

PERRY

Process Equipment Ltd



Global specialist in used process equipment

What we can do for You

Save you Time

Used equipment is by its nature available without lead times, allowing you to install or repair your process line in a fraction of the time taken to buy new.

Our knowledgeable team can do the searching for you. Simply tell them what you require and they will use our global network to find the best item of equipment for your process. We may even have it in stock at one of our four warehouses in Europe. This allows you to get on with what you do best, your own business!

Save you Money

On average, buying used equipment saves you over 50% against the cost of purchasing new.

Reduced lead times means less lost cash flow due to inactive process lines.

Our flexible sales services allow you to pick the best option for your business, so you can be sure the equipment is right for you without the risks.

Save the World?

Buying used means less waste, less usage of raw materials and the associated emissions generated in the manufacturing process. All of this will improve your green credentials.

It's all part of the Perry Process

The Perry Mission

At Perry our mission is simple, to offer you the best quality used processing equipment combined with excellent customer service.

Across our various global locations we hold in excess of 25,000 items of stock at any one time. This means that whatever you are looking for, the chances are we can supply it. If we don't have exactly what you require, we will ask our network of contacts in various different countries to assist in sourcing it for you. Our team have extensive knowledge in equipment requirements across a range of industry sectors and are also happy to answer any queries you may have whilst searching for an item.

Once we have an item in stock we can carry out a range of further services, from electrical testing and mechanical refurbishment to cleaning and re-painting. We will also assist you to all relevant legislative requirements.

Once you have decided on an item you wish to purchase, Perry can assist with transportation to your site. Our in-house logistics department will look after the import and export documentation, taking away all of your headaches. We also offer a range of sales options such as trade in and rental, so you can be sure the item is suited to your business needs.

In short, we aim to maximise the benefits to YOUR organisation whilst minimising YOUR risks.

However, our customers tell us the reason they return to us, time and time again, is the friendly and efficient customer service they receive across the organisation. From initial enquiry to final payment, our team is there to help YOU every step of the way.

Our History

Perry Epstein formed his company, Perry Equipment & Supply Co, in 1932 in Philadelphia USA.

During the early 1950's the company started to manufacture new pressure vessels and heat exchangers alongside its used equipment division.

By the start of the 1970's, Perry's used equipment division, which had originally focused on chemical process equipment, had expanded into additional industries including Plastics, Pulp & Paper, Sugar and Pharmaceuticals.

The original company is now called Perry Videx and is headquartered in New Jersey, USA.

Perry's first international venture was in 1990 when Richard Driver moved back to his native UK to set up a European Business Division. This was named Perry Process Equipment Ltd.

Over the years several other international offices have been established to cater for the global nature of the business and to ensure the highest quality service and largest range of stock for our customers.

Time line

USA	1932
UK	1990
Poland	1995
Czech Republic	1997
Russia	2005
Mexico	2007
Germany	2008



Sales Services

In these uncertain economic times, we at Perry Process want to ensure that we offer you a reassuring environment to purchase your used processing equipment. We achieve this through a number of methods and are happy to discuss these options with you to find the most suitable solution for YOUR business.

Of course, you can still simply purchase an item from us and pay us straight away, but if you are unsure if the item is right for you and your processes we can offer the following options.

- **Rental:** You can rent a piece of equipment from us for any length of time. If you decide to keep it we will discount the purchase price for you.
- **Sale or return:** If you purchase a piece of equipment then decide that it isn't really right for your process, so long as it is still in its original condition, we can buy it back from you. All you pay for is the transportation costs.
- **Trade In:** Take advantage of any surplus equipment you have in your facilities by trading them in against the cost of purchasing a different piece of used equipment.

