



BRIGGS DEMONSTRATES THE VALUE OF THE MIDDLE MAN AT DENNIS EAGLE

Customer:
Dennis Eagle/Terberg

Application:
Automotive

Brand:
Yale, Hako, Combilift, Master Mover, Nilfisk

Products: **Mixed**



“The support and service received throughout the quotation and implementation process by our account manager was exceptional, I would be happy to recommend Briggs as a solution provider, and “one stop shop” for any material handling equipment.”

*Demi-Leigh Rose,
Junior Buyer.*



Dennis Eagle, part of the Terberg RosRoca Group, is a world leader in the design and manufacturer of refuse collection vehicles, with an established reputation for supplying quality products that meet the highest expectations in terms of performance, cost and delivery.

Briggs Equipment UK have supplied Dennis Eagle for over seven years, with 47 units across nine locations up and down the UK.

Situation

Dennis Eagle had numerous suppliers for different pieces of materials handling equipment, however Briggs have established themselves as their go-to supplier for materials handling equipment, responding to Dennis Eagle’s demand for a single supplier that would build them with national coverage.

Solution

Briggs ability to supply a broad range of equipment types that were able to fulfil the variety of handling needs the customer had on site whilst being flexible with financing meant that they were able to meet this demand and develop an effective relationship.

This was recently strengthened through the supply of nine Master Movers which were previously supplied direct from the manufacturer, however on renewal

Dennis Eagle found benefits in sourcing from Briggs due to their ability to service all equipment on site under one contract.

Result

The result is one point of contact for the customer, which makes fleet management easier and all machines are serviced to a schedule and information is available simply and easily from one place.

Demi-Leigh Rose, Junior Buyer for Dennis Eagle said; “Dennis-Eagle have worked with Briggs for several years as our supplier for forklift trucks, from the fleet in our manufacturing facilities in Warwick and Blackpool, to stand alone forklifts at our service centers based all around the UK. We have always been happy with the service provided to us, so when we decided to find a single source to supply for all of our material handling equipment, Briggs were an obvious choice. The support and service received throughout the quotation and implementation process by our account manager was exceptional, I would be happy to recommend Briggs as a solution provider, and ‘one stop shop’ for any material handling equipment.”



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