

## Summary:

When this successful dental products company was looking to expand into a new market they wanted to do so with minimal risk to the business. They did this by purchasing used equipment from Perry to provide a cost effective route to increase their production capacity.

## The Client

Peri-Dent, based in the Scottish Borders, UK, are a leading global supplier of oral care products. Since their establishment in 1932 they have continued to expand and now produce products for clients in over 30 countries. Their product portfolio includes dental floss and tapes, premium floss products, dental sticks, interdental brushes, breath freshener sprays and tongue cleaners.

## The Problem

The company had identified a business opportunity that involved producing new products for both new and existing markets. Peri-Dent were in an ideal position to serve these markets but required additional processing equipment in order to complete their product line. Specifically they were looking for a tank to fit a mixer the company already had in stock. They initially looked at purchasing new equipment but the cost would make the project uneconomical so they turned instead to used equipment suppliers to fulfil their needs.

After reviewing a number of suppliers the company chose Perry Process due to their wide range of available stock and the location of their facilities.

## Perry's Solution

Peri-Dent visited Perry's County Durham site and selected a used Skerman 200 litre stainless steel jacketed pan which was ideal for their requirements. Perry were able to supply the item at a price that ensured the project's viability and minimised the associated risks for the company in expanding their product line. They also cleaned the pan and performed a pressure test prior to shipping.

## The Outcome

Less than a month after the initial inspection, the stock had been shipped from Perry's facilities to Peri-Dent's location in the Scottish Borders. The quick turnaround ensured that Peri-Dent were able to commence production in a fraction of the time, and at a significantly reduced price, than purchasing new. By minimising the business risks through purchasing used equipment they hope to capitalise on new market opportunities before their competition and consolidate their position as the market leader.

[www.dentalfloss.co.uk](http://www.dentalfloss.co.uk)



## **Perry Process Equipment Ltd:**

Perry Process Equipment Ltd is the European Head Quarters of the Perry Machinery Group of Companies. As international used process plant & equipment specialists we have been working with clients in the chemical, pharmaceutical and food industries for over 75 years.

The group opened its 20,000 sqft warehouse and offices on its 6 acre site in Newton Aycliffe, County Durham, in 1990. Since then we have opened further operations in Poland, Czech Republic and Germany as well as establishing a presence in France, Russia, Israel and others. This gives Perry worldwide links and global buying power to ensure that we have the best quality equipment available for our customers.

Perry's primary business is the purchase and resale of used processing equipment and plant. We source the best quality used and surplus equipment which we then sell to other companies that require items for a number of reasons, e.g. breakdowns, expansions, new projects. To complement these activities we also offer a range of services including:

- Asset valuation
- Management of dismantling plant
- Asset disposal through auctions
- Buying equipment directly for stock
- Checking and testing of used equipment before resale
- Various sales options including sale/return and rental
- Management of transportation and logistics, globally
- Full reconditioning available through our qualified engineering team

Above all, we believe it is our ability to retain the personal touch whilst working on a global basis that ensures many of our customers return to us time and time again.

### **Main Contact Details:**

Perry Process Equipment Ltd  
Station Road  
Aycliffe Business Park  
Newton Aycliffe  
County Durham  
England  
DL5 6EQ

T: +44 (0) 1325 315111  
F: +44 (0) 1325 301496  
E: [info@perryprocess.co.uk](mailto:info@perryprocess.co.uk)  
W: [www.perryprocess.co.uk](http://www.perryprocess.co.uk)