

THE GLASS RACKING COMPANY

Innovation by Design

NEWS

ISSUE #9

May 2011



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

New 36 page Product Catalogue available on-line

The 2011 Product Catalogue for The Glass Racking Company is now available on-line at our website www.theglassrackingcompany.com. Click the following link to view it :-

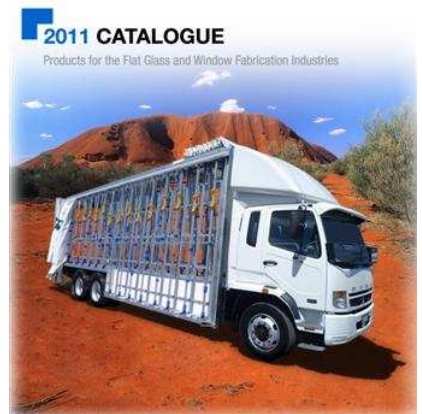
http://www.theglassrackingcompany.com/aus_glass_racking/company_info

The structure of the catalogue is a page or spread on each of the product types which we design and manufacture, and includes a page near the rear for accessories. This is a much larger and improved version of last years catalogue, and is well worth a read.

We've loaded the 36 page catalogue with a magazine viewer which allows you to easily flip through the pages using the arrows on the page edges.

If you find the text a bit small to read click on the text to be zoomed in. A control panel at the top allows greater zoom-in and out if required.

If you want to print a page you can do that from the magazine viewer, and if you want to print the entire document you can download the pdf version from the website.



Other cool features which can be accessed from the control panel at the top of the viewer page include :

1. Index - Get an overview. This provides a thumbnail view of all pages to assist with quick access to the desired page.
2. View in full screen mode
3. Email to friend
4. Search this publication (for any word)
5. Magazine, Publication, or Paper view

Printed copies of the catalogue are available on request. Just ask Kosta!

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www.theglassrackingcompany.com



THE GLASS RACKING COMPANY

Innovation by Design

Kosta's

Full View



May 2011

Welcome to all new customers. We trust you will enjoy this and future monthly newsletters and updates designed specifically for Australian glass and window companies, and focusing on transportation and factory handling. Please take the time to check your contact details and if they need updating (especially if we have you listed as Manager/Owner) please email them to bryn@theglassrackingcompany.com. Also details of anyone else in your business who you'd like to get future newsletters. All feedback is welcomed

This month another 6.7m Hybrid glass transport trolley truck has been put on Australian soil. This month our team based in Dandenong, Victoria completed a full 3 bay trolley truck fitted to a 14000kg 4x2 Chassis for Southern Glass, a leading Hobart Glass company. This vehicle includes 3 transport trolleys full glass racks fitted to the left side. See the pics below.

The Glass Racking Company now has an installer and repair centre in Moorebank NSW and is looking to set another in Queensland. I view The Glass Racking Company as not only providing superior product but also as a "go to" for support and service. This I value, as this is the key to strong relationship between client and supplier.

I'm hoping the expansion of The Glass Racking Company structure will give me more time to spend with my wife Daniella and my two kids. I'm realising the older they get, before reaching teenage years, the more attention that's required. Where my daughter Alyssa is gifted in the arts, my son James is a mad Carlton supporter and highly competitive.

If you require any assistance just drop me a line at kosta@theglassrackingcompany.com,

Kosta Polites Victorian Manager



Bryn's May Deals

All Perth WA current glass trolley stock is less 20%. We have three of each of our trolleys we need to clear, pickup only! Or can be freighted at a small charge. Contact Bryn for pricing 0449911946



Make me an offer on our stock 3.5m Open delivery Glass body!!

All fair offers will be considered! This is ready to fit to a SWB Fuso Canter Cab Chassis in our Melbourne factory



bryn@theglassrackingcompany.com

bryn@theglassrackingcompany.com

Neat old glass rack



Barx Blog – See Web site main page

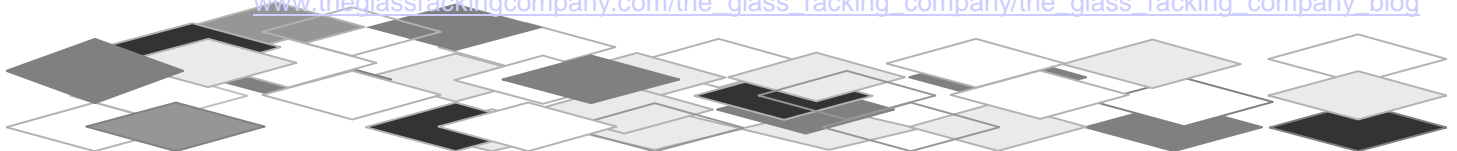
This months weekly blogs include :

- April 4 – Building rapporte
- April 11 – Understanding needs
- April 18 – Understanding implications
- March 25 – Proposing Solutions

These blogs are from a series which Barx is running on ways to increase sales in the glass and window industries.



www.theglassrackingcompany.com/the_glass_racking_company/the_glass_racking_company_blog



THE GLASS RACKING COMPANY

Innovation by Design

Why are The Glass Racking Company light crane system so good?



