

THE GLASS RACKING COMPANY

Innovation by Design

NEWS

ISSUE #5

February 2011



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

The Glass Racking Company 8.9M glass truck

This 8.9M glass truck is fitted with our unique glide top roof system which allows glass and bulk glass (packs) to be loaded into the truck from above.

The side pockets are 4.3M long to allow for full size stock sheets.

The retention system uses our spring loaded poles and non-marking blue polymer blocks on the outside racks, and our strap poles with non-marking blue polymer blocks on the internal racks.

Options also exist for cartage of Transport Trolleys.



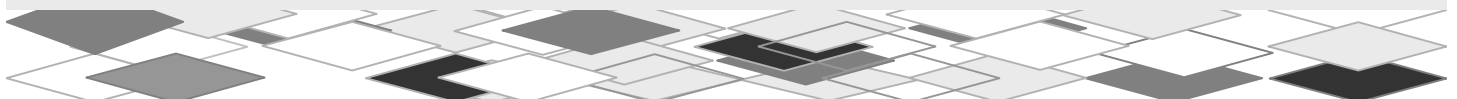
Barx Glass Blog safety tips well received

The series of blogs on safety we ran in late 2010 received much favourable feedback. Barx Blog is a weekly item of interest to the glass and window industries. The current series is tips to reduce rework. Check it out each Monday on www.theglassrackingcompany.com.



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Kosta's

Full View



January 2011

As I write this paragraph our country is again preparing for a cyclone, another devastating weather pattern, and I wish all those in the cyclones path the best for their families and business.

Business has really picked up for Mick in Perth and myself here in Melbourne. Our involvement with The Glass Racking Company is gaining momentum – it may be due to changes in the economy and glass industry, or just that we are getting word out to the industry that we are here to serve your needs, and to serve them well with a very comprehensive product line-up and commitment to customer service.

One tool that we use a lot with customers is our Product Catalogue. It's 28 pages and provides a very comprehensive reference document for factory managers and business owners of glass and window companies. If you haven't got a copy, or want more copies for your staff (your purchasing manager needs one!) please let me know and I'll get them to you. For those that prefer using computers the Australian section of www.theglassrackingcompany.com holds similar detail, with the addition of over 40 online videos showing use of the products and workarounds. We are fortunate to be swamped with information. When combined with Bryn Thompsons glass industry knowledge, Micks transport and body building knowledge, and my background as a window fabricator we are able to come up with solutions to reduce manhours, reduce rework, and assist with health and safety for most if not all businesses we work with. This service is free so please use us as free consultants! All invitations to customer sites warmly welcomed, so please call me now!

In this months newsletter I've listed and offered a 3.5M Open Delivery truck (currently in Melbourne) and a 3.5M Glazier site truck (currently in Perth). Both have been discounted to reflect excellent buying for any bargain hunters amongst our readership. This months newsletter also has some product briefs on new products that we've been developing which are now tested in customer sites and ready for mass production.

If you require any assistance just drop me a line at kosta@theglassrackingcompany.com and if you're based in Western Australia give Mick Goode a tingle at alloyhaulage@hotmail.com. Note new address for our WA Branch is now:- 45 (rear) Renou Street Queens Park WA6107, Mick Goode 0414904207

Kosta Polites, Victorian Manager kosta@theglassrackingcompany.com

Kosta's January Offer



1 x 3.5M Open Delivery body only ready to fit to most SWB cab chassis. Normally \$27500 plus GST, this month \$21000 plus GST, plus fitting to your chassis. Ex Stock Melbourne Branch Vic



Very cool lego Glazier truck



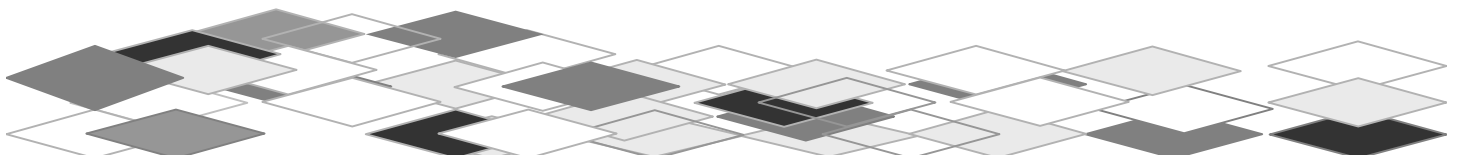
Barx Blog – See Web site front page

This months weekly blogs include :

