

THE GLASS RACKING COMPANY

Innovation by Design



NEWS

ISSUE #30

June 2011



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

Tradesman Motor Bodies, Auckland service company

The Glass Racking Company has a long relationship with Mike and Scott (owners) of Tradesman Motor Bodies in Glenfield, Auckland. Tradesman is one of the 12 service companies which The Glass Racking Company work with to install and service our solutions throughout New Zealand. Locals looking after locals.

Tradesman is a 25 year old business specialising in the transportation industry, manufacturing truck decks and other transport bodies. Mikes expertise includes truck body building, truck maintenance, general engineering, With Scott leading the paint and panel work, and insurance work.

Mike at Tradesman says "We enjoy working on glass and window vehicles, and appreciate the relationship that we and The Glass Racking Company enjoy with these industries. It's all about providing service." and the best Frails and rack systems

Bryn says "Tradesman Motor Bodies provide a quality service to our clients in the upper North Island. When we need installation or repair work completed we are confident that Mike, Scott and their team will get on the job and complete the work to a standard that we can all be proud of. They do a great job and really care about our product and customers."

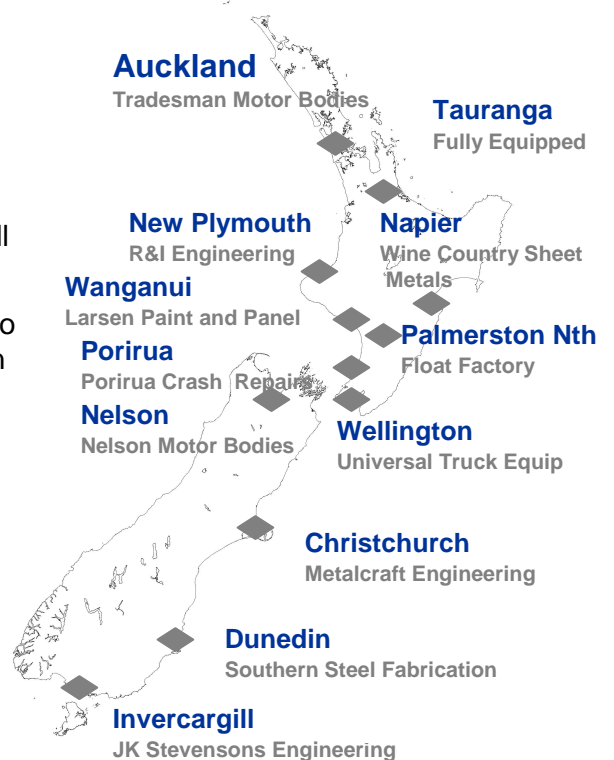


On the left is -Mike
and that's Scott (planking!)
On a Frail

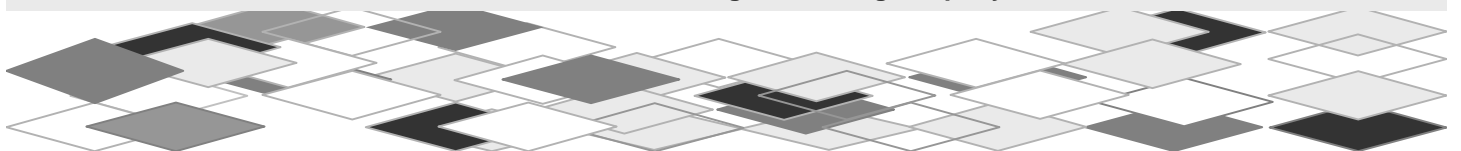


The Glass Racking Company service companies throughout NZ

... providing nationwide installation and maintenance services for your glass and window solutions



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THE GLASS RACKING COMPANY Innovation by Design

**Bryn's
Thoughts**



June 2011

I hope you all had a fantastic long weekend with your families, here in Christchurch we were reminded who is boss! A 5.5 aftershock Monday morning and then a 4.5 later that afternoon.

I will not be the only one to say, I am over it! Not just the shaking but all the associated problems, costs that are coming with them. Many of our Christchurch customers would have had to go in to their factories and check stock and buildings, all this costs our companies both money and time.

On a brighter note! This is our 30th edition of our monthly news letter. We enjoy putting these together around the beginning of each month and we get many positive comments from you the readers on how you enjoy getting them on your email and the content of them. We work hard at making them interesting and not just a selling document and the comments we get confirms that we are on the right track.

