THE GLASS RACKING COMPANY

Innovation by Design

NEWS

ISSUE #1 September 2010

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

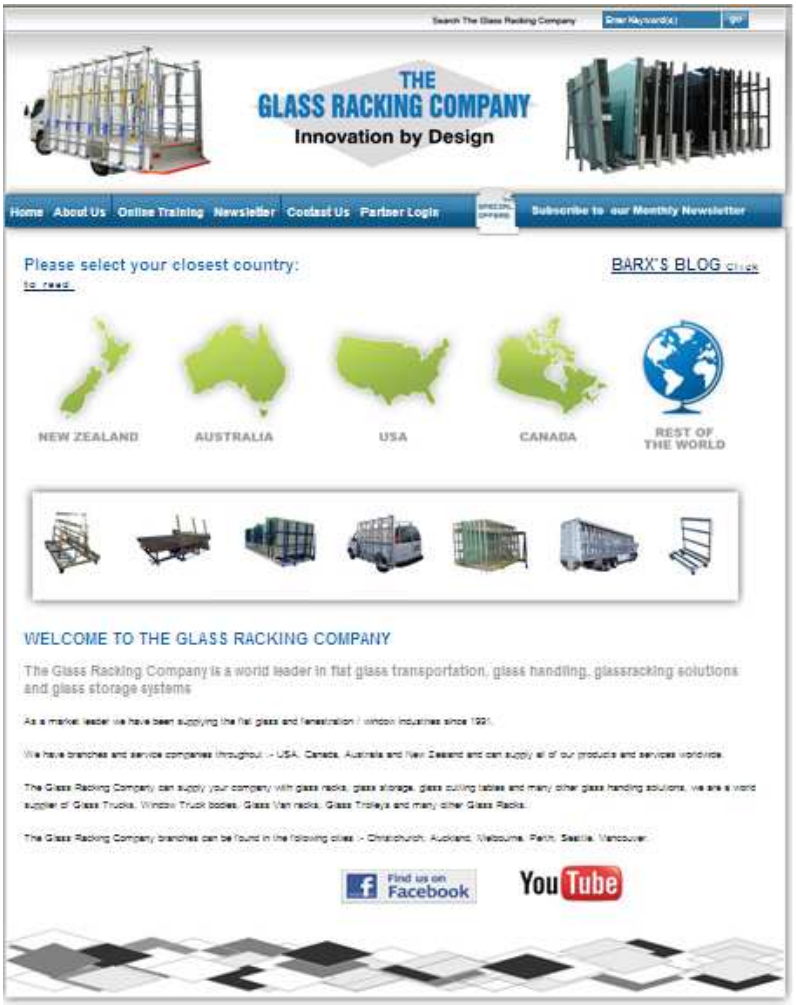
Website generates increased usage!

The change to www.theglassrackingcompany.com as our main website page for all our markets has generated a significant increase in usage. The increase in hits from new visitors to the site and requests for product and pricing detail show that more and more customers are finding and using this website as a useful business tool.

The front page now links to :

1. The websites for each country where we have a branch and service company
2. Barx Blog list, of industry related topics
3. Facebook page
4. The 63 videos loaded on Youtube
5. Online training videos
6. Monthly Newsletters of each region
7. Partner login

Please take a look and email us from the "Contact Us" page to let us know your thoughts.



VISIT US ONLINE

www.theglassrackingcompany.com

Kosta's Full Veiw

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Well Spring has sprung, I am sure like many you are pleased to see this winter pass. This has been one of our longest and wettest winters for many years. I know our customers with fully enclosed glass trucks were very pleased that they invested in this covered glass truck technology.

In thinking what I would write this month I came across some customer feed back on our glass handling and safety systems. They talked about how safety within their glass factory had increased since they had implemented our trolley and fixed A-frame sliding safety arms. They commented on how the staff felt at ease with the systems and found they used the arms more than they thought they would due the ease of use. Also the company had purchased new heavy duty castors from us to upgrade the older trolleys they had. These new castors allowed the trolleys to be re-introduced back in the factory with the knowledge that the castors would not collapse and cause injury or harm. What pleased me was that all the promises that I had made the customer were kept and they were able to make their factory safer and also increase productivity with the right solutions.

