



Adelphi Group of Companies



From left: Raymond, Eve, Chris and Alan Taylor

Adelphi and Eve Taylor (London) Ltd

Adelphi Manufacturing customer Eve Taylor (London) Ltd is an innovative creator of aromatherapy skin and body care products, including oils, creams, serums, gels and more, founded in London in 1963.

From modest beginnings around Eve's kitchen table, they now have their UK and International Headquarters located within an impressive purpose-built site in Cambridgeshire, and export as far afield as Singapore, Manila, USA, Korea and Australia: Adelphi Manufacturing are proud to have been able to support this journey.

Eve started her career in the beauty industry as a therapist, and quickly became fascinated by aromatherapy treatments. Her product range was initially established as a professional use line, sold to qualified beauty therapists for use during treatments. However, due to demand from customers, Eve and her family expanded the collection to create a supplementary range of products for use at home, and in 2005, decided to develop their own range of professional and retail skin and body care, to complement the established range of aromatherapy oils.

Adelphi's Sales Director Dean Willis met Eve's son, company Director Alan Taylor, in 1994, and was pleased to supply him with a compact, semi-automatic Response Benchtop filling machine. The Response is versatile and efficient, filling a wide range of product viscosities including Eve Taylor's oils, serums, liquids and creams,





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with equal ease. The Response is quick to assemble and clean, meaning that changing between products and containers is as easy as possible and production downtime is kept to a minimum; Eve Taylor's production team can swiftly switch from filling 10ml glass bottles of oils, up to 200ml toner tubes, as required.

In a recent interview with another of Eve Taylor's Directors, Chris Taylor, Adelphi Manufacturing's Sales Director Dean Willis sat down to discuss the shared values of the two companies, who have maintained a great relationship throughout several consultation and purchasing processes. "Adelphi have been with us since day one", says Chris. "Without Dean, we couldn't have done it!" He enthuses that Dean was completely on board with the vision of Eve Taylor, and was well placed to advise the next steps for manufacturing growth, which "future-proofed our production".

Adelphi and Eve Taylor are both family run businesses, and both are extremely proud of their British heritage. For Chris, purchasing from a UK supplier was important, for "ease of communication", and "ready availability of spare parts and servicing". He went on to stress that "we like working with people we can trust", which includes "strategic partnerships" with trustworthy and reliable suppliers like Adelphi. Eve Taylor now own three Response Benchtop fillers, and a TGM E250Matic tube filler which was also supplied by Adelphi (the sole UK agent for Italian manufacturer TGM since 1995). Chris describes his machines as "reliable, good solid pieces of equipment that have lasted", and is quick to stress that "when we've looked at other cheaper machines, in the long-term this would have been false economy". Adelphi, like Eve Taylor, aim to produce products of the highest quality, and both businesses are rewarded by high levels of customer loyalty; "if we ever look at adding or replacing machines, we go first to Adelphi", states Chris.

Both Adelphi and Eve Taylor have environmental considerations at the heart of their ethos, and both have undertaken serious recycling initiatives in an effort to reduce their carbon footprint. All of Eve Taylor's bottles and tubes are recyclable, as are their shipping boxes and all promotional materials. Similarly, Adelphi recycle offcuts of stainless steel, have swapped plastic for paper cups in all water coolers, and have taking staff recycling of cardboard above 95% every month. During Dean's recent visit to the Eve Taylor site, he discovered that both companies even use the same biodegradable starch packaging peanuts, for posting their products! Within the last 9 months, Adelphi are proud to have won two awards for their sustainability efforts; Environmental Initiative of the Year (PPMA) and Sustainable/Ethical Manufacturer of the Year (Made in the South East).





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Eve Taylor and Adelphi are each also committed to giving back to their industry and community. Eve Taylor now run training courses for college beauty and aromatherapy students, through which they have a close relationship with Crawley College; incidentally, Adelphi also have links to the college's apprenticeship programme. Adelphi also actively support many community events, such as local book and music festivals, and raise money for charities including Save the Children, Children in Need and more.

It is factors like this, says Chris, where businesses go above and beyond, which take them "from good to great". Eve Taylor is continuing from strength to strength, keeping pace with the constantly evolving beauty industry, and looks to have an even brighter future to follow. In 2008, Eve herself was awarded an O.B.E by Her Majesty the Queen, for her contributions to the profession and industry. Chris uses the analogy of passengers on a bus, to thank Dean and Adelphi for "being with us on the journey".

Are you producing for the cosmetics and personal care industry and looking to take your first steps into automation? If so, please don't hesitate to contact Adelphi Manufacturing on +44 (0)1444 472300 or email sales@adelphi.uk.com to see how we can help grow your business.



Eve Taylor Director Chris (right), with Dean Willis of Adelphi Manufacturing