

Cox & Plant Products

Andrew M Cox
Commercial Director

Background

- Manufacturer of Conveying Systems
- Conveyors used in industries handling Fruit, Vegetables, Fish, Pet Food, Meat, Pasta, Cereals & Pharmaceuticals
- Established in 1973
- Second generation – family business
- After studying worked for several companies including retail & insurance

Time Line

- 1973 - £500 loan to set up
- 1974 – 1st big order; major potato processor
- 1979 – Factory 1 building commenced
- 1982 – 1st order from Smiths Crisps
- 1985 – Factory 2 opened
- 1987 – Technological breakthrough
- 1993 – Conversion to CAD systems
- 2001 – Factory 3 opened

Markets

- Central & Eastern Europe
 - Scandinavia, France, Germany, Ireland, Poland, Hungary, Czech Republic, Iceland, former Russian Republics
- Middle East
 - Saudi Arabia, United Arab Emirates, Egypt
- Rest of the World
 - Argentina, Taiwan & Hong Kong

Customers

- Kellogg's
- Young's Seafoods
- Nestlé
- British Salt
- Walkers Crisps
- Pedigree Petfoods
- Fisher Frozen Foods
- G W Padley (Poultry)

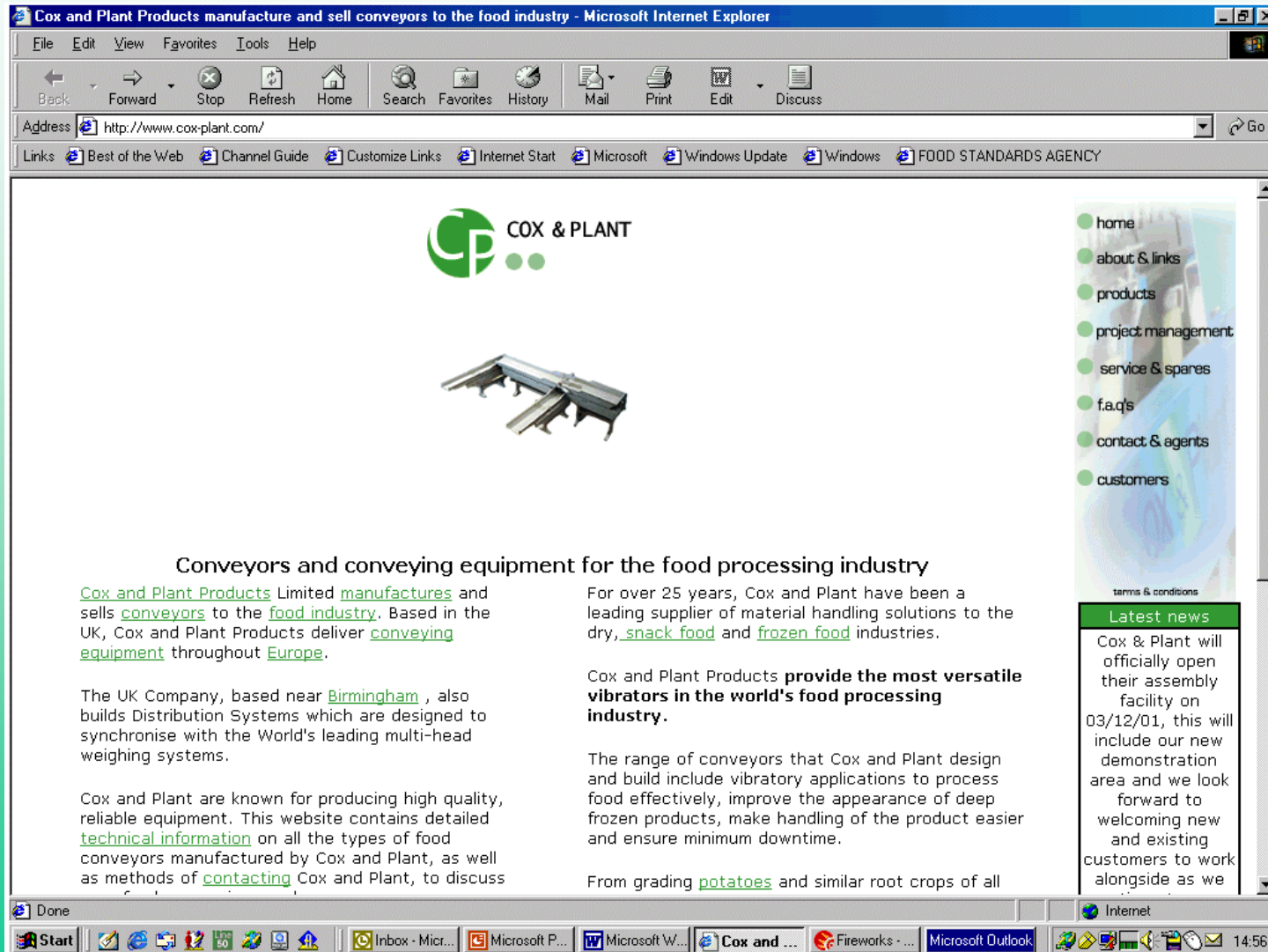
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Technology

