

# THE GLASS RACKING COMPANY

## Innovation by Design

### NEWS

ISSUE #10

June 2011



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

## Mark Evitt at The Glass Racking Company in Brisbane

We are delighted to announce that Mark Evitt in Brisbane has joined The Glass Racking Company. This partnership will allow us to provide an improved service to our Queensland customers.

This will include face to face design meetings and service to your current transport fleet with the option to upgrade your strap and winding pole glass retention systems, to our non-marking sliding block system.

We are very excited to have Mark and his company support our product, as we have known Mark for many years and he bring his family values to our company and his customers.

Mark also brings a wealth of glass and window industry experience and expertise to our Australian business. Mark has been in the glass industry for over 30 years, initially working for one of the large merchants in contracting, production and various sales and management roles. In 1988 Mark moved to Brisbane to work for Pilkington, and then moved into the Agency side of the business to eventually become a direct agent for Asahi Glass (now AGC Flat Glass). From there his business grew.

Marks wife Sandi joined him 5 years ago and together they have grown the business to 7 staff plus contractors. Key product lines include glass blocks, glass renovation products, and flat glass.

Marks says "Partnering with The Glass Racking Company will allow Sandi and I to provide our existing customers and new prospects with the worlds best range of glass and window factory handling and transportation solutions. The Glass Racking Company is a global business and is well resourced and staffed to assist our business with industry and technical knowledge in addition to great products and solutions. This is a logical expansion for our business which will benefit our customers."

Bryn says "Mark will have the full support of The Glass Racking Company. If you currently work with Mark or are based in Queensland please make contact with Mark to discuss your business direction and needs for factory handling and transportation". [mark@theglassrackingcompany.com](mailto:mark@theglassrackingcompany.com)



VISIT US ONLINE

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



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Innovation by Design

**Kosta's**

**Full View**



## June 2011

We have another great month for long weekends coming up in June. My kids have Monday off school next week, and then the following week is the Queen's Birthday long weekend for the east coast states.

We have been busy supplying factory A-frame glass trolleys to one of the glass industries leading suppliers.

TGRC has approached several glass suppliers on the aspect on safety and maintenance, and our ability to service this equipment promptly. Safety audits are a good option for product that has not been a top priority for the glazing industry. The result of audits is often a proposal with options to retro-fit the existing equipment to meet industry/company safety policies. When done more regularly, the cost of upkeep will decrease and provide reduced risk of injury and loss of production.

It has been an exciting month to see more of our product reaching throughout Australia. We will be installing a 2.7M x 2.2M glass rack with passenger side adjustable to North Style Glass in Bunbury. GT Fabrications, our service partner in Bunbury, fitted the glass body to a Holden Rodeo ute.

In this newsletter Bryn will be promoting a traded first generation glass ute that I have found in Melbourne for sale. This Ute still looks as good as the day it left the factory floor. The first generation glass utes were designed for light weight cartage. We now have an upgrade kit to meet today's demand to carry more glass weight. We can also add extras to meet your needs and the dealer for this Ute is only just around the corner from my factory.

Through June I'll be travelling more with The Glass Racking Company and hope to meet more of our readers at your sites and learn more about your needs and how we can partner with your company.

This month we farewell Mick Goode as our WA partner. Mick has been an active member of our team and will be missed by TGRC and his customers, Mick we wish you all the best.

As you'll see on the cover we also welcome Mark onboard and I look forward to working closely with Mark.

If you require any assistance just drop me a line at [kosta@theglassrackingcompany.com](mailto:kosta@theglassrackingcompany.com)

Kosta Polites:- General Manager

## Bryn's June Deals – Site trolleys and Profoams

We have 4 L-frame collapsible site trolleys in Melbourne. Usual price \$1,240 plus GST and freight. This month we offer 10% discount and free freight to your site anywhere in Australia!

Also this month if you purchase 100 or more Window Profoams (previously called Reveal Foams) we will pay the freight to your site anywhere in Australia.

Contact Bryn with your order [bryn@theglassrackingcompany.com](mailto:bryn@theglassrackingcompany.com)



## Very funny glass video



Click this link to view:

[http://www.youtube.com/watch?v=7j9hluDLWIU&feature=player\\_embedded](http://www.youtube.com/watch?v=7j9hluDLWIU&feature=player_embedded)

## Barx Blog – See Web site front page

This months weekly blogs include :

May 2 – The close

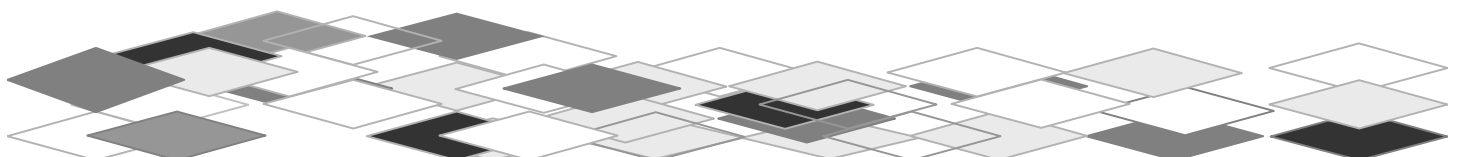
May 9 – Handling Objections

May 16 – Speeding up processing in a glass factory

May 23 – Creeping Elegance

May 30 – Resistance to change

[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)



**THE  
GLASS RACKING COMPANY**  
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## New to the Road in May 2011

We fitted this Obriens Glass Brisbane van with a 2.2M x 3.2M six pole external frail with scissor clamps and height extension. The photos show the height extension in the up and down position.