Aside from these purchase options, there are a number of other services that Perry offers as standard to all our customers. For all items held in stock, these include:

- Test run to establish electrical & mechanical integrity
- Hydraulic & vacuum testing
- Shot blasting
- Cleaning
- Painting
- Spark Testing
- Third party inspections by authorised organisations
- Refurbishing to manufacturing standards including warranty where appropriate
- Assistance with conformity to equipment regulations
- Delivery, export packing and worldwide shipping with conformity to Incoterms
- International payment options

Our Stock

With over 25,000 items of stock held in locations across the world, whatever you are searching for we can usually help you. If we don't have anything that meets YOUR exact requirements, we can call upon our global network of contacts to conduct a product search on your behalf.

All of our stock can be viewed on our website 24/7, simply visit www.perryprocess.co.uk and enter your requirements.

Autoclaves

Boilers

Centrifuges

Chillers

Columns

Crushers

Dryers

Dust Collectors

Evaporators

Extruders

Filters

Furnaces

Glass Lined Equipment

Granulators

Heat Exchangers

Mills

Mixers

Presses

Pulverisers

Pumps

Reactors

Separators

Tanks

Turbines

Vessels

Plants and Lines

Industries we serve

Throughout our history, we have developed an in-depth understanding of the needs and requirements of our clients. Our staff are both knowledgeable and experienced and are able to assist you in selecting the right type of equipment for YOUR business. In addition, we have various industry and niche specialists who have a deeper knowledge of specific sectors and their requirements.

We pride ourselves on the level of customer service we offer and are always willing to go the extra mile to ensure you receive the exact items you require.

Perry also has a range of language skills to help you through the purchasing process. In the UK alone we can assist in French, German, Italian and Spanish. Coupled with our presence in Poland, Czech Republic, Russia, Israel and India, we can cater for a variety of languages and are happy to provide further translation services where required.

Examples of industries we serve include:

Brewing

Chemical

Confectionery

Dairy

Fishmeal

Food

Paper

Petrochemical

Pharmaceutical

Plastics

Power Generation

Sugar

Water Treatment

...and many more

Plants & Lines

We don't just deal with individual pieces of equipment. At Perry we also buy and sell process lines and plants.

The benefits of buying a used line or plant are the same as those for buying individual items;

- **Cost savings:**
buying a used plant is significantly cheaper than purchasing it new.
- **Reduced lead times:**
transporting plant from one site to your own is much quicker than commissioning a new line then waiting for it to be manufactured, assembled and installed.
- **Increased revenues:**
reduced lead times means production can be started in a fraction of the time, allowing you to generate cash more quickly.
- **Environmental benefits:**
reduced emissions, usage of raw materials and waste all ensure that your companies environmental targets can be met.

With our global network, we can source any type of process line or plant, no matter how unique it is. In addition, Perry can also assist you with dismantling, decommissioning and logistics to get your purchase to your site quickly and easily.

If you are looking to sell a process line or plant we are happy to offer our assistance. Perry has considerable experience in organising a variety of sales services including internet marketing, direct marketing, auctions, delegate visits etc.

Selling your equipment

When equipment becomes surplus to requirements, selling it to a Used Processing Equipment Partner will always provide YOU with a greater return than scrapping the items. A reliable partner such as Perry will assist with all aspects of disposal, allowing you to concentrate on your core business whilst maximising your asset realisation.

By working with our clients in partnership for almost 80 years we have developed a variety of plant disposal programmes ensuring we can offer exceptional value and service to your disposal project. Activities that can be incorporated within a programme include:

- Sale of assets including Land and Buildings
- Complete Turnkey Projects
- Asset valuation
- Inventory reporting
- Marketing
- Dismantling, demolition, decontamination
- Equipment refurbishment
- Packing & shipping
- Storage
- Equipment legislation conformity

