

# Owen Taylor.

## Three generations of master butchers.

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“Sarah has **built confidence, trust** and **strong relationships** at all levels within Owen Taylor. She has a **wealth of experience** gained **across industry sectors** which has helped us to **understand** how other organisations have dealt with **similar issues**, which has been especially useful.”

*Richard Taylor,  
Managing Director,  
Owen Taylor & Sons Ltd*

Owen Taylor & Sons began life in 1922 when the great grandfather of the current Managing Director Richard Taylor began supplying his own abattoir at Chestnut Farm in Somercotes, Derbyshire.

Today Owen Taylor remains a family-owned business which supplies the retail and catering markets across the East Midlands with high-quality, locally sourced fresh meat and meat products. The vast majority of the meat is sourced from Farm Assured farms in Derbyshire, Nottinghamshire and Leicestershire.

### High ambitions

Business Evolution was invited into Owen Taylor to support the firm’s ambitions as one of emda’s High Growth businesses. Focusing on strategy development and implementation, marketing and people development, Sarah Coleman guided the senior management team through a major strategic review of the business and helped the firm to devise a new strategy and a new vision. She also helped Owen Taylor to identify a set of values which would underpin the new strategy.

In addition, Business Evolution worked with Owen Taylor to progress specific aspects of finance, the customer experience, supply chain management and communications.

### Significant growth

Owen Taylor has enjoyed significant growth in recent years and now turns over more than £12 million every year. The company employs over 100 staff and contributes strongly to the East Midlands economy. The company has been able to move into new and existing markets to grow the sales.

The broad base of customers ranges from high quality hotels and restaurants, contract customers such as Universities and the National Health Service through to caterers and foodservice customers and also its retail customers.

Owen Taylor understands the markets and is able to adapt to meet the needs and expectations of its customers across this varied customer base.



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