

Float Glass Industries *“Working with Ryder has brought us new levels of flexibility, fixed monthly transportation costs and real peace of mind.”*

clearly  
better

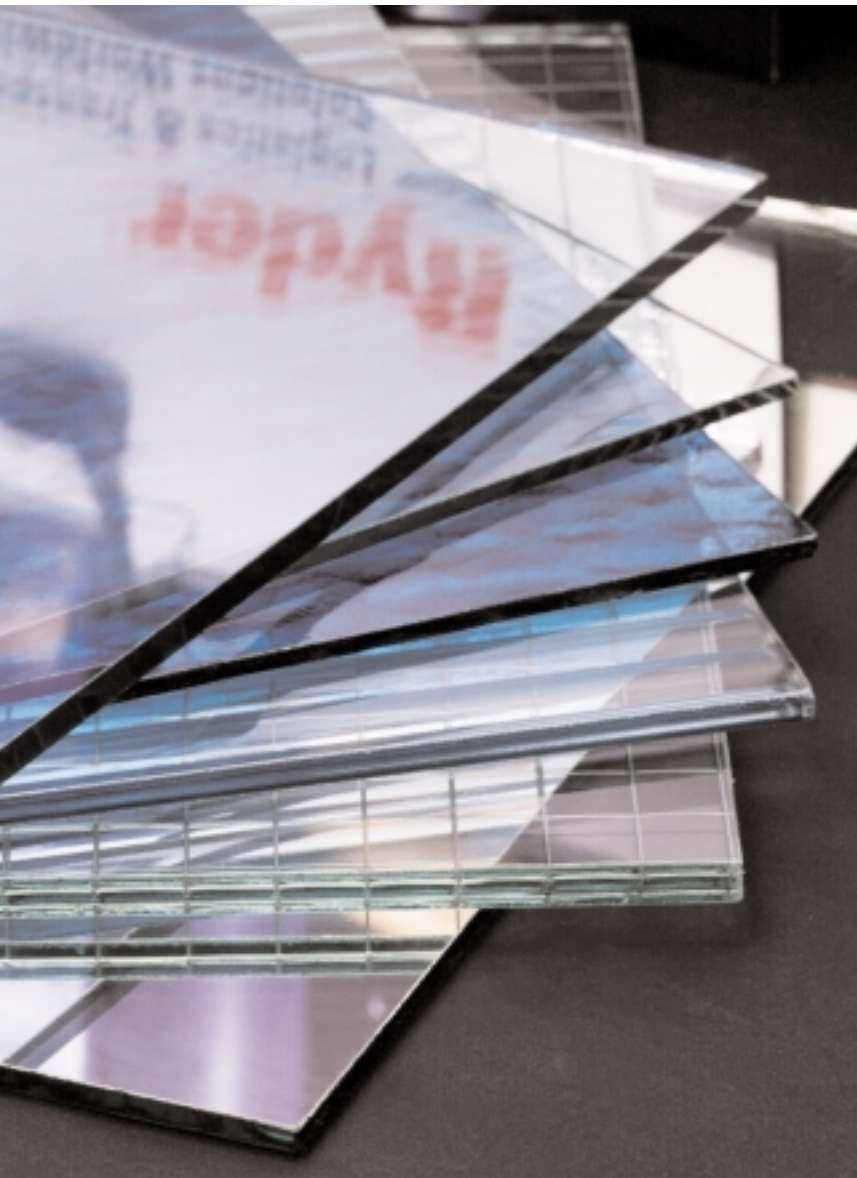
For over 100 years, Float Glass Industries Ltd. (FGI), has been at the forefront of quality glass production and supply in the UK. A recent move of all operations into a single flagship factory has created one of the best-equipped independent glass distribution and processing operations in the UK.

Investment in state-of-the-art glass production facilities and equipment saw FGI able to produce toughened glass in large quantities on a fast turnaround basis – it was also the first company in Europe to use highly efficient gas-fired, forced convection glass toughening plant as part of a streamlined production process.

However, while core plant was being upgraded, an ageing delivery fleet required a high level of maintenance to remain operational. This issue was compounded by the need to keep up with changing transport legislation, new developments in vehicle specification and advances in the carriage of glass. As a result, FGI endeavoured to identify a more cost effective and efficient way to operate its fleet.

Ryder offered an ideal outsourcing solution. Already providing fleet solutions to a number of FGI's suppliers and customers, Ryder brought a detailed understanding of the glass industry alongside valuable knowledge of the specialist equipment required to distribute glass and associated products.

After close consultation on FGI's current operations and growth strategy for the future, Ryder developed a solution designed specifically around its needs. Ryder offered a unique contract hire and maintenance solution whereby FGI was able to release capital previously tied up in its fleet and upgrade to the latest vehicle specifications available. In addition, FGI now draws upon Ryder's national network of service locations.



# CAPITAL RELEASE Case study

## PROBLEM:

- An ageing fleet required high levels of costly maintenance
- Hard to keep pace with changes in transport legislation and new vehicle specifications
- Long term investment in essential plant led to a need to release capital elsewhere in the business
- Continual advances in glass carriage and increased customer requirements

## SOLUTION:

- Contract hire has reduced the burden and management of operating a commercial fleet
- Fleet has been upgraded giving better reliability and improved branding
- Operating costs are now fixed enabling better financial planning
- Cash flow has improved and capital has been released to benefit core business and growth activities
- Advice is now readily available with ongoing consultation around best transport methods and latest vehicle specification

Ultimately, FGI has become more focused on its core business and has re-allocated capital to other primary activities within the company. It also has the assurance of a reliable vehicle fleet along with the benefit of planned, fixed transport costs.

Ryder supplied new vehicles from the latest specification stock carriers and curtainsided vehicles with detachable internal frails, to a multi-axle rigid vehicle with a rear mounted heavy-duty crane complete with a sliding canopy roof for safe, quick delivery of packaged glass.

David Offland, FGI Director is pleased with the multiple benefits the solution has brought to his business  
*"We now have improved service levels and branding with our state-of-the-art fleet. This outsourcing has enabled us to achieve the ambitious plans we have for growth in FGI. In taking over the management of our fleet, Ryder has enabled us to get on with what we're good at and give our customers better service. As a market leader, our standards are second-to-none. I am pleased to say that these are equally reflected in the service we get from Ryder."*

