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Airline caterers on a high with innovative meal accompaniments

Supplying major airlines with single-portion sauces and condiments for their Business Class passengers has been an important element in the continuing growth of Barker & Davis Foods (B & DFL Ltd).

The East Sussex company now numbers British Airways, Qantas and Cathay Pacific among its list of blue-chip airline catering clients. According to company founder Jxxxx Dxxxxx, this success is attributable to a combination of restaurant quality recipes and ingredients, together with innovative packaging as supplied by Johnsen & Jorgensen:

“When we first set up the company four years ago,” said Jxxxx, “our aim was to fill a gap in the market. As a former hotelier with the Metropole Group, I’d been struck by the

lack of high quality ready-to-use meal accompaniments such as chutneys, dressings and sauces for large-scale banqueting.

“I had exactly the same problem when I branched out with my own hotel in the 1990s. If, for example, we wanted to serve a *foie gras* terrine with a pineapple and cracked pepper chutney, everything had to be made in our own kitchens,

“When I first met Cxxxxx Bxxxxx, my future business partner and a career Head Chef, we both knew there was an opening in the market for high quality meal accompaniments so we decided to set up a factory and go for it!

“Of course, there were hitches along the way, but our hunch paid off and within a year the business was thriving.”

Today, B & DFL supply restaurant-quality meal accompaniments including salad dressings and vinaigrettes, chutneys, salsas, pestos and sauces for the airline and train catering, special event and hotel banqueting markets. Airline catering accounts for 25% of company turnover – a figure which is expected to grow with the introduction of a new generation of products.

“As part of our policy of ongoing product innovation,” Jxxxx continued, “we looked at three potential suppliers for the most appropriate and cost-effective form of packaging. We knew glass was probably the best material to create an up-market feel for Business Class passengers and that the existing 12ml bottles weren’t big enough.

“After considering all three companies’ proposals, we decided to go with Johnsen & Jorgensen – a company we’d worked with for three years and whose level of service is second to none.

“The 15ml sample bottles they showed us were a perfect size for the airline market where we’re currently offering a choice of 32 different flavoured oils and salad dressings. The bottles’ square design and screw-cap metal closures look the part – and to top it all, they were less expensive than their competitors!

“As the product launch gets underway, we’re confident that both the packaging and contents will enhance our reputation in the industry.”

For further information contact:

