

THE GLASS RACKING COMPANY

Innovation by Design



NEWS

ISSUE #26

February 2011



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

Glazier truck hits the road in 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.



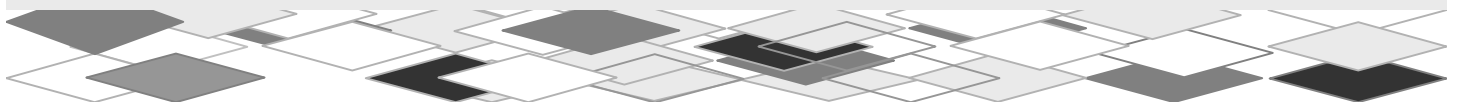
Barx Glass Blog safety tips well received

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 - Barx Glass Blog (top right corner of the web site)



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Bryn's Thoughts



February 2011

Welcome to 2011, and I wish you and your company well for this upcoming year. 2011 will be a big year for many of you if rugby is your thing. We have a general election later in the year and Christchurch will start its rebuild.

Here at Metalcraft we will be celebrating our 20th birthday, details of our party will follow later in the year. I personally turn 45yrs, my daughters are 18yrs and 21yrs old this year, and both will be in Wellington for university. So it has the making of a hallmark year for Samantha and I and the company.

The year has started very well for us, with earthquake repairs almost completed at the factory, with two new internal concrete floors and many tilt slab panels repaired. We also have sold a complete Fuso Glazier truck into New York. This is fantastic for our brand and will also add value to ATM Mirror who has purchased it. I am sure you found it's story on the front page interesting.

Our social media is growing well and we have many facebook friends. If you are a facebook user follow the link <http://www.facebook.com/home.php#!/group.php?gid=123147009336> to join our group. You may also find other colleagues within our group. Also please share this newsletter with your work colleagues and customers and ask them to send their email address to us at bryn@theglassrackingcompany.com so we can add them to our data base, and they to can enjoy our newsletter and take part in our monthly offers.

Our 2011 product catalogue will be released through this month and Ian will be out and about dropping these off. If you would like a pre-release copy please contact ian@theglassrackingcompany.com now so he can send you a copy from the first print run.

Ian will also be out later this month with our 2011 model 3.5M Glazier demo truck. This is one of the best site glazing truck you can own. Call Ian on 03 3603373 ext 2, to book a visit to your factory to see how this truck can help your company grow.

Regards Bryn Thompson, CEO bryn@theglassrackingcompany.com , Cell 0274344956

Bryn's February Offer – CarryMates, Portmans and Reveal Foams

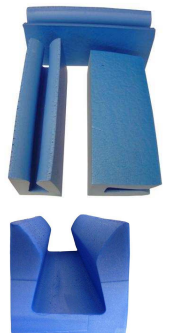
CarryMate grips, rated for 100kg lift each. Suit flat glass, DGUs and window reveals. Health and Safety benefits. \$300 per pair discounted to \$250.plus gst



Portman lifters, rated for 200kg lift each. Makes door hanging and positioning a one man job. Time saving and health and safety benefits. \$150 each discounted to \$125.plus gst



Reveal Foams. Standard discounted from \$460 to \$380 per 100. XL door and commercial suite foams discounted from \$695 to \$500 per 100. All plus GST



Very cool lego Glazier truck



Barx Blog – See Web site front page

This months weekly blogs include :

January 3 – Speeches

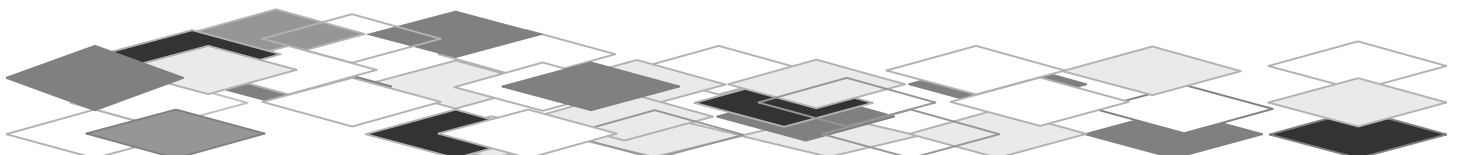
January 10 – Catalogue

January 17 – Rework – Hard surfaces

January 24 – Rework – Sitting items on factory debris



www.theglassrackingcompany.com/the_glass_racking_company/the_glass_racking_company_blog



