

PRESS RELEASE

Date: 22 April 2015, Hall 3, stand E02

Subj: Surface Technology, Hannover 2015 report

Issued by EEC Ltd, T: +44(0)1844 299371, F: +44 (0)1844 299381

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Caption: Michael Riley (right) meets new customers from India at Surface Technology, 2015

Riley Surface World reports great success at Surface Technology, Hannover 2015

Riley Surface World, based in Aldridge, near Birmingham, UK, is Europe's leading reseller of new and used surface finishing plant and machinery, with over 1000 machines in stock and online. The company has reported a highly successful first attendance at the Surface Technology section of the huge Hannover Fair in Germany during April 2015.

Surface Technology attracts nearly 40,000 visitors from 100 countries. The exhibitors include some of the biggest names in the industry, including Wheelabrator, Serfilco, Mefiag and Munk. It spans five days and is just one of twenty three halls at the enormous Hannover fairground in northern Germany.

Riley's objectives in exhibiting were threefold. Firstly, it was to establish their brand name as a major player in the global surface finishing industry. Secondly, they hoped to receive enquiries from manufacturers with large process plants for sale in all parts of the developed world. And thirdly, to find partners to help with their exports to important markets such as India, South East Asia and Eastern Europe.

The company is pleased to confirm that all of their objectives were achieved. They were approached by many companies, who were not aware that used plant and machinery was available in such large quantities, or that it was possible to ship the equipment to different parts of the world, including de-commissioning and re-installation.

Large process plants were offered for sale from countries that included China, Turkey, Italy and Germany. And finally, offers of partner arrangements came from India, Taiwan, Mexico, Italy, Czech Republic and Russia, among many others.

Commenting on the success of the exhibition, managing director Michael Riley said:

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'The Hannover Fair was a revelation for me and my team. We had contemplated attending for several years, but never had the confidence until now. It just happened that we had acquired a number of substantial electroplating lines and other valuable items of machinery from different parts of the world, and felt that this gave us a platform with which to make an impact.

'This year, Hannover had made a special effort towards India, resulting in a particularly large number of high calibre visitors from that country. This was of great benefit to us, as they have a buoyant surface finishing sector, particularly serving their automotive, aerospace and general engineering industries. Also, historically, people from India feel comfortable dealing with British companies. Indeed, in many cases their command of English is better than our own!'

Riley Surface World is now working diligently through all of the enquiries and opportunities from Surface Technology 2015 and looking forward to converting them to long term business development opportunities in the future. The next Surface Technology show is in 2017, and Riley's are urging more British companies to make the effort to attend. Help and support is available through UKTI, and it can only be beneficial for our home-based manufacturers.

For further information, visit www.rileysurfaceworld.co.uk

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Note to editors:

Riley Industries Ltd. was established in 1968. It has developed from a traditional machinery merchant into a global marketing platform for the surface finishing industry. It has over 1000 items of new and used plant and machinery in stock and online, and provides technical consultancy, factory clearances, decommissioning, online auctions and a wide range of asset realisation services to companies worldwide. For further information visit: www.rileysurfaceworld.co.uk