

B&B EXPANDS USED EQUIPMENT SALES TO EUROPE



B&B Attachments, the largest supplier of refurbished attachments in the UK and Ireland, is expanding its used equipment sales overseas. Part of the company's overall expansion plans, it follows B&B's decision to buy back over 500 attachments for worldwide distribution.

Earlier this year, B&B Attachments made a major investment in additional resources for its Cramlington facility to reflect the growth in sales of refurbished attachments in the UK and Ireland. The company doubled the amount of storage allocated to this product sector and expanded its workshop capacity by a hundred percent to enable it to quickly and efficiently refurbish clamps ready to provide a fast response time to customers. Other changes included the purchase of additional plant and tooling and the development of new computer software systems to improve after sales service.

Commenting, Terry Ryan, Business Development Manager at B&B Attachments says: "Our market research has indicated that there is a large market for refurbished clamps in Europe. Our investment in new plant & equipment has already paid off with an upsurge in orders from both Ireland and the UK. We now wish to capitalise on this by expanding overseas".

B&B Attachments customer base in the UK and Ireland covers a spectrum of industries from brewing to manufacturing and construction. The company is providing these sectors with a wide range of attachments including keg clamps, double pallet handlers, paper roll clamps, appliance clamps and fork positioners.

"Developing effective and efficient product distribution systems remains a major concern of manufacturing companies especially those based in central and eastern Europe", concludes Terry Ryan. "There are without doubt significant growth opportunities for attachment sales, especially in the emerging markets, as they offer companies a good balance between price and productivity."

