

# SUCCESSFUL CASE STUDIES 2021

## Taylor Hart Ltd



Taylor Hart Ltd has been established since 1998 and works in the installation of drywall, ceilings and partitions. They work in the construction sector and play a pivotal role in delivering projects as a sub-contractor.

They contacted the BIC for support in developing a drywall pro-cut manufacturing machine. Having practiced the traditional method of installation they found a way in which they could increase productivity, spend less time onsite, reduce waste and overall create benefits for the business and its customers.

The solution was a patented new drywall machine that allows them to prefabricate items off site. The funding provided by the BIC has assisted them in undertaking comprehensive market research and analysis in order to successfully market their product and sell it.



[www.drywallpro-cut.co.uk](http://www.drywallpro-cut.co.uk)

## Xerital Limited



Xerital Limited is a specialist producer of high temperature barcodes for firing onto ceramic articles. Xerital's barcode printing technology is suitable for producing a full range of sequential ceramic barcodes which retain their strong black colour after firing.

As a specialist in digital ceramic printing Xerital approached the BIC after discovering a gap in the market. They were already suppliers of printed ceramic plaques for gravestones but were looking to develop a product that the plaques can be mounted on which would be suitable for the crematoriums.

The BIC has known Howard the owner for many years and have assisted him with various projects in the past. In this instance the BIC provided funding in order to support with the costs of project management and product development. He has also attended workshops and networking events to learn more about developing his ideas.

Xerital Limited has been successful in innovating ceramic memorial photo plaques and now also offers the option of pet plaques.



[www.photomemorialplaques.com](http://www.photomemorialplaques.com)