One of the areas we have worked very hard on over the past 18 months is the area of product safety, both in product design and safety training documents. We now have a full range of product training documents to help you introduce our solutions into your factory environment, also allowing for staff to also buy into how safety systems can help them enjoy their work more and feel safe at work.

This month we introduced a online training section to our web site. This can be found by clicking on the **Online Training** tab on the websites front page. These videos can be double clicked to be viewed in full screen. We have already had some very positive feedback on how easy this page is to use, so please go online and let me know what you think, also what changes you feel could be made to make it better or easier to use for you and your team.

Also please make sure you bookmark the front page of the website and read our weekly Bark's Blog, as we are putting some very interesting industry thoughts and some of these will challenge your views. There is also a comment button for you to let us know your thoughts, which we always look forward to.

Kosta Polites, The Glass Racking Company. kosta@theglassrackingcompany.com

Kosta's September Offers

Back by popular demand!

0-80mm Carrymate Grips

$250 per Pair (2 carrymates)

and free freight, plus GST

Within Australia

10% Discount off all DGU Tooth trolleys and fixed storage racks. Free up your factory with our DGU Tooth Storage products, see page three for details And contact Kosta @ kosta@theglassrackingcompany.com for pricing and tooth trolley and storage designs

Joke of the month

"He was quite a double glazing salesman!"

Barx Blog – See Web site front page

This months weekly blogs include :

August 2 – Truck Loading

August 9 – Glass capacities

August 16 – Glass retention systems

August 23 – Time savings for pole based glass retention systems

August 30 – False economies - Storage

www.theglassrackingcompany.com/the_glass_racking_company/the_glass_racking_company_blog

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Trivia about our 3.5M Glazier site truck – Benefits in the detail

1. The lockup storage area has the same capacity as a Toyota Hi-Ace van.
2. The roofrack bars are not structural, so you can remove them and store tall items in the rear storage.
3. The Fuso Canter has a tighter turning circle than a Porsche boxter, allowing for easy manoeuvring.
4. The fuel filler has been relocated so that you can still fill the tank with a full load of glass.
5. The Glazier can be driven on a car license with around 1300kg of payload.

Tooth storage for Window frames and sashes

This month Coach and Equipment Mfg Inc in New York state and Morlite Aluminium Ltd (NuLook) installed their new tooth based storage systems for window frames and sashes. The tooth system provides secure storing of items of varying widths, keeping the items separated to reduce damage, and storing them like a toaster to allow individual items to be accessed without “leafing” through a stack of frames. Contact Kosta for more details.

Try Glazing that!

This is an “almost invisible” tree hotel, one of 6 units recently commissioned in Sweden. The entire outside is reflective glass. It’s a 4M cube designed to perfectly blend into the natural environment and be invisible to all users of the forest, including the birds.

New to the road in August 2010

Nick Wards new dual 2.9M x 2.2M van racks for his glazing business.

NK Windows 3.3Mx1.8Mx2.5M demountable window A-frames, using our Window Transportation System.

Showerwell new six pole 3.2M x 2.2M van racks including scissor clamps and height extension (shown in up position).

Left:- New 7 Bay Trolley truck for Metro Glasstech

Right:- New SLWB 3.4M Long adjustable van rack for Jeldwen

Revised design for Windscreen rack

Our windscreen rack has been redesigned to have a soft cam securing system for improved protection of the screens and reduced build cost. Shown is a 5 bay collapsed for transporting, and a 10 bay ready to load. Contact Kosta for more details.

New to www.theglassrackingcompany.com

During August we were busy uploading new brochures and videos to or website. These include

1. New user guide videos of a van rack with height extension being raised and lowered, operation of the external sprung pole and internal strap pole glass retention systems, and opening of the glidetop truck roof system.

2. Updates to the Australian site, USA site and Canadian site for glass transportation

3. Updates to the Partners secure area for our resellers which will be developed to hold much of our technical product details and installation guides.