



ADL glass deal gives cutting edge to aftermarket operations

Alexander Dennis Limited has struck a partnership agreement that gives PSV Glass full and exclusive distribution rights to support ADL vehicles in the UK and Eire with replacement glass products.

Arthur Whiteside, ADL's Aftermarket Director, commented: "Our aim is to constantly improve services and to make life easier for our customers. After a major review of the technical and logistical issues surrounding the supply of replacement glass products we concluded that a dedicated service would provide a faster, more efficient route.

"We then undertook an exhaustive review of the market and concluded that there was real synergy between our objectives and those of PSV Glass. As a consequence, we have now concluded an exclusive arrangement to work with them. This gives PSV distribution rights to our previous and current product ranges, including ALX, Pointer, President, Prestige, Palatine and Enviro.

"The benefits of this approach are many-fold but, notably, include reduced lead times and access to OEM approved products. There are also the advantages of order processing through a dedicated call centre supported by specialist, technical advisers".

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