New product – Flat bed cut length trolley



This flat bed cut length trolley is for window fabricators who want an option to our tree cut length trolleys. The base is 1M x 1.2M and the uprights are 1M and 1.65M tall. All bearing surfaces are clad in our non-marking polymer (including the uprights), and the trolley has a painted finish. The uprights are removeable. The cost per unit is \$950 plus GST and freight.



Why makes our van frails so good?

1. They are rated for 600kg of glass load by an independent structural engineer
2. They are designed and manufactured in NZ for NZ conditions, with improvements added over 20 years
3. They use components which have been developed specifically for the role of transporting glass, so are strong and non-marking
4. The monobolted construction means that upgrades and parts replacement is simple and cost effective
5. We can make most designs, and have the industry knowledge and experience to both discuss your ideas and add our own. The results are often very tailored solutions which work.
6. The company who supplies them is dedicated to the glass and window industries, actively involved with WANZ, GANZ and other industry bodies
7. The Glass Racking Company (Metalcraft) will continue servicing the industry and the products for many years to come.
8. The track record is impeccable.
9. The Glass Racking Company products always do what they say they are going to do. Simple.

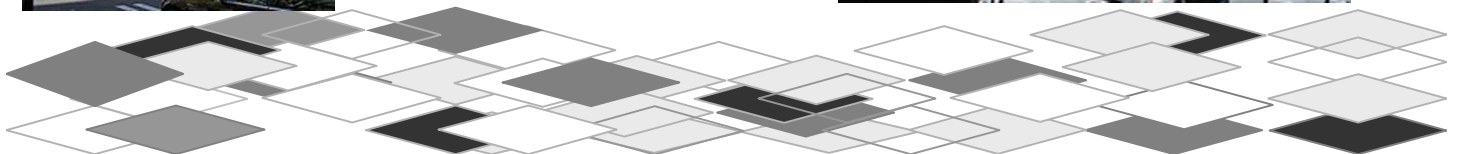


Try Glazing that!



Seattles 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.



New to the road January



Queenstown Glass got their van frails repaired at our Christchurch facility just prior to Christmas. All costs were covered by the insurance company. This is a useful reminder when you buy another vehicle to make sure that the value of your insurance covers both the value of the van and the value of the frails.

Hanmer Glass installed this 2M x 1.95M height extendable frail onto their Nissan Serena van. This 4WD van will be used mainly for small replacement glazing in the Alpine regions of North Western Canterbury. The van had an existing roof rack system (which was secured through the roof of the van) which we strengthened for the weight of glass loading.



Viridian Christchurch gave this older style glass carrier a birthday. We installed new glass frails on each side, complete with polymer bearers, bottom slotted bases, and sprung poles with our polymer block glass retention system. A new fibreglass roof and rear roller flap will allow the product to be transported clean and dry to the clients.

Most popular product of late 2010 – Collapsible tooth site trolley



This trolley has been designed for movement of double glaze units around a building site. It can accommodate both DGUs 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 cost is \$1380 plus GST and freight.

Contact Ian now:- ian@theglassrackingcompany.com

Thermaseal Double Glazing – New glass transfer table

This replacement transfer table will assist with loading stock sheets onto the Thermaseal Lisec automatic cutting table. Both units were damaged in the aftershocks of the September earthquakes. We also have a traded retrofitted air table for sale at half the new price – call Ian for details on 03-3603373 option 2.



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