

# BUSINESS IS ON THE UP FOR REFURBISHERS

Extract from a feature by Michelle Baillie in *The Canmaker* February 2005 issue.

*Growing demand, along with favourable export arrangements, are being exploited by used and refurbished equipment suppliers. Michelle Baillie reports*

## Canmakers like their old machines

For Rieck & Melzian, also in Germany, the domestic market represents around half of its business. Christian Reimers says: "More and more canmakers, especially in Germany, decide not to buy new machines but used ones instead, or they want to continue working with the equipment that they've used successfully, sometimes for decades."

In the last ten years the company, which originated as an end-making equipment manufacturer, has followed the market lead and moved into the refurbished sector that now accounts for half of its business. Although still supplying its own new systems, it's actively involved in overhauls, repair work and equipment relocation. "Most of the complete lines we supply are semi-automatic and are going to places like the Arabic countries, Asia and South America," says Reimers. The company is installing a range of equipment for customers in Saudi Arabia and Yemen in the first half of 2005 including eccentric presses, lining machines, scroll shears, and welding, expanding and seaming machines.



*Something old, something new: A LBZ long side seamer before and after its refurbishment by Germany's Rieck & Melzian*