The vans internal space was fitted with a 1.5M x 2.4M pullout sliding rack with 4 strap poles and blue non-marking sliding blocks. This style of pullout sliding rack works well, and is common in Europe.



WA Glasskote has just received it's new 3.5M Glazier body, this was fitted to a 2011 Fuso Canter SWB supplied through Skipper Trucks in Perth. Both Dave and Lee at Skipper Trucks have worked closely with us and WA Glasskote to make sure the correct truck was supplied for the job intended.

Brendan and Peter are looking forward to showing this canter and Glazier body to their customers.



## Traded Glass Ute at Coffey Ford Melbourne :- We Found for you!!

We have found this traded Ute is a 2007 Rodeo, which we thought we would share with you! 2.8M x 2.2M double glass rack as provided by The Glass Racking Company. This rack has been upgraded to our heavy duty loading system, as with our current range of Ute racks. This allows great capacity to be loaded onto the racks. The racks are rated at 800kgs.

This rack is in as new condition, and with the upgrade will be provided with our full new product warranty.

New price for the rack only is \$12870.00 plus GST. This complete UTE and rack is available for \$21000, Contact Nick at

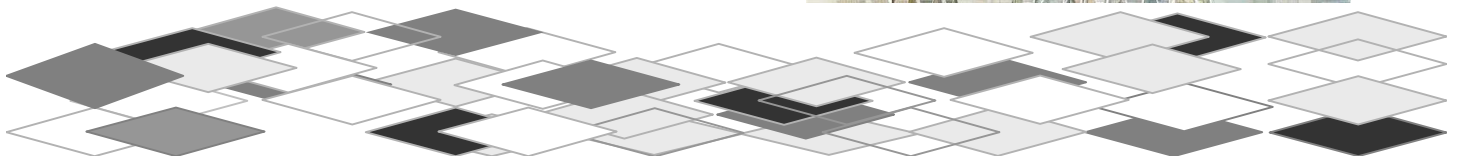
Coffey Ford [nickh@coffeyford.com.au](mailto:nickh@coffeyford.com.au) Cell:- 0402575095



## Try Glazing That!



Dubai Towers is a four tower complex to be built in the city of Dubai, United Arab Emirates. The developer intends this to form the centrepiece of The Lagoons, a mega project located on Dubai Creek which will consist of seven islands. The towers will have between 63 to 97 stories. The project has been put on hold.

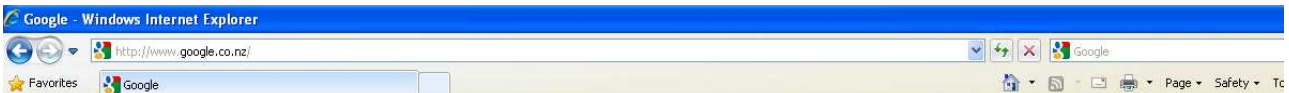


## www.theglassrackingcompany.com for beginners .....

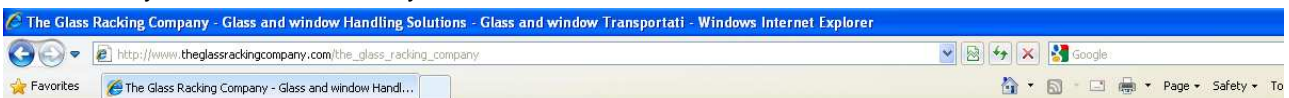
We got some very clear feedback from customers this month that our website has a lot more useful information than they thought. Our experience has been that many websites are either PR exercises or just put in place as “everyone has to have a website”. Ours is a little different. We update some aspect of our website most days. Its colossal in terms of the product details, photographs and video footage of our products. Our website is a tool for you, not for us. The video footage is the latest thing, and we are committed to loading our website with more footage of more products as a way for customers to see our products and develop ideas for how they might improve their business.

For those that haven't visited our website in a while, here's a brief “how to” lesson :

1. When you open up your internet browser the top of the page will look something like this.



2. Click on the information bar (with the words in it) and type Theglassrackingcompany.com. When you hit “enter” your browser will take you to our site.



3. In the middle of our home page is a green picture of Australia. Click on that to go to information specific to the Australian market and our Australian operations. This means relevant vehicles, metric measurements and the like.

4. You'll see in the centre of the page a blue bar with white writing. This is a drop down bar. Its like a list of all the subjects under that heading which may be of interest to you.



5. By clicking on an item which interests you, like “Window Equipment”, a drop down box of options will appear. For example under “Window Equipment” the options are Window Handling Trolleys, Trestles, Window Transportation Trailers, Window Protection Products, and Information Sheets. Scroll down to the item which interests you most, click on that, and the relevant information will appear as a new page.

At the bottom of most of the drop down boxes is “Information Sheets” which are our brochures.

The online videos are shown with an arrow in the centre of the picture. Click anywhere on the picture and the video will download (from Youtube) and play. If you are unable to get the videos to play it may be because your computer system bans Youtube videos (for some companies this is policy). The best solution is to give your IT people a rev up, or view the videos at home.

If you have any problems with the website call “Webmaster Kosta” or his assistant “Webmaster Bryn”. And they will talk you through.

