

TEREX AFRICA LAUNCHES FINANCE DIVISION



Terex Africa has added yet another link to its value-add customer service chain, with the introduction of Terex Africa Finance.

Launched in February, the primary objective of Terex Africa Finance is to take a leadership position in the market by demonstrating to clients our ability to provide innovative solutions tailored to suit their individual finance requirements.

"Through the sound, long-term relationships Terex Africa has built up with its clients, we identified the need for us to assist our clients in obtaining finance," explains Monique Frey, who has been appointed to head up the division.

The unit offers a broad spectrum of financial services, including leasing, instalment sales, rentals and structured finance on the full range of equipment distributed by each of Terex Africa's divisions.

"We have strong relationships with all the major financial institutions and, as a result, are able to provide flexible, competitive, financial solutions while ensuring that fast, efficient and highly professional service is provided at all times."

mining | construction | cranes | roadbuilding

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The new department is manned by a professional, passionate and driven team that understands the mining and construction equipment market. Monique explains that her department will work closely with the Terex Africa sales team to identify and act upon individual client needs, and that clients will no longer have to shop around for finance.

The headaches associated with securing finance will be a thing of the past, as the financial aspects of purchases will be managed for clients through a single point of contact, enabling them to concentrate on their core business.

Terex Africa Finance will process all applications, and will personally assist clients from the documentation stage, through to approval.

Clients are invited to contact Monique Frey directly for further information or assistance:

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