

THE GLASS RACKING COMPANY

Innovation by Design

NEWS

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August 2011



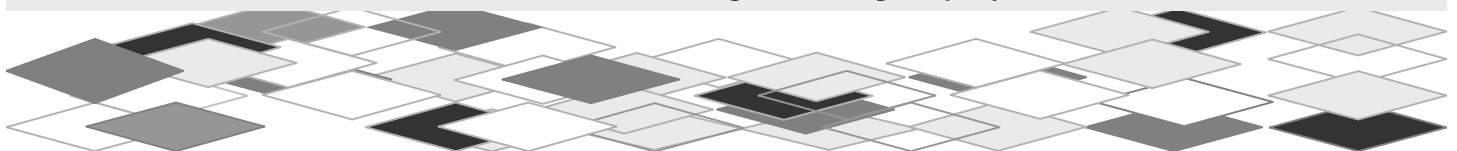
WITH MORE THAN 250 PRODUCTS TO HELP YOUR BUSINESS TO GROW.

Christchurch has coldest day since 1918



Monday 25th July 2011 will be remembered as a very very cold day – the coldest day in Christchurch since 1918, and minus 14 degrees centigrade at nearby Mount Hutt ski field. The snow was piled 100-150mm deep all around our world headquarters at 7am, and topped up from more snow showers during the course of the day. The following morning there was a massive frost which froze the surface of the snow, and turned any compressed tracks in the snow to black ice. The roads were treacherous. Most public services were shut down. The Glass Racking Company was open for business all week supporting our Australian branches and customers!

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Kosta's Full View



August 2011

Welcome to August,

During July Mark Evitt, branch manager of our Queensland branch, visited our world headquarters in Christchurch for training and is now chomping at the bit to get to talk about our range of products and services. If you're Queensland based or know Mark through his APQ business please give him a call on 0419714005 or email Mark on mark@theglassrackingcompany.com Mark's keen to help you with glass and window factory handling and transportation solutions.

This month we released the updated version of our Australian product catalogue for 2011 with updated sections on Mark and our Queensland branch for sales and service, and also our new service company in Sydney. A copy of our 36 page product catalogue can viewed online from this link :

http://www.theglassrackingcompany.com/aus_glass_racking/company_info/index

Our thoughts once again go out to our brothers in Christchurch New Zealand – not only has Christchurch been hit by a devastating wave of earthquakes for the last 10 months, but their beloved Crusaders were beaten by an Australian side in the Super 15 rugby final, and the city was smothered in a sheet of snow and the coldest temperatures for almost a century. Following the snow fall was icy roads and massive snow melt creating more disruption. It seems Christchurch, the world headquarters for The Glass Racking Company, has had everything thrown at it this year. However, the resilience of this company is remarkable and we continue to develop and release new products, serve our customers extremely well, and expand the business. I know I speak for Mark and others in our Australian team when I say it's a great company to be a part of!

I've been busy this month with customer contact, understanding prospective businesses needs, and proposing solutions to sort them. Despite some uncertainty in our own Australian economy and the greater world economy, our business is doing ok and we continue to make steps forward.

Regards Kosta Polites, kosta@theglassrackingcompany.com , Cell 0427226653

Mark Evitt, mark@theglassrackingcompany.com , Cell 0419714005

Kosta's July Offer

GlassMax 500. Lift it out of your vehicle, wheel it into position, set it up, and lift 500kg units up to 4.9M high for glazing.

Was \$21,000 now \$15,000 plus GST and free freight to your site. Ex stock Christchurch

Funny video of the month



Click below to view a funny glass video
<http://www.youtube.com/watch?v=v4i24oo10Hs>



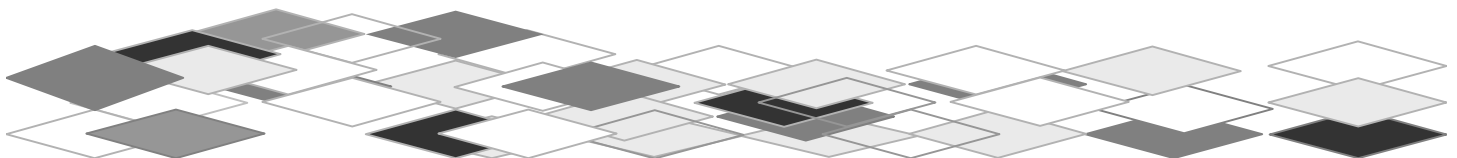
Barx Blog – See Web site front page

This months weekly blogs include :

- July 4 – Trends - Retrofit DGU and warm edge
- July 11 – Trends - Right sizing vehicles
- July 18 – Trends - Lean Manufacturing
- July 25 – Trends - Electronic Communication



www.theglassrackingcompany.com/the_glass_racking_company/the_glass_racking_company_blog



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Bulk Glass Storage – Concertina Racks



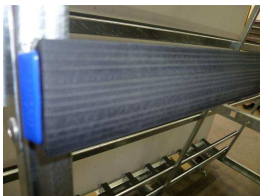
During July we installed this 29 bay Concertina rack for a Sydney based customer, and sent 2 smaller concertina racks to the USA. Concertina racks use around half the floor space of traditional A-frame glass storage racks and are easy to use. Concertina racks have a proven track record of longevity and low maintenance costs, and are very safe.