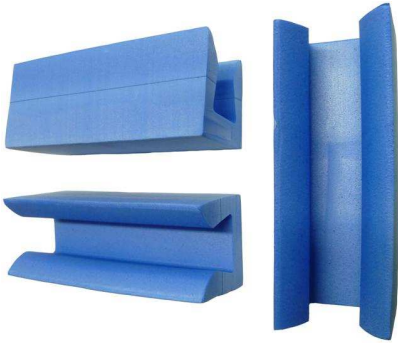
- January 3 – Speeches
- January 10 – Catalogue
- January 17 – Rework – Hard surfaces
- January 24 – Rework – Sitting items on factory debris



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New Product – XL Reveal Foams for Commercial suites and doors



Our new XL Reveal Foams (left) are 45mm wide and designed to clip over Commercial window suites and doors to provide protection and separation between units in storage and during transportation. Benefits include reduced damage, reduced rework, and time savings. They compliment our very popular standard reveal foams (right).



New product – Collapsible tooth site trolley



This trolley has been designed for movement of double glaze units around a building site. It can accommodate both DGU and sashes making it a very useful device for retrofit double glazers. The trolley folds down for transportation and storage, and holds 14 units. This trolley saves time and fatigue when unloading a vehicle at the site.

The wheels have pneumatic tyres which allows the trolley to be wheeled over rough surfaces and site debris. Construction is aluminium to keep the weight down for lifting in and out of vehicles.

The tooth design of the trolley means that DGUs of various widths ranging from 19mm to 35mm will lock into position and not rub or rattle while being moved. This eliminates damage to the units.

Additionally the trolley can be configured for sashes, with the widths between the teeth being spaced to suit sashes of 35mm to 52mm of width. This is ideal for retrofit double glazing or window installers.

The tooth is also available in factory trolley and fixed storage systems.

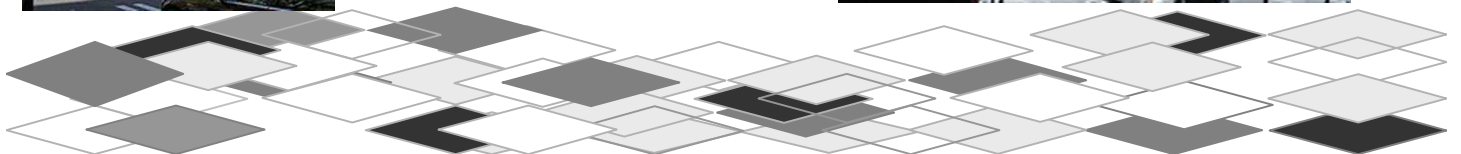
The cost for the collapsible tooth site trolley is \$1380 + GST + freight.

Try Glazing that!



Seattle's central library opened in 2004, the 3rd public library on that one city block. It's 11 stories tall, houses over 1 million books, and has over 400 computers.

We like the overhanging glass at the top and that fact that it's glass on all sides. Very cool.



3.5M Glazier travels to New York!

The 3.5M Glazier truck which we built and demonstrated at the GlassBuild show in Las Vegas in late 2010 has been purchased by ATM Mirror and Glass in Buchanan near New York. This picture shows the complete vehicle being trucked from Seattle on the east coast to New York on the west coast (around 3900kms). The body was built and shipped from Christchurch, travelled via Japan, and including the trip to Las Vegas, has travelled around 24000kms to get to its new home.



3.5M Glazier in WA wants to travel to your place!

There is a brand new 3.5M Glazier site truck sitting at our WA branch which is available for you to purchase today. This is a stock item which we are keen to move – the last time we said that about our 4.5M Delivery stock unit it sold – so call Mick in our WA branch on 0414904207 now for more details and a sharp price.



The 3.5M Glazier truck has a lockable storage compartment about the same size as a Toyota Hi-Ace van, has 2 x 3.5M x 2.2M tall side racks (one is extendable to 2.7M), and dual 1.2m tall internal rear racks for bulk storage. The body sits on a range of cab chassis including the Fuso Canter. We can supply the cab chassis or you can purchase your own – maybe a traded unit. You choose.



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