The Glass Racking Company Light Rail Overhead crane system is a freestanding system designed for up to 1000kg lift weight, ideal for loading and unloading sheet glass within a factory or despatch area. The combination of German designed and manufactured Helm technology with a locally designed and fabricated structure provides a tailored and effective solution.

Benefits include :

- Assists factory staff to move large items between machinery and to load/unload vehicles, reducing man hours and possible injury
- The hook allows use of a range of securing options such as glass vaccum banks, slings, and grips
- Can operate underneath a large factory crane
- Ease of use for staff
- Freestanding design means no connection to the building structure which reduces engineering requirements and allows easy relocation to a new building
- Simplicity of design and installation is cost effective
- Individually designed to fit the space and workflow of the facility
- Very reliable

We also design and build jib cranes and other lifting equipment.



Glass Transfer and Cutting tables



Viridian Christchurch installed this new transfer table (left) for their laminate cutting table. The earthquake of 22 February damaged the previous transfer table.

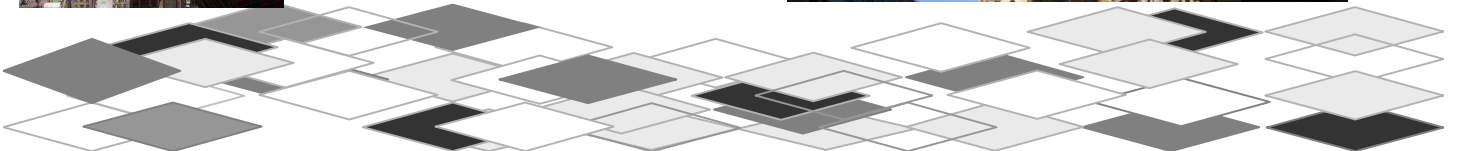
The Glass Racking Company cutting tables represent very good value for money, and have options for size, air, tilt, and breaker bars. This transfer table is big enough for jumbo sheets.



Try Glazing That!



30 St Mary Axe, the Swiss Re Building (known as The Gherkin), is a skyscraper in London's main financial district, completed in December 2003. With 40 floors, the tower is 180 metres (591 ft) tall, and stands on the former site of the Baltic Exchange building, which was severely damaged in 1992 by the explosion of a bomb placed by the Provisional IRA



How to size a van rack



1.65M x 2.9M van rack



1.65M x 2.9M van rack with height extension up



2.2M x 2.9M dual sides van rack



2.2M x 3.2M gutter clamped van rack



2.2M x 4.5M gutter clamped and height adjustable van rack

We are often asked what sized van racks we supply. To answer this we need to understand the item sizes which the glazier wants to carry and what access issues they might have.

The technology used in The Glass Racking Company van racks allows us to design and manufacture van racks of any dimension (within reason). The most common heights are 1.65M, 1.95M, 2.2M, and 2.5M with 2.2M being by far the most common height. A 2.2M van rack is about 500mm taller than your common Japanese long wheel base standard height (not high roof) vans.

Additionally our van racks can have height extension to provide the rack and the poles with an additional 500mm of height as and when required. This allows a lower height rack for everyday use, and still allows oversized items such as shop fronts to be carried when needed.

Shown is height extension in the up position. The top of the rack (above the roofbars) is pinned and sleeved, allowing the rack height to be lifted. The poles have the same sleeve and pin system. Lifting and lowering is easy.



Length of van racks is commonly designed to suit the length of the van, with 2.9M being by far the most common as it suits long wheel base Japanese vans. In an ideal world the choice of van would come once the size of the glass to be carried and the length of the van rack had been determined.

The weight carrying ability of our van racks is determined by their design and size. As an example a 2.2M tall by 2.9M long van rack has been rated by an independent transport engineer as suitable for 1000kg of payload. Typically this is well over the rating available for the van, so our 2.2M x 2.9M van racks are rated at 500kg per side. Smaller racks have a lesser weight carrying ability.

We design to suit. Contact us now to discuss any van and rack options. Kosta@theglassrackingcompany.com

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