

INSIGHTS

World's leading dealer of CAT

By Andrew Hayward • 13 May 2016



Hayward Miller are excited to have been awarded a new contract with Finning UK & Ireland, working closely with the Finning Defence Group.

About Finning

Finning International, headquartered in Canada, is the world's leading dealer of Caterpillar (CAT®) equipment, providing sales and servicing across three continents; North & South America, and Europe. Finning work across a variety of industries, including Construction, Farming, Marine, Power & Energy (including oil & gas), Industrial, Mining, Quarrying, Waste & Recycling, Demolition, Ports, Paving and Defence. Finning Defence Group, based in Cannock, supplies dependable vehicles and equipment to the Ministry of Defence (MOD) and other Governmental departments across the globe. Finning specialise in the re-life and modification of both old and new vehicles, equipping them with the necessary features for harsh terrains. This can include armour, communication equipment, tyres (tracked and wheeled), crew protection, cameras, tracking devices and weatherproof equipment. As well as vehicle maintenance, Finning Defence also have a range of vehicle service and manufacturing capabilities, comprising hydraulics and dynamic hoses, assembly component rebuilds, and a Fluid Analysis Service. Finning can also supply containerised engines for running generators, for example to trains, rigs or the military. Additionally, there is a fleet of mobile engineers out on the road who can offer cylinder repair, engine repair and motor repair.

Working Together

Members of the Hayward Miller team visited the Cannock site in March, which was a great opportunity to see the various processes in action. Hayward Miller believe it is important to visit a future company and to build a close working relationship, in order to feel part of that company and better understand its needs and potential.

On the 27th April, Managing Director Andy Hayward and [Business Development](#) Manager Collin Nunn attended the Commercial Vehicle Show at the NEC in Birmingham, on behalf of Finning. The event ran from the 26th – 28th April, featuring around 450 exhibitors.

Hayward Miller are enjoying working with Finning and look forward to the challenges ahead in developing the business further within a shifting marketplace.

Ready to grow your sales?

Hayward Miller is your outsourced B2B sales team, generating leads, booking meetings and winning business for you.

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