

Packing a punch...

From humble origins nearly 20 years ago, Punch Press Services has evolved into the UK's leading independent provider of used and refurbished CNC punching machines, as well as associated tooling and software. Today the company operates from an impressive showroom in Cheshire.

Formed in 1988, Punch Press Services initially operated from a small unit focusing on the service and repair of CNC punching machines of every make.

Within 24 months the company had taken on two additional engineers and relocated to 4000 sq ft premises at Newcastle under Lyme in Staffordshire.

Expanding its business streams became a priority and Punch Press Services commenced the acquisition and part-exchange of used CNC punching machines no longer required by their owners. Once back in Staffordshire the company would set about applying comprehensive refurbishment programmes that involved checking and addressing every function and feature of each machine, culminating in a fresh coat of paint. The machines would then be offered for sale complete with warranty.

From here the company proceeded to build its relationship with existing customers and in the early 1990s started to offer service contracts to those who wanted 24 hour response and telephone support, taking on two more service engineers in the process. Customers no longer had to dial the service department of larger suppliers and wait for a return call.

The service proved so popular that today it has evolved to include machine installation, support, tooling from Mate and Wilson, and software from Radan and Lantek. As a one-stop-shop Punch Press Services now offers its customers complete peace of mind.

It was in the late 1990s that Punch Press Services expanded its sales team and started to buy and sell machinery internationally – today the company continually seeks agents worldwide and



welcomes the opportunity to discuss further proposals.

By concentrating solely on the buying and refurbishing of punching machine alone, meant Punch Press Service's team of sales personnel and engineers knew the products intimately, providing customers around the globe with peace of mind about their purchase. With demand at an all-time high it has even been known for salesmen to adorn overalls and assist engineers in installation and training. Any obstacle can be cleared in order to meet customer requirements, and professional service with a smile is guaranteed. The company's sales manager, Andrew Naylor, has worked in the industry since leaving school in 1985 and has hands-on knowledge of CNC punching machines.

In 2000 Punch Press Services had a purpose built showroom constructed at Sandbach in Cheshire complete with offices and overhead cranes. From here the company regularly stages in-house seminars and training on both refurbished CNC punching machines, and new Rainer hydraulic and electric models.

In a separate business development, Punch Press Services met Rainer Srl from Italy at an exhibition some 15 years ago. Such was the impression created by each company that Punch Press Services helped establish Rainer UK (today the two companies share the Sandbach facility). The secret of Rainer's success lies in the company's philosophy of being at the forefront of product development and technological innovation. Indeed, Rainer has deposited many patents and company innovations such as the 'Orbital System' and the 'Double Y-Axis System' have been introduced into mainstream production and represent a new benchmark in punch press machinery. Rainer competes in the UK with Amada, Finn Power, Trumpf and LVD.

The Rainer range of punch press machinery is going from strength-to-strength every year, particularly since the introduction of the electric ram machine. In the seven months since launch, eight machines have already been sold.

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