Some of the people we've helped

3M Corp	GEA Westfalia Separator Process GmbH
Aesica Pharmaceuticals Ltd	Great Lakes Chemicals
Alpha Chemie GmbH	Hoechst-Celanese Corp
Astra Zeneca	Klinge Pharma
Atlas Stord	Kodak
Aventis Pharma	Kraft General Foods Inc
BASF Corp	Krauss Maffei
Bayer AG	Mane Fils SA
Bretagne Chimie Fine SA	Merck & Co
Bristol Myers	Naturex SA
Beghin-Say	Pfizer
British Sugar	Piramal Healthcare
Cargill	Procter & Gamble
Carlsberg	Raschig GmbH
CBW Chemie GmbH	Rhodia
Ciba Specialty Chemicals	Rohm & Haas
Danisco	Sensient Imaging Technologies SA
Dow Chemical	Shell Chemical
Dupont	Sochinaz SA
Ellerwerk GmbH & Co KG	Societe Suisse des Expositifs
Evonik Technochemie GmbH	SSL International
Exxon	Tate & Lyle
Ferro Corp	United Biscuits
Firmenich SA	

Case Studies

Lionel Hitchen (Essential Oils), England

A damaged Apex 114 Comminuting Mill threatened to halt production on site. Perry responded quickly and were able to supply a replacement mill from stock, fitted with the correct blades and delivered the unit to site. This prompt service enabled Lionel Hitchen to resume production and minimise down-time costs.

ICI Chemicals & Polymers, UK

Production was halted by a failed heat exchanger and although a new one was ordered, the lead time was significant. ICI contacted Perry with a requirement for an interim machine. Perry delivered a stainless steel heat exchanger from stock to the site and ICI modified it to fit their plant. As a result production was halted for only 5 days compared to months. The cost of the used equipment was significantly less than the losses that would have been incurred without it.

Norbrook Laboratories, Northern Ireland

Norbrook called upon Perry's international network when they urgently required two refurbished glass-lined reactors. Perry were able to supply these items from Poland within the project's schedule. In addition to supply and delivery, Perry also spark-tested the equipment, fitted new motors and inverters, then cleaned and painted them. The whole process was completed within 7 weeks and at a fraction of the cost of purchasing new items.

Masons Paints, Derby, England

When Masons closed their Derby operation they appointed Perry to clear their production, laboratory and office areas. Perry used their global marketing network and successfully sold all assets to companies across various countries including Germany, Yemen, Saudi Arabia and the UK.

The project was completed within the set budget and time constraints and matched Mason's agreed return.

The 8 Myths of Used Process Equipment

And some surprising facts you should know...

Buying used or second hand equipment can provide significant cost savings against purchasing new but many people are deterred by the plethora of myths that surround the industry. This article takes each of these myths in turn and exposes them, so that you and your company don't miss out on the savings that can be achieved. This can run into thousands, even hundreds of thousands of pounds.

Myth 1: There is no guarantee that used equipment will work.

Unfortunately, you often get what you pay for! Although they may be a little more expensive, a reputable dealer will undertake many more checks before they even get the equipment into their stock and even more before it is sold on to you. A good dealer should also allow you to inspect before you buy, if you can't make it to their site then ask for a video to be sent to you of the equipment to confirm it is in working order.

Myth 2: You can't buy spare parts for a used machine

This commonly held belief is simply untrue. Additional parts can be sourced for any machine. If a part can't be obtained from the OEM it may be possible to locate it from a different used machine (especially if the dealer holds a large amount of stock). Alternatively, a good dealer will have relationships with engineering companies that can make the parts from the original drawings of the units to its original specification.

Myth 3: There will be no documentation available

Most used equipment is still accompanied by its relevant technical documentation and user manual. If it is not available the OEMs can supply them and a good dealer should be able to organise this for you. Often you will find that the manufacturer's warranty is still available, or there may be an option to extend this. Again, a good dealer should be able to organise this for you. Finally, make sure your dealer provides you with documentation concerning the environment and processes the equipment has been operating in. This information is required in order to meet HSE requirement for material handling, so make sure your dealer can provide it.

Myth 4: The equipment will not meet your requirements or current legislation

Sometimes this can be true for an older piece of equipment, but even if this is the situation it can be modified to ensure it does. Most dealers will offer this service in-house or will work with the OEM or an engineering company to provide it.

