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**TASSIE’S CLARK WINDOWS REFLECTS ON 40 YEARS IN BUSINESS**

As [Clark Windows](http://www.clarkwindows.com.au/) readies for a remarkable forty years in business, there’s a bittersweet note in the air; a celebration of the company’s well-deserved success as well as the retirement of the brand's namesake, Craig and Sandra Clark.

Describing themselves as Tasmania’s premier window and door specialists, Clark Windows is deeply rooted in the local soil, having transformed from a modest manufacturing plant in 1984 to a now thriving state-wide business that incorporates three factories with showrooms, a loyal staff team and a fleet of Isuzu trucks that shoulders the weight of the company's transport operations.

Craig and Sandra have a people-first approach to enterprise, focused on building fruitful relationships with their retail and wholesale customers.

Their desire to form strong bonds extends to suppliers, including a collaboration with [Webster Trucks](https://www.webstertrucks.com.au/) to ensure their Isuzu fleet continues to deliver on their promise of superior service.

More than two decades ago, Craig made his inaugural purchase from Webster Trucks (an Isuzu NLR 200) setting the wheels in motion for a lasting relationship that has benefited all parties.

**Beyond the pane**

When Clark Windows opened their first manufacturing facility in the coastal town of Smithton (an important industrial centre for the Northwest Coast of Tasmania), it was all hands-on deck and Craig pulling double-duty as Director and Salesman on the floor.

They now rely on a team of 70 employees and tradespeople to deliver their products and service on time to customers across the state.

Reflecting on those dynamic days in the 80s, Craig says there were many lessons that he’s kept close to heart. And as his time at the business draws to a close, he’s keen to share some of that wisdom.

“The major factor is that you have to commit to delivering the product on time.

“You have to try to make it the best possible quality, and if anything doesn’t turn out absolutely correct, rectify it as fast as possible to keep your customer happy.

“Thankfully we learned the hard lessons early, met the right people, and now we’re proud to produce thousands of windows every year.”

**Driving success together**

Ensuring those products get to where they need to go, Clark Windows proudly presents a modern fleet of nine medium-duty Isuzu trucks—five [FRR 110-240s](https://www.isuzu.com.au/our-range/series/f-series/), an [FRR 107-210](https://www.isuzu.com.au/our-range/series/f-series/), an [NQR 87-190](https://www.isuzu.com.au/our-range/series/n-series/), an [NPR 65-190](https://www.isuzu.com.au/our-range/series/n-series/), and an NPR 300.

Webster’s Bevan Coleman and Cameron Smith are two local faces that Craig and Sandra have come to know and trust over the course of their decades-long partnership. They’ve helped to deliver two new FRR 110-240 trucks within the year to bolster Clark Windows’ operation.

“They can come and sit at our dinner table, and we feel quite comfortable discussing any subject, it’s that sort of relationship,” said Craig.

“It’s face-to-face, personal, and it’s very Tasmanian…it’s how we all like to do business,” added Sandra.

As the business expanded, this strong foundation helped to ease any growing pains the company would feel on the transport front, with Websters having a thorough understanding of Clark Windows’ on-the-road requirements.

Each model has been chosen for the safety and comfort of the team and specified for the task of window and door installation throughout Tasmania.

They’ve also put any worry over [Chain of Responsibility](https://www.content.isuzu.com.au/news-articles/keeping-compliant-chain-of-responsibility-for-fleet-owners/) requirements and weight overloading behind them.

“Once we graduated past utes and into trucks, we always went with the Isuzu brand… they’ve never put a foot wrong so there was never any need to go anywhere else,” said Craig.

“The first truck was the [NLR 200](https://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=&ved=2ahUKEwi8v8WT8KaCAxW2XGwGHUHeDAcQFnoECBoQAQ&url=https%3A%2F%2Fwww.isuzu.com.au%2Fmedia%2Fghhpql2m%2Fnlr200_4-cyl-1.pdf&usg=AOvVaw1L1bwKzz4XtnPNw3n5C_XQ&opi=89978449), then we went with the 300, 450, 500, all the way up to our current fleet.”

**Specified for the task**

The Clark fleet of nine trucks is backed by extended warranties and service agreements with the Websters dealership—to ensure a working life of up to five years or 500,000 km.

Their capable [FRR 110-240s](https://www.isuzu.com.au/our-range/series/f-series/) are specified with an extra-long wheelbase for handling larger installations and sport a GVM of 11,000 kg, with two-pedal Automated Manual Transmissions, making for a comfortable drive.

These trucks are powered by a four-cylinder, 16-valve SOHC engine (the Isuzu N-4HK1-TCH) which offers power of 177 kW (240 PS) @ 2,400 rpm and torque of 765 Nm @ 1,600 rpm, lending plenty of grunt for carting weighty glass around.

The company’s three versatile medium wheelbase [NQR & NPRs](https://www.isuzu.com.au/our-range/series/n-series/) nip around on the smaller jobs, with an impressive turning circle of 12.4 m (kerb to kerb), suiting the tighter sites around Hobart and Launceston.

Sandra also offered her view on the evolution of the fleet, which mirrors the evolution of Isuzu Trucks product and design for Australian operators.

"We can’t believe the difference in comfort over the years," she said.

"I almost feel like the drivers are almost spoiled these days, which is a good thing as they work so hard!"

**A lasting legacy**

The company’s 40-year milestone is a fitting send-off for Craig and Sandra as they reflect on the final stretch of their careers.

They say that all that remains now is a comprehensive handover to the new owners, a pair of brothers who have worked within the company for many years.

"We’re definitely leaving the place in the safest of hands,” assured Craig, a sentiment which is echoed by Sandra.

“There’s so much about the place that we’ll miss—the customer interactions, the people, and the development of our young individuals.

“We’ve had some amazing apprentices turn into long-running employees…we’ve been very lucky that way, it’s been an amazing journey."

As they embark on this next phase of life, Isuzu Australia and Webster Trucks extend their warmest wishes for a happy and fulfilling retirement.

**ends**

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