



### **Tripping the light fan-plastic**

With a blue chip client base that includes The Body Shop, Tesco, Sainsbury's, and Bayer, Devon based plastic manufacturer British Falcon Plastics is the latest inspirational and high growth business to receive a Beacon South West accreditation – an aspirational mark only awarded to the most innovative and successful organisations in the region.

British Falcon Plastics predominantly serves the food and pharmaceutical industries by not only manufacturing plastic packaging, but offering a cost effective mould and tool making service along with packaging design support.

British Falcon Plastics is the second business managing director David Newton has built from scratch and his business intuition in both running and developing a successful enterprise is clear to suppliers and staff alike, motivating and leading by example.

The company was bought as a two man operation in 1990. David sold his previous business to finance the purchase of British Falcon Plastics taking on the role of Managing Director. Initially employing two further staff, steady growth was achieved by targeting a bespoke small-volume niche in the market previously neglected by the larger plastic packaging producers. For nearly 20 years British Falcon Plastics has remained a solid, well run operation, a high performer despite the difficulty of the competitive sector and recent troubled financial climate. The company has undertaken four further planned periods of growth and today employs 27 staff.

Project director for Beacon South West Sue Baker commented, "David is an asset to Beacon and our boardrooms will be further strengthened by his practical and experience-led thinking. Despite the tricky nature of the plastic manufacturing industry, Falcon has built up and retained an impressive client list. Further more, and much to

David's credit, staff are not only informed but proud of the company's achievements to date as well as its ability to provide solutions to the complex packaging challenges posed by clients' individual needs."

David Newton, British Falcon Plastics managing director added, "This is a great achievement for the entire company who have individually played their own pivotal roles in helping our customers to identify the quality of service and products we provide. We are an innovative and leading UK supplier of vacuum formed packaging but to have it recognised in this way is a very humbling experience."

Beacon South West is a leading business initiative supported by the South West Regional Development Agency (SWRDA) bringing together the region's most pioneering and rapidly expanding organisations. A professional environment for good practice, fresh ideas and innovation, Beacon South West works with businesses that are as ambitious as they are contemporary - in both their performance and thinking. Beacon businesses are ambassadors for outstanding achievement, raising the region's profile overall and, in return, all Beacon businesses receive the full professional support of their peers gaining access to new ideas and strategies, as well as high quality resources and training.

**ENDS**

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**Note to editors:**

**Beacon South West** brings together some of the South West's most forward thinking and ambitious companies to promote success and spearhead the growth of the region. A key business initiative of the South West of England Regional Development Agency, Beacon South West is an award given to those companies who can demonstrate outstanding achievement across a range of criteria, including significant improvements in productivity and performance, profitability, work culture and innovation. Beacon South West members play an important role in cultivating enterprise excellence in the region. <http://www.beaconsw.org>