



KOMATSU

Responsiva Ltd – Testimonial

Compact Fork Trucks Ltd are authorised distributors for the Komatsu range of fork and pallet trucks operating throughout the West Midlands and surrounding areas.

We are suppliers for both new and used trucks offering the option for outright purchase or lease purchase and also contract hire (short or long term).

We embarked on a relationship with Responsiva back in 2003 to undertake a telemarketing campaign promoting the Compact Hoist arm of our business. This was very successful and resulted with many more hoists being hired out to businesses mainly in the building, roofing and scaffolding trade.

Due to the excellent results of this first campaign we were keen to use Responsiva on a continuous monthly basis concentrating on the fork lift and pallet truck business. We are very impressed with the quality of the telemarketers that have been assigned to us during the last 3 years – they have represented our company in a professional, courteous and friendly manner. Rapport building over the telephone with potential clients at this early stage is very important to our business and, again, this has been outstanding.

I have no hesitation in recommending Responsiva to other companies seeking marketing services.

**Mr Brian Tilt
Managing Director.**

Compact Fork Trucks Limited

Unit 8B, Blackbrook Business Park, Narrowboat Way, Dudley, West Midlands. DY2 0XQ

Tel 01384 **238000** Fax 01384 **240300** E.mail compactft@aol.com www.thecompactgroup.com

Company Reg. No. 04593061