- 1973 – Verbal orders
- 1979 – Telex account opened
- 1982 – Fax machine installed
- 1985 – Mobile phone introduced
- 1993 – Network computer system
- 1998 – e-mail introduced
- 1999 – www.cox-plant.com
- 2000 – website launched
- 2001 – online spares system developed

Mother site



COX & PLANT

- home
- about & links
- products
- project management
- service & spares
- f.a.q's
- contact & agents
- customers

Conveyors and conveying equipment for the food processing industry

[Cox and Plant Products](#) Limited [manufactures](#) and sells [conveyors](#) to the [food industry](#). Based in the UK, Cox and Plant Products deliver [conveying equipment](#) throughout [Europe](#).

The UK Company, based near [Birmingham](#), also builds Distribution Systems which are designed to synchronise with the World's leading multi-head weighing systems.

Cox and Plant are known for producing high quality, reliable equipment. This website contains detailed [technical information](#) on all the types of food conveyors manufactured by Cox and Plant, as well as methods of [contacting](#) Cox and Plant, to discuss

For over 25 years, Cox and Plant have been a leading supplier of material handling solutions to the dry, [snack food](#) and [frozen food](#) industries.

Cox and Plant Products **provide the most versatile vibrators in the world's food processing industry.**

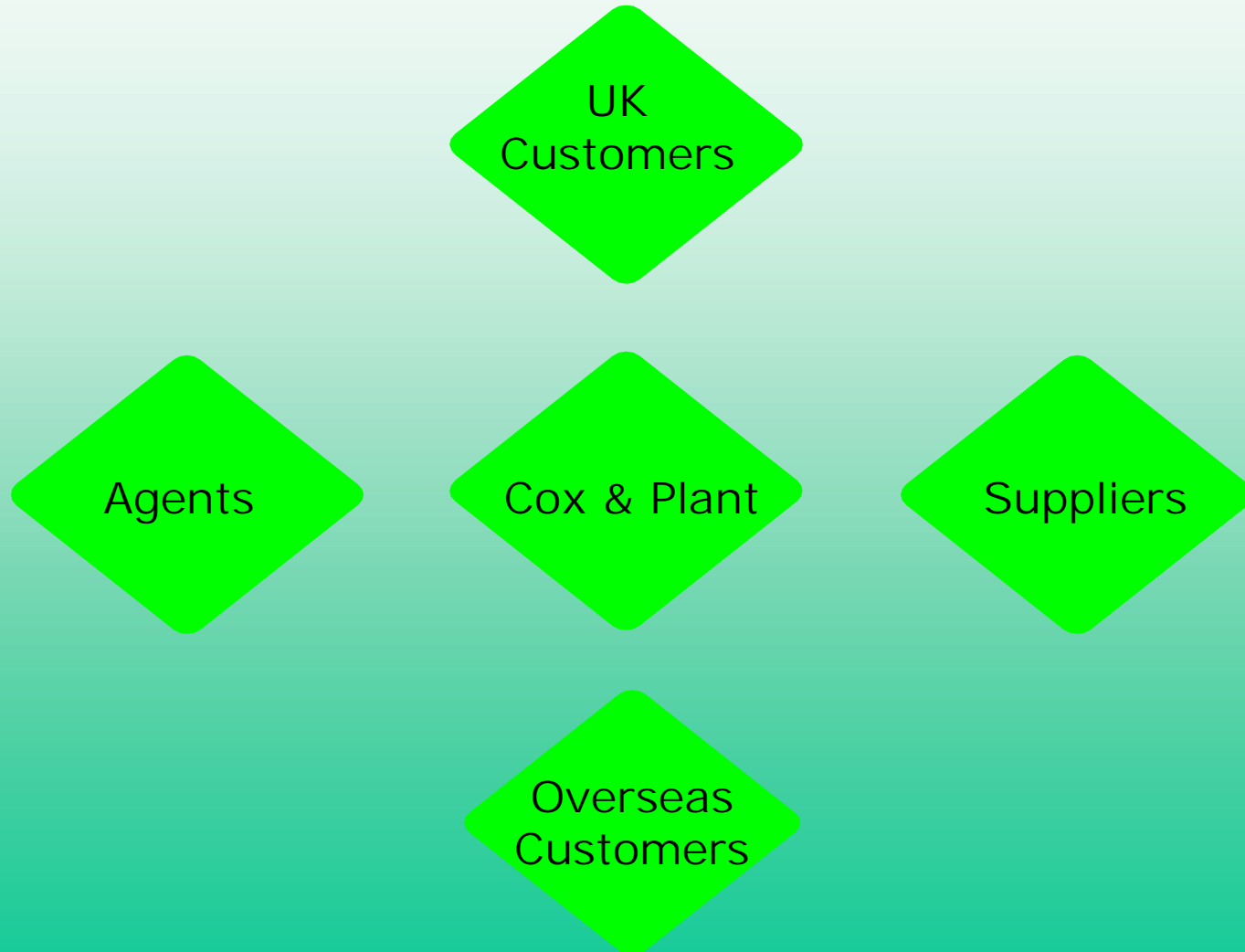
The range of conveyors that Cox and Plant design and build include vibratory applications to process food effectively, improve the appearance of deep frozen products, make handling of the product easier and ensure minimum downtime.

