

As a global company staff are very much involved in exhibitions in many countries.

In May we attended two exhibitions as exhibitors in the UK. The events were very different to each other, targeting completely different customer sectors:

Plantworx

Attended by Dave Pope and Peter Hudson.

Despite the bad weather official figures stated 11498 people visited the exhibition over the 3 day period. Over the first 2 days foot fall to the Stauff stand was relatively good with 35 recorded firm leads to follow up on.

The event was a good opportunity to link Stauff to the OEM construction industry and we were the only hose and tube supplier on display.

A good mix of buyers engineers and apprentices from JCB, Volvo, Sandvik and military organisations visited Stauff.

For next year we recommend an out side display on the main walk way in or out of the pavilion, or opposite or on the same row as the catering and hospitality area!

Thanks to Dave and Pete for attending the event.

Balmoral

After an absence of more than 8 years, Stauff exhibited recently at the Balmoral Show in Ireland.

The new venue, on the site of the infamous Maze Prison, just outside Lisburn (and only 10 minutes drive from the Ireland branch) offered increased space for exhibitors and better conditions for visitors.

As with the Plantworx event, the weather was not kind to us and dramatically reduced footfall to the stand, especially with our outside location.

Although the audience was not the usual target for our sales team, we successfully raised the profile of the company within the area and received a number of leads to be chased.

Thanks to Martin for his and teams hospitality while we were in Ireland and to John Morris, Paula Murray, Nicole Gillen, Paul Heavey, Shane Becton, Dave Brown and Iain Stansbie for their help setting up and manning the stand.