

# Industry giant PFM partner with newcomers Scayl



Having only officially launched earlier this year, Scayl are thrilled to announce they have partnered with packaging machinery giants PFM.

Scayl's packaging machines were developed to scratch their own itch. As owners of [BRUU – The Gourmet Tea Club](#), a tea subscription service, they were hand packing thousands of sachets of loose tea every month. Wanting to improve their efficiency and decrease waste, the team started to look at machinery.

Unfortunately, entry level solutions were tailored for much bigger companies (and budgets!), so they decided to develop their own cost-effective solution.

"The machines were so good that I started to call a few of our competitors to see if they had the same problem and we immediately had a handful of orders and a new business to develop" says Founder Anneka.

Since inception earlier this year, the range has grown to five machines, including a sealing machine and they have found customers in all corners of the globe with exports now making up 30% of sales.

Earlier this month they partnered with PFM, marking a significant landmark and verification that they are doing something right! It will allow both companies to share ideas, industry insights and help serve PFM customers who are looking for more entry level solutions.

"PFM are excited to see where the new partnership with Scayl will take us. We feel that the products they offer compliments our own range and will enable us to help customers of all sizes grow their businesses. We were really impressed with their machines and simplicity" says Chris, Sales Director at PFM.

To find out more about Scayl visit [www.scayl.co.uk](http://www.scayl.co.uk). Contact [hello@scayl.co.uk](mailto:hello@scayl.co.uk) or 01748 349112.

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## Contact Information

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