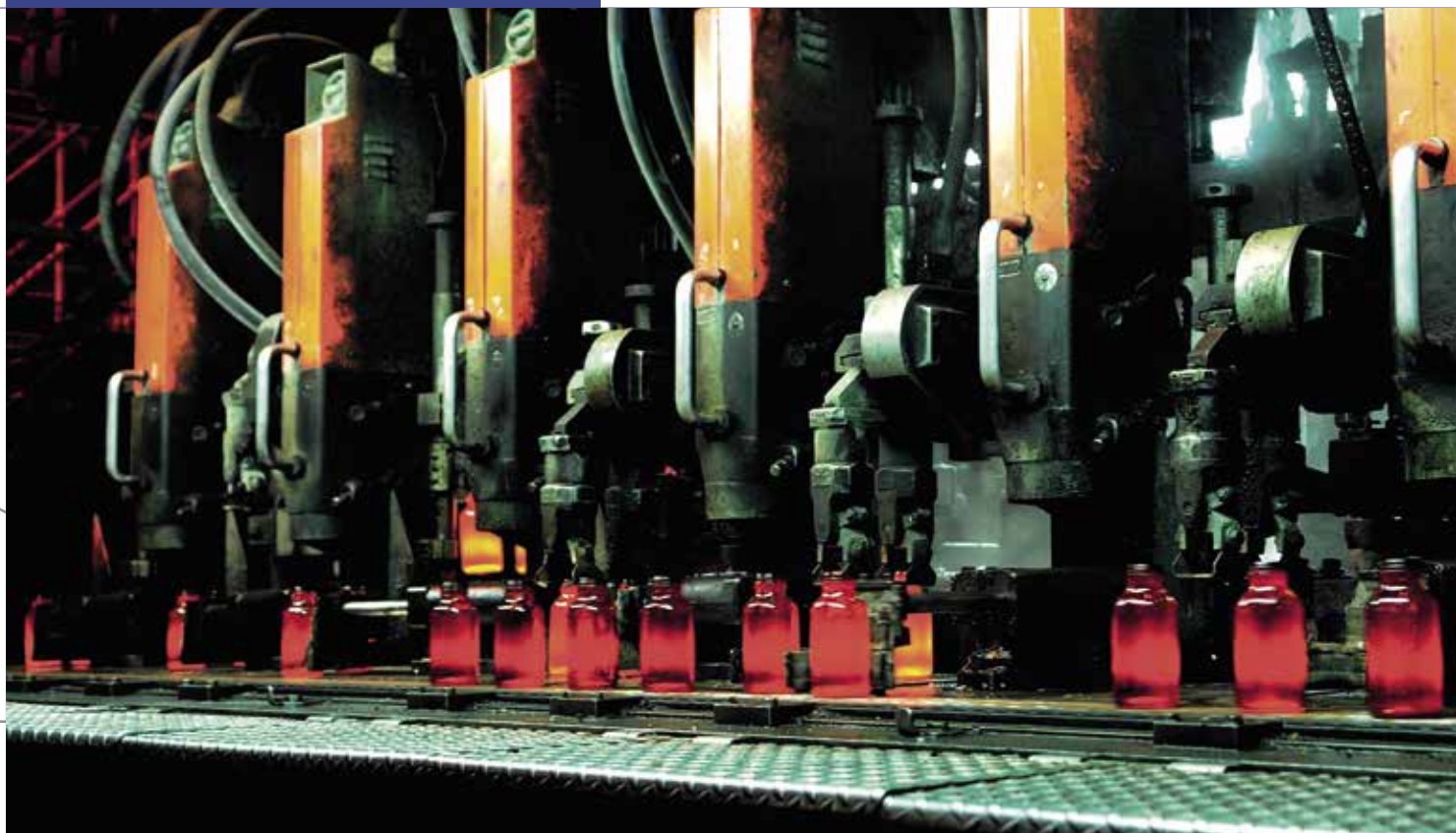
A new Europacker is to be installed, able to create smaller packs, which again improves flexibility. Furthermore, the installation of a new Messersì shrink wrapping machine has already improved the quality of the packaging.

Looking further ahead, both the white flint and amber furnace will be rebuilt in the next five to six years and there'll be a new batch plant besides.

The new furnaces will be fitted with furnace condition monitoring, which uses radar to monitor the thickness of the refractory. This helps Beatson Clark to judge more accurately when repairs or rebuilds are required. It will also allow for greater control, since the status of the furnace will be constantly monitored.



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“All these investments are in addition to the GBP 1M we spent last year on our recycling plant,” Pike clarified. “We installed additional optical sorters, vibratory feeder conveyors, new screening machines, a new JCB telehandler and a 300 m2 canopy to protect infeed material from the elements. As a result, throughput is expected to increase over the year by an average of 50 percent.”

ENERGY CHALLENGES

The price of energy, exacerbated by the crisis in Ukraine, is the biggest challenge facing Beatson Clark in 2022. “Energy price increases across the supply chain are our biggest challenge and we are continually lobbying the Government to find ways to remedy the situation,” said Pike.

She added that the need for the

glass industry to decarbonise is also high on the company’s agenda. Indeed glass manufacturers are working together -as an industry- to develop new, improved and more sustainable technology, a move reflected by projects such as Glass Futures, which is the new global centre of excellence at St Helen’s. Here Beatson Clark will require better infrastructure and an affordable energy supply to succeed in its ambition to significantly reduce the glass industry’s carbon footprint.

DEPOSIT RETURN SCHEME

Pike said Beatson Clark welcomes the Government’s recent decision to exclude glass from the Deposit Return Scheme in England and Northern Ireland.

“There’s already an excellent process in place in the UK with kerbside and bottle banks. With 76 percent of glass already collected in Europe, glass is the leading packaging material for recycling rates and the industry has a target to increase this to 90 percent by 2030.”





She said that leaving glass out of the DRS will make it much easier for hospitality businesses and consumers to recycle their glass and, importantly, continue to choose glass over other less healthy and less environmentally-friendly packaging.



BEATSON CLARK AT A GLANCE

Beatson Clark specialises in glass packaging for niche brands in the food, drink and pharmaceutical markets worldwide.

Part of the Newship Group, it has an annual turnover of GBP 65M and a production capacity of up to 540 M units / 145,000 tonnes.

The company employs around 360 people and has been based in Rotherham since it was founded 270 years ago in 1751.

“With customers increasingly buying British, it’s clear they’re also looking for ways to reduce their carbon footprint,” said Pike.

Moreover, with the health and environmental benefits of glass packaging already well known, glass is 100 percent recyclable forever. On that score it’s the only mainstream primary packaging material that doesn’t require an extra layer to protect inner contents, which is one of the reasons brands are returning to glass.

The company is also finding that more customers are looking to source their glass locally and buy British, partly to support the national economy and reduce air miles and carbon emissions and partly to improve their continuity of supply.

Said Pike: “Beatson Clark is the perfect choice for customers looking to switch from plastic back to glass – we’re already guiding them through the change and offering technical support when they switch their filling lines.”

Noting how challenging the two years have been for the company, she considers it ‘in good shape’ and looking forward to the future with confidence.

“We’d like to thank all our staff for working so hard and being so adaptable during the pandemic,” she concluded, “and we also want to thank our customers, who’ve supported us throughout.



We will continue to offer that flexibility and excellent customer service which is essential in an ever-changing and challenging market.” ■

BEATSON CLARK

DELIVERING THE DIFFERENCE

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