THE GLASS RACKING COMPANY

Innovation by Design

US Glass Readers' Choice Award 2010

NEWS

ISSUE #14 Oct 2011

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

GlassBuild 2011 in Atlanta

The Glass Racking Company was well represented at GlassBuild 2011 in Atlanta with van racks on a new Nissan NV van on our own stand, plus one of our van racks on a Ford E250 on the Ford stand. Our van racks are very strong and include many unique features and technologies which help protect the glass, create efficiencies for the glaziers, and improve health and safety. This caught the attention of visitors to these stands.

In terms of products the main interest was in our tooth based IGU 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.

The Glass Racking Company supplies over 250 products to the glass and fenestration industries, so a booth is never big enough! Our products focus on assisting our customers to reduce rework, save time, and create safer work environments. These themes proved popular!

Thanks to all those who vistied our stand, and to the organisers of GlassBuild 2011.

If you ever want to discuss any issues in your factory please don't hesitate to call or drop us an email. We like to help where we can!

OFFICIAL EXHIBITOR

GlassBuild AMERICA

THE GLASS, WINDOW & DOOR EXPO

SPONSORED BY **NGA, GANA, AAMA, IGMA, BEMA**

September 12 - 14, 2011 | Atlanta, GA

Come See Us in Booth # 2911

VISIT US ONLINE www.theglassrackingcompany.com

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From the office

October 2011

It was great to see a good contingent of Canadians attending GlassBuild 2011, and thanks to so many of you that came by our booth in the exhibition centre.

Ford was displaying a CNG converted E-Series van with one of our fixed height external glass racks. What a great way to show off a commitment to “green” ideals. While alternative fuels are all the rage, one thing that often gets overlooked are the additional ways that a vehicle can be environmentally friendly. Our glass racks aid in a vehicle’s environmental efficiency in the following ways:

1.Our aluminum construction reduces the weight of the rack. Less weight means either more payload, or lighter operation, which can both aid towards more fuel efficiency by way of less trips, better fuel economy, and longer life for tyres.

2. Our retention systems are user friendly and secure. Once you use them you won’t ever want to use rope again. Our systems don’t wear out like rope does, so waste is reduced.

At The Glass Racking Company booth we had on display the new Nissan NV high roof van with one of our height adjustable “Professional” series glass racks designed specifically for this vehicle. This was the first time for a Nissan van at a Glass show, and we were thrilled to discuss the potential that this van, and our racking solutions have for the glazing industry. We had the support of Nissan’s commercial department, as well as their local dealers and their local upfitter.

Though smaller than the van, the thing that drew the most attention at the show, was our collapsible tooth trolley for IGU and sash movement and storage. Since the show we’ve had many companies requesting us to design factory trolleys and fixed storage. There’s photos and a feature on our fixed tooth storage included in this newsletter.

This months newsletter includes a feature and lots of photos of pickup racks we’ve supplied. Although we are best known for our van and pickup racks we also have a full range of racks for site trucks, delivery trucks, and trailers. Our range of vehicles is extensive, and our team is very skilled at designing vehicles specifically to suit the needs of a particular client. If you’ve had an idea on the “ultimate glass transportation vehicle” for your business please give us a call to talk it though – it could be the start of some very worthwhile developments!

Tim MacDonald’s contact details are : Vancouver office, The Glass Racking Company
Phone 604.530.8818 tim@theglassrackingcompany.com

2 wheeled Glass Carrier

From Bryn

It was great to meet many of you at the Glass Build show, the common theme was change, and many were looking at how to do things better with the space and people they have.

Our Tooth storage solution was a point of intrest and was the first time this product was on show.

CEO – Founder :- Bryn Thompson
bryn@theglassrackingcompany.com

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

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Tooth Fixed Storage

We showed this photo to hundreds of attendees at GlassBuild 2011 as it shows how our tooth product can be used to store IGUs, 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 carts and freestanding structures. The costs for these solutions is far less than traditional harp style storage systems.

We can design solutions for storage and movement of flat panel products of any thickness. Please call or email us anytime to talk through your needs.

Glass and Window Displays for showrooms

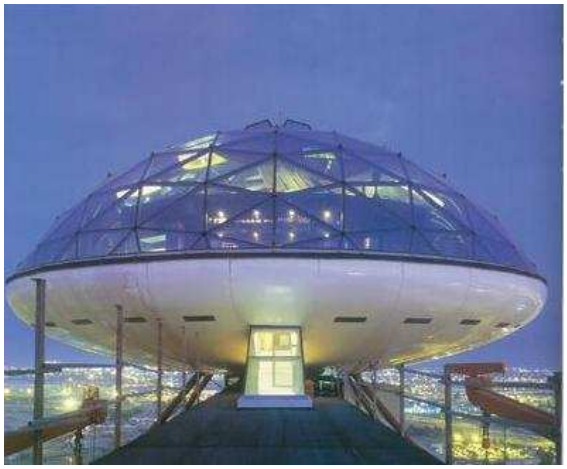
If you're looking for a better look and feel to the glass or window display in your showroom, then one of our glass displays or IGU heat displays may help. Our designs show off the options available for glass, and allow prospective customers to experience the difference between single glaze and double glaze. Educate your prospective customers and upsell them to higher value glass and window options.

Click this link for more detail :

http://www.theglassrackingcompany.com/nz_glass_racking_nz/glass_handling_equipment/glass_displays

… or call Tim or Bryn to talk through your wants and needs.

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.

Yes we make racks for Pickups!

Many visitors to our stand at GlassBuild assumed that we only make van racks as that's what we had on display. We have an extensive range of pickup racks for Fords, Chevs, and Dodges. Our Pickup racks use the same structure and componentry as our van racks, site trucks, and delivery trucks which means that training is simplified and each vehicle type has all of the operational benefits of our system.

Our pole based glass retention system uses non-marking polymer blocks, and our window retention system uses copolymer foam sheathed poles to fit the varying surface shapes of windows. Both are quick to operate, safe for users, and protect the load.

Work Ready Site Glazing trucks – Make us an offer! Must Sell for new stock

Our Seattle branch has a demonstrator of both models of site truck. These are for sale at very competitive pricing. Please contact Tim on tim@theglassrackingcompany.com or 604.530.8818

Complete 14 ½ Foot Contractor Glazing Truck, work ready fitted to Fuso cab chassis

We have a 11 ½ Foot Glazier body only! Ready to mount to your SWB Cab Chassis

For more product information on these two models please click the links below. The links will take you to our website where there are more photos, more product information, and videos of these bodies :

Glazier : http://www.theglassrackingcompany.com/us_glass_racking/light_trucks/glazier

Contractor : http://www.theglassrackingcompany.com/us_glass_racking/light_trucks/contractor