Myth 5: I won't save that much compared to buying new

Obviously the cost varies from piece to piece, but the average is around 50% of the cost of new. There are additional costs you must consider, such as packing & crating, transport, unloading, installation and commissioning, but you would incur these on new equipment as well.

However, the savings most people overlook when purchasing used equipment are those that are not directly cost related. For example, when you purchase a piece of used equipment it will usually be in-situ in a fraction of the time. This means that you can have your processes up and running in a shorter time, and therefore making money more quickly!

Myth 6: I won't find my exact specification on the used market

From our own experience, we can honestly say that nothing is impossible to find on the used market. Find a dealer who has a global presence and contacts to make the search easier. Such a dealer will also have experience of working with clients across a number of industries. They will have developed the knowledge of which equipment can be used, or modified to function, across a multitude of processes. So even if your exact specification is not available, they should be able to find a suitable alternative unit.

Myth 7: It's too much hassle buying used

Buying used should never be a hassle! With a good dealer, all you will need to do is provide some brief information and let the dealer do the rest. Typical information you should provide includes specification, preferred manufacturer (if any), the process it will be used on and the timescale.

Copies of documentation, photographs, technical drawings and video clips of the unit should allow you to make your decision without you even having to leave your desk! A good dealer should also be able to organise the additional services, such as shipment and installation for you.

Myth 8: It may not work on my process

Most good dealers will offer a trial period where you can take the unit to your site and use it on your product for a fixed period to ensure it is right for your process. You may even be able to perform the trial at the dealer's facilities. Alternatively, you may be able to organise a rental from the dealer. This is very useful in situations where the equipment works for the process but it is not clear if that particular process will need to continue for any period of time.

*Services are available on items held at our warehouse facilities. For items held elsewhere not all services may be available.

Let us help You

If you have any requirements for used processing equipment or plant, or have surplus items you wish to relinquish, the easiest thing to do is call us: **+44 (0) 1325 315 111**

Or you can send an email to us:

info@perryprocess.co.uk

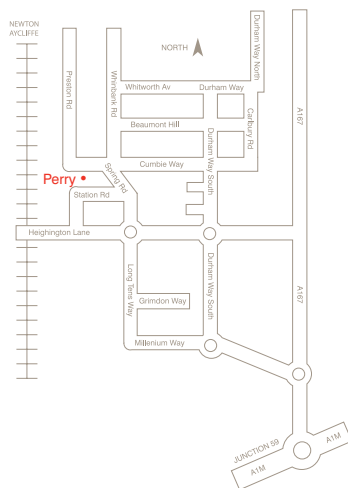
Once we know what you require, you can sit back and relax whilst we do the searching for you.

Alternatively, why not visit our website

www.perryprocess.co.uk

Here you can view our current stock on our online database, read further case studies and references, or link into our worldwide sites.

Finally, why not pay us a visit? We are more than happy to show you around our premises where you can see the items we have in stock. Prior to your visit, let us know any specific equipment you are interested in. We can arrange for it to be set up and running when you arrive, so you can perform a thorough inspection.



Perry's Worldwide Offices

European Headquarters **Perry Process Equipment Ltd**

Office: Newton Aycliffe, England

Perry Plant - *Office: France*

Perry Process Equipment Ltd - *Office: Dusseldorf, Germany*

Perry Process Equipment Ltd - *Warehouse: Leipzig, Germany*

Perry Russia - *Office: St. Petersburg, Russia*



Perry Machinery Poland - *Ozarow: Mazowiecki, Poland*

Perry Machinery Czech Republic - *Hradec: Kralove, Czech Republic*

Representatives - *Israel, India, Mexico, Denmark, Turkey*

US Headquarters **Perry Videx**

Office: New Jersey, USA



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

T: +44 (0) 1325 315 111
F: +44 ((0) 1325 301 496

E: info@perryprocess.co.uk
W: www.perryprocess.co.uk