

# THE GLASS RACKING COMPANY

## Innovation by Design

# NEWS

ISSUE #14

October 2011



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

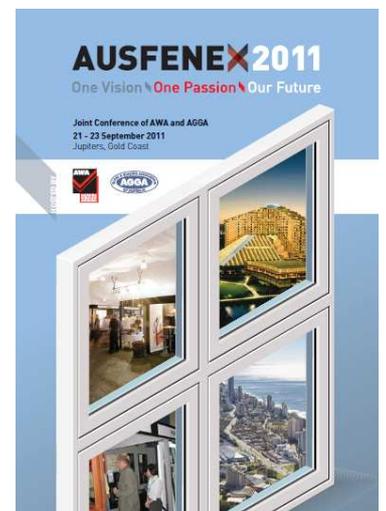
## Ausfenex 2011

The Glass Racking Company exhibition stand at Ausfenex 2011 on the Gold Coast in mid-September created a lot of interest from the strong attendance of glass and window companies.

Ausfenex provided a great opportunity to reacquaint with existing contacts in the industry, meet with industry people who we'd only communicated with via email phone and Skype, and introduce ourselves and our company to new industry contacts. Having our Brisbane manager Mark Evitt, Melbourne Manager Kosta Polites plus founder Bryn Thompson and director Ian Barker on the stand meant that visitors to our stand were well served.

In terms of products and technology the main interest was in our tooth based DGU storage and trolley solutions due to the wide appeal and benefit across both glass and window companies. These products reduce rework and create time saving efficiencies within factories, so are always popular. Our transportation solutions for both glass and window were also popular, and although our stand had a small footprint, we were able to demonstrate how our systems work and the key benefits to the users.

Thanks to all those who visited our stand, and to the AGGA and AWA for arranging the show.



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# THE GLASS RACKING COMPANY Innovation by Design

**Kosta's Full  
View**



## October 2011

Hello from Kosta. Last month gave The Glass Racking Company team the opportunity to get together under one roof at Ausfenex in the Gold Coast.

It's 11 years since the last combined Glass and Window association convention and trade show. Both the AGGA and AWA with their management team put on a wonderful event over the three days. It involved not only the business owners and managers, but also their partners and wives. This gave our wives an idea and overview of the industry we are in. They understand why we spend so much time improving our products to keep ahead of the ever changing industry.

The Glass Racking Company had a stand which attracted a lot of interest for those who work with glass and also many window manufacturers.

Our products on show ranged from our intriguing Protection Foam, Pole retention systems for both glass and window transportation, first time display of our site tooth trolley, CarryMate and many more.

It was pleasing that people stopped to ask a wide range of questions of myself and the team, and it was very enjoyable to give brief demonstrations of the products we had on display. To be able to speak honestly with experience showed confidence to the attendees at our stand.

I found the main concerns for many of the industry were rework and transport damage. It was great to hear these concerns, and then be able to talk through products which will reduce both.

Our site tooth trolley demonstrated how DG units are protected from each other when stacked separately and the ease to load and unload units more efficiently, while our window transport trailer demonstrated how windows are retained with no contact from any abrasive surface.

Thank you to all our clients who popped in to say hello. It was great to put a face to a name and visually see how we have altered their business for the better.

Regards Kosta Polites, [kosta@theglassrackingcompany.com](mailto:kosta@theglassrackingcompany.com) , Cell 0427226653



Hello, It was great to catch-up with many of you on the Gold Coast. For me it was very pleasing to have the team from Victoria, plus Bryn and Ian from NZ come over to support the conference. Even though I was busy on our stand it was great to speak with many of you about our handling and transport solutions.

As I have only been with the company for a few months it was very rewarding to hear so many comments about how the window handling and transportation solutions will save time and reduce rework. Another product of interest was the swing rack storage system, which many had not seen prior to the show. Thanks for taking the time to talk, as that is what we enjoy. Final note, go Queensland this weekend in the football clash.

Mark Evitt, [mark@theglassrackingcompany.com](mailto:mark@theglassrackingcompany.com) , Cell 0419714005

**2 wheeled Glass transportation**

**Barx Blog – See Web site front page**



This months weekly blogs include :

Sept 5 – Unique challenges in factories

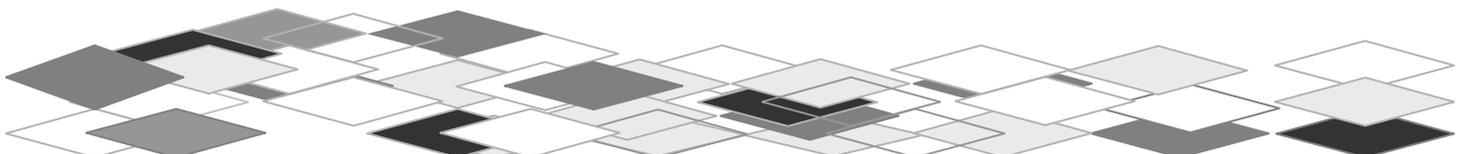
Sept 12 – Unique challenges on-site

Sept 19 – Unique challenges of transportation

Sept 26 – Vital role of large glass coys and die holders



[www.theglassrackingcompany.com/the\\_glass\\_racking\\_company/the\\_glass\\_racking\\_company\\_blog](http://www.theglassrackingcompany.com/the_glass_racking_company/the_glass_racking_company_blog)



## New product - Range Extension in ProFoams – The “Minnow”

Our ProFoams (previously called Reveal Foams) have proven very popular with Window Fabricators. They are used to separate window frames during production, in post production storage, and during transportation. Benefits include less rub damage resulting in decreased rework costs.

