

# THE GLASS RACKING COMPANY

## Innovation by Design

### NEWS

ISSUE #2

October 2010



**WITH MORE THAN 240 PRODUCTS TO HELP YOUR BUSINESS TO GROW.**

**Our products go on display in Las Vegas!**

2010 GlassBuild is the largest glass and window expo and conference in North America, attended by all major industry players. During September, for the first time, we took a stand to display our vehicles and factory handling equipment.

Shown at the bottom of this page are some of our sales team for The Glass Racking Company (Adam of Seattle, Ian and Bryn of New Zealand, and Tim of Vancouver) and also the 2 Fuso representatives who were on our stand (Clay and Ron). We were all busy for the 3 days as our stand generated significant interest due to the innovative designs of our products.

Products on display included the Glazier site truck, factory A-frame trolley, folding site trestle, Carrymates, windscreen racks and tooth storage.



VISIT US ONLINE

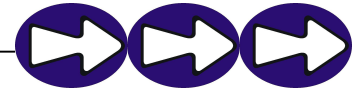
[www.theglassrackingcompany.com](http://www.theglassrackingcompany.com)



**Kosta's  
Full View**

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Innovation by Design



## October 2010

This month I'm going to tell a story – a true story of a vehicle collision I was involved in and how the racks on my Ute protected the glass and kept me and others safe.

On the Monday I loaded my Ute with enough glass and window products for a busy day ahead. The next morning at 6.30am I travelled in a range of weather conditions and road types for around 5 hours travelling between job sites. I checked my timing and decided I could complete one more job. Any glazier or window suppliers should relate to this scenario!.

I rear ended the car in front of me at lights at 30kph, damaging the front left hand side of my Ute. It was a significant impact and jolt to my Ute. None of the glass load moved or broke.

This retention system of polymer bearers, aluminium sprung poles, polymer blocks and the Metalcraft system really works!

I hope you enjoy the rest of this newsletter, and welcome your feedback.

Kosta Polites, The Glass Racking Company.

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## Kosta's October Offer



1 Unit only Ex Melbourne. 3.5M Open Delivery body ready to fit to most SWB Cab Chassis, Normally \$27500 plus gst, this month \$22000 plus fitting to your chassis. We can also help you with purchasing a FUSO or ISUZU. Please call or email Kosta to discuss this offer and your transportation needs.

## Neat old pic .....



## Barx Blog – See Web site front page

This months weekly blogs include :

Sept 6 – Christchurch Rocked ...

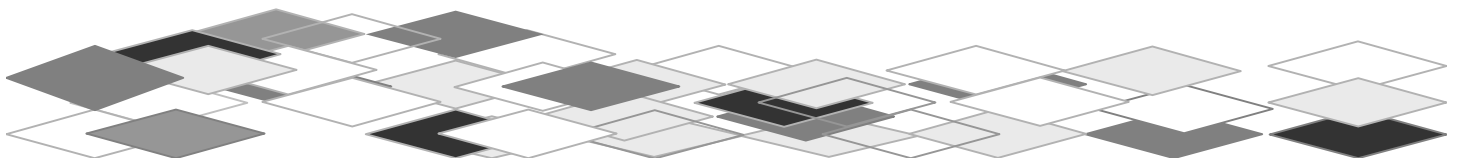
Sept 13 – Reflections

Sept 20 – Returning from GlassBuild

Sept 27 – 3 weeks on .....



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## Seven reasons why our Swing racks are so good

1. Storage capacity is maximised by having large leaves
2. Storage space (the factory footprint) is minimised by having leaning leaves which stack up
3. The glass is secure and safe. During the Christchurch earthquakes the Smith and Smith 8 leaf swing rack had only 3 glass items cracked. This is far less glass loss than on equivalent sized A-frame storage systems.
4. Clever engineering means that leaves are easy to swing to access the glass load
5. Simple design makes swing racks cost effective
6. All solutions are designed and sized to suit the application and factory layout
7. This is a Australasian designed and manufactured product



## Earthquake damage in glass factories



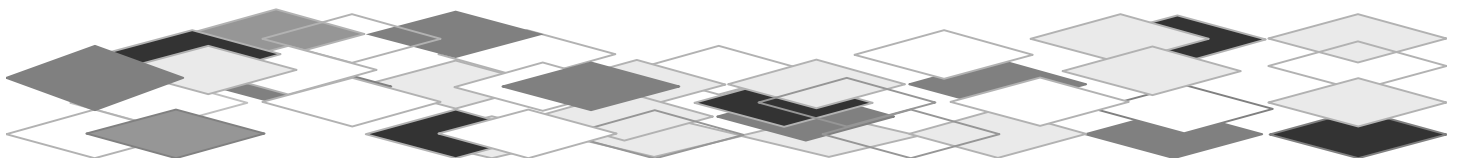
This photograph shows typical glass damage experienced in the Christchurch New Zealand earthquakes of September 2010. Packs of glass have “slapped” across from one A-frame onto the A-frame opposite. The distance between the A-frames has enabled the glass to get momentum and massive force. The packs have collapsed on themselves and slid back through the adjacent A-frame.

Sites using Concertina and Swing racks experienced far less glass loss.

## Try Glazing that!



This is the new Salvador Dali museum in St Petersburg, Florida. The surrealist design of the new museum suits his works. Nice use of glass!

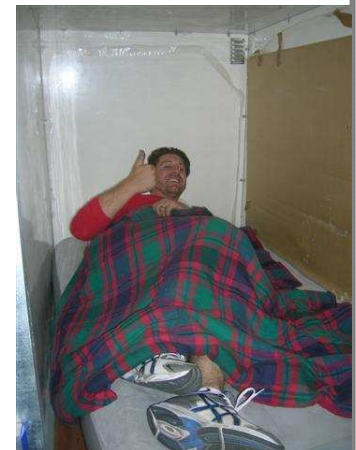


## New to the road in September 2010



This six pole van rack is installed on a super long Toyota Hi-Ace. The rack dimensions are 3.2M Long x 1.8M, with 500mm height extension which takes the maximum height to 2.3M. Connection to the van is via gutterclamps rather than with roofrack bars. The van is located in Melbourne Vic.

## USA Glazier truck .... from Seattle to Las Vegas and return



Adam Keane, Seattle Sale Manager, towed our demonstrator Glazier site truck from Seattle (top left of USA) to Las Vegas (inland from Los Angeles). The trip was 1300 miles, over 2000kms - like driving Auckland to Wellington, Wellington to Auckland, and back to Wellington again. Adam towed the trailer and Glazier with his daily driver which is a double cab flat bed Dodge 3500 with dually back wheels and 6.7 litre turbo diesel. Enroute Adam spent a night sleeping in the Glazier lock-up storage area. At the end of the show Ron did the return trip to Seattle. The lengths we go to show people our products .....

## Work Ready Stock on Perth



We have a 3.5M Glazier and a 4.5M Open Delivery Glass truck bodys in stock Perth, this can be fitted to SWB and MED wheelbase trucks, contact [bryn@theglassrackingcompany.com](mailto:bryn@theglassrackingcompany.com) now to purchase.



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