From grading [potatoes](#) and similar root crops of all

Latest news

Cox & Plant will officially open their assembly facility on 03/12/01, this will include our new demonstration area and we look forward to welcoming new and existing customers to work alongside as we

Points of Contact



UK Customers

- E-mail – enquiries, quotes, layouts & invoices
- E-newsletters
- Website – enquiries, online spares system
- Telephone
- Snail mail
- Fax!

Overseas Customers

- E-mail – enquiries, quotes, layouts & invoices
- E-newsletters
- Website – enquiries, online spares system
- Telephone – less frequent
- Snail mail – less frequent
- Fax!

Agents

- E-mail – enquiries, quotes, layouts & invoices
- Agents E-newsletters
- Website – online marketing tool with local links
- Telephone – less frequent
- Snail mail – rare
- Fax – depends on country

Suppliers

- E-mail – less than 5%
- Telephone – all the time!
- Snail mail – usual mode of communication
- Personal unannounced sales visits!
- Fax – yes but poor quality!

2002 - Satellite sites


multihead weighing systems - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit Discuss

Address <http://www.cox-plant.com/multiheadweigher/>

Links [Best of the Web](#) [Channel Guide](#) [Customize Links](#) [Internet Start](#) [Microsoft](#) [Windows Update](#) [Windows](#) [FOOD STANDARDS AGENCY](#)

 www.multiheadweigher.com

How food processing companies can incorporate multiheadweighers into their processing lines

[Home](#) [About](#) [Project Management](#) [Links](#) [FAQs](#) [C&P agents](#)


[Cox & Plant Products Limited](#) project manages new food lines incorporating multiheadweighers. Working with a range of specialist manufacturers, Cox and Plant's partners make multi-head weighers for easier cleaning in all stainless steel construction. Specialising in the design and manufacture of processing lines for the pre-packing of many different types of food and associated products, Cox and Plant have over 25 years' experience. Automatic Weighing Machines can be built into many lines for a range of products including:

- Beetroot
- Bakery goods
- Cereals
- Coffee and Teabags
- Confectionary
- Dishwasher Powder
- Fertilizer
- Frozen Meats
- Grated Cheese
- Mushrooms
- Nuts
- Snacks
- Pet Foods
- Potatoes
- Prawns and Other Fish Products
- Ready Meals
- Salads
- Spinach

Multiheadweighers allow food companies to combine different types of food to ensure that the exact quantities of each food type are processed.

Multi head weighers are used for products like stir fried rice where rice and vegetables are mixed.

Multi component ready meals are increasing in popularity which means food processing companies need to guarantee accurate placement onto processing trays.



<http://www.cox-plant.com/> Internet

Search Engines

- Spent time preparing statements
- Manual registrations
- Monitor traffic
- 45,000 hits per month
- Unique visitors = 2000 per month

Learning Points

- Tried automatic registration with limited success
- Library items were not used early enough on site construction
- Photographs for website have different needs
- Quality of images is critical

Future

- Develop more satellite sites
- Investigating SMS communication for forthcoming events such as exhibitions
- Changeover to ADSL
- Suppliers.....

Thank You!



www.cox-plant.com