As a key component of our Window Transportation System the ProFoams “springyness” assists with securing the load, reducing movement, and hence reducing transit damage.

This month we released the “Minnow” which is an 80mm long version of the popular 80mm wide x 50mm tall x 200mm long ProFoam. We recommend that the Minnow be used in conjunction with the other ProFoams (with larger bearing surfaces) to secure loads.

We can make to order so if you have a particular size or profile that you'd like made please call us.



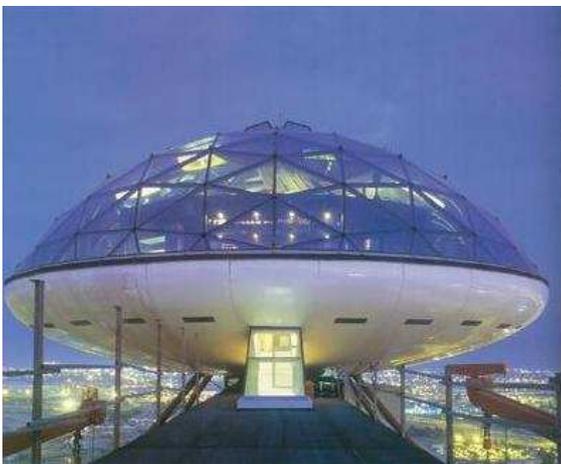
## Tooth Fixed Storage



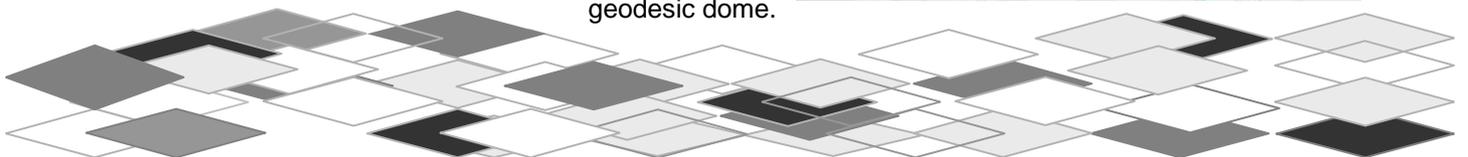
We showed this photo to hundreds of attendees at Ausfenex as it shows how our tooth technology can be used to store DGUs, sashes, doors and other flat panel items securely, and separated. By storing like a toaster (rather than stacked like a sandwich) the units are not rubbing against hard surfaces and damage is reduced. Additionally access to specific items is much quicker and easier.

We supply the aluminium extrusion and teeth cut to length. This enables our customers to build storage systems like this against existing walls and structures in their factories. We also build a range of trolleys and freestanding structures. The costs for these solutions is far less than traditional harp style storage systems.

## Try Glazing That!



The Evo restaurant atop the Hesperia Tower in Barcelona is accessed via a glass enclosed staircase and provides panoramic views over the city from its 107 metre height. We like the glass geodesic dome.



## New to the road in September

A&L Windows and Doors in Melbourne installed this 6 pole 3.2M x 2.2M van rack onto their Toyota ZX SLWB van for glass deliveries and site work. The rack features our height extension which allows the height of the rack and the poles to be easily extended by 500MM to a maximum height of 2.7M. A video of our height extension can be viewed by clicking here :

[http://www.theglassrackingcompany.com/nz\\_glass\\_racking\\_nz/transportation\\_solutions/external\\_van\\_transportation](http://www.theglassrackingcompany.com/nz_glass_racking_nz/transportation_solutions/external_van_transportation)

The roofbars which support the rack provide a useful storage area. The roofbar extrusion has the ability to slot bolts which means that an assortment of fixings can be attached to the roofbars to secure items such as ladders and storage units for extrusions.

A&L liked what we proposed to fit an external driver side rack to their SLWB Hiace Toyota van. It has a capacity to carry glass or window to door frames.

With their first van placed on the road with little notice as a proto type for their service and installation team, I can see many more hitting the road in the remaining of this year, please see the rear page for details.



Southern Star Windows in Geelong are very pleased with their new glass truck. The cab chassis is an Isuzu Low Loader, and the dual side racks are both 3.2M long with 5 poles each. The external racks are both 2.2M tall with both sides being height extendable to 2.7M. All the external poles have scissor clamps.

For additional glass and window storage and transportation this truck has full length internal racks and timber floor with slotted base which use our strap pole glass securing system. This allows glass and windows to be stored across the full width of the trucks internal space.

The Isuzu Low loader truck suits this style of wheel over glass body as the narrow chassis rails and narrow rear wheels mean that a rack with a useable 120mm of ledge can be built outside the wheels, providing for long items. The wheel cover is bolted into position, and hence is removeable for wheel replacement.

We believe that light trucks such as this will become more popular as the size and weight of toughened and double glaze units increases. Times change and we need to change with them. Having a vehicle like this as the main business vehicle, or to compliment an existing fleet of vans and utes creates opportunities and efficiencies for the business. Southern Star Windows have a great vehicle which will serve their business well for many many years to come.