The Glass Racking Company concertina racks are typically sized for stock sheets up to jumbo's, with as many bays as allowed for the available floor space, or based on the items to be stocked. Up to 15 tonnes of glass can be loaded per bay on the Jumbo racks. Videos of concertina racks can be accessed by clicking this link :

http://www.theglassrackingcompany.com/aus_glass_racking/factory_handling/concertina_storage



New Product – Black polymer bearer



On new trolleys and some vehicles we'll be installing our new black polymer bearing surface to compliment our grey polymer. The black polymer has a denser consistency and slightly different profile especially designed for our rolled steel sections.

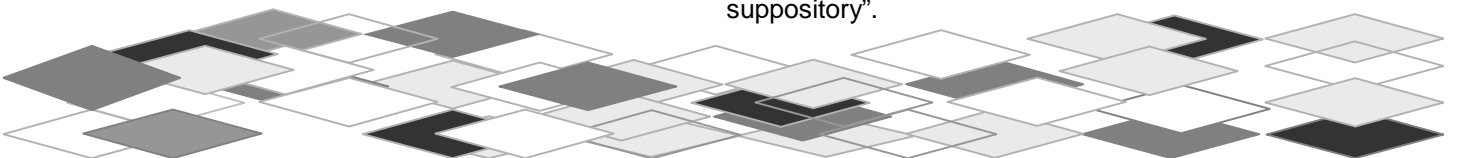
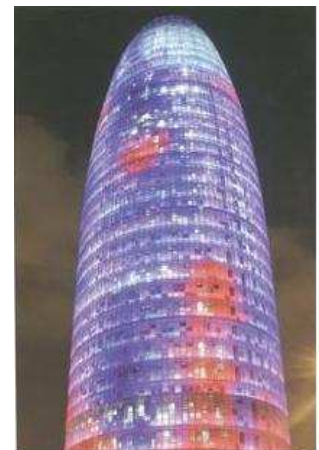
The black polymer is non-marking and robust just like the grey polymer, and is our own product designed and manufactured specifically for the glass and window industries. We choose polymer rather than rubber as it doesn't mark the glass, doesn't wear and crack in the sun, and has a better texture.



Try Glazing That!



The Agbar tower in Barcelona is 38 floors tall and has its owners as its primary tenants. It has 4500 glass openings cut out of the concrete structure. Each has a luminous device which creates night-time light effects. It also has temperature sensors which trigger opening of the fascade louvres. It's nicknamed "the suppository".



New to the Road in July 2011



This 3M Open delivery glass truck body is installed on a new Isuzu NLR200 flat low truck cab chassis for a Geelong customer.

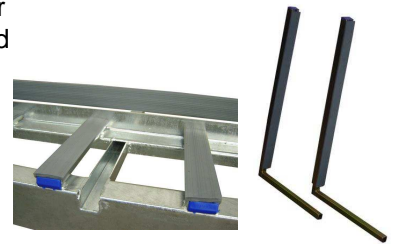
Nebulite Garden City commissioned this 3.2M long x 2.5M tall glass rack fitted to an existing hard bodied truck for site glazing and delivery work.



Safety Arms for factory trolleys



Safety Arms are an optional extra of our factory trolleys, and are often purchased as a retrofit upgrade to existing trolleys. The safety arms quickly secure the glass load to the trolley for storage and movement around a factory. Safety arms store in the ends of the trolley when loading. Very safe!



Why are our Packlifters so good?

The Glass Racking Company has been designing and manufacturing glass packlifters for NZ and Australian customers since the mid-1990's.

We have recently developed and built a packlifter specific for the North American market which is also available in NZ and Australia. It features more bearing surfaces, more adjustments, adjustable feet, and breaks down for shipping.

Our new Packlifter brochure, product information, and 2 videos are online at www.theglassrackingcompany.com and can be accessed by clicking on this link :

http://www.theglassrackingcompany.com/nz_glass_racking_nz/glass_handling_equipment/glass_lifting_equipment

