



## ***Window of opportunity***

Choosing the right company to supply and fit double-glazing can be a daunting task with so much competition in the market place. However, Sidey Ltd of Perth, Scotland, which was founded in 1932, has during the past six decades built up unrivalled experience in the double glazing industry, which results in its products being at the forefront of today's technology.

With a range of low maintenance PVCu products from casement windows to Georgian styled conservatories, Sidey Ltd supplies and installs for several local authorities, numerous building contractor's and many small independent building firms right across Scotland.

The company owned and maintained its own fleet of vehicles until Maurice Allen joined the company as logistics manager three years ago after a successful career in the British Army. Maurice commented: "I had worked with Ryder in the Army to maintain a large fleet of support vehicles and my experiences had shown me that contract hire and maintenance had many benefits over outright purchase of a vehicle,"

"So I looked closely at what solutions were on offer from a number of major vehicle suppliers, but in the end signed a deal with Ryder as not only did they provide the most cost-effective package, but they also offered the best logistical support. This is so important in our business as we cannot afford to have a vehicle off the road for unplanned maintenance or repairs. In fact Ryder have arranged for us to have our vehicles serviced at a workshop just down the road from our depot, which reduces downtime to the absolute.

"The excellent service we have received from Ryder has been a key driver in our ability to increase our output five fold in the past three years to more than 40,000 units per year.

"Ryder is currently supplying us with a number of vehicles from 3.5 to 18 tons which are used for delivering product direct to customers. We also have a large fleet of vans used by our installation and service personnel and as a result of the excellent service we have received from Ryder we will now be discussing the possibility of them supplying these vehicles too."