Looking back over some of the past newsletters you can see how things have evolved! I remember putting the first issue together with Lara (Warwick's partner) and how proud we were of it as it was a big new thing for us to do and not many other companies in manufacturing were doing it. Now many companies send out a newsletter as a form of contact to their customers. You can read the past newsletters by clicking the back issue wording on the bottom of the newsletter page. Also if you want others in your team to receive this please email us their name and email address and we will add them to the data base.

On the front page we introduced you to Mike and Scott, I have enjoyed our working relationship with their company, Mike thinks well like us and is able to problem solve for you when needed. When Scott is not Planking (which I don't condone during working hours or on top of a 250mm wide Glass van top bracket! Grin) he is busy painting and panel beating, the mix of both these two trades allows for accident vehicles to be fixed and painted at one place. Tradesman Motorbodies is a great partner for us in Auckland and I thank them for the work they do on our behalf.

Regards Bryn Thompson, CEO bryn@theglassrackingcompany.com , Cell 0274344956, DDI 033603373 ext 1

Bryn's June Offer

This is our 30th Newsletter. In our very first newsletter back in August 2008 we offered a prize of a workshop shout to the value of \$150 for a lucky winner and recipient of the first newsletter. This month, 30 newsletters later, my offer reflects this – any business which places an order for over \$10,000 during the month of June will receive a shout (drinks and food) to the value of \$150 for your staff. This will be delivered by either Myself , Ian or Warwick through the month of July. To win this prize simply place an order! With us in June With a value of over \$10,000.00 plus gst.



Very funny glass video



Click this link to view:

http://www.youtube.com/watch?v=7i9hluDLWIU&feature=player_embedded

You will be able to choose from a morning tea or after 5pm shout. (NZ Customers only sorry)

Contact :- bryn@theglassrackingcompany.com

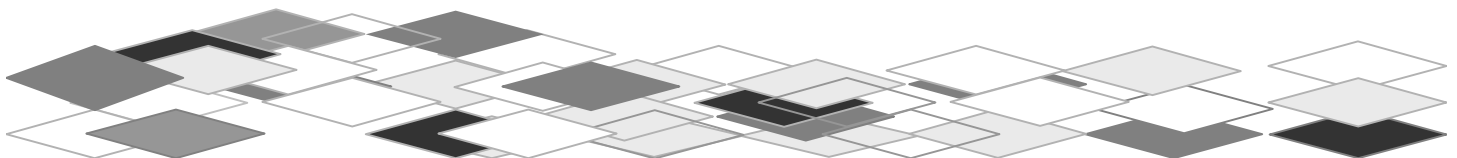
Barx Blog – See Web site front page

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



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Aluminium pack trolleys



If you need to unload crates of aluminium off a truck and onto a storage system or trolley for movement into your factory then we have 2 options. Our T-trolley (left) is 4.5M long and designed for 6x2 crates of aluminium. The second option is our 3M flat storage trolley (right). Both assist with the simple and time saving storage and movement of these awkward and heavy items.



Site folding cutting tables



This folding site cutting table (left) is 2.4M x 1.22M and has a lattice top clad in our non-marking polymer. This makes cutting and breaking-out of glass on-site easier than with traditional site benches. This example has a felt insert for processing rear-vision mirror glass. These tables can be designed to suit the van and needs.



We also make site tables which fold and allow a glass item to be tilted to assist with maneuvering through doorways on a construction sites (right).



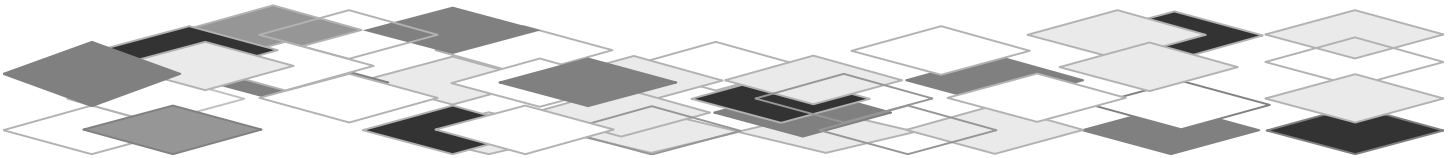
Both styles of tables are designed to reduce wear and fatigue on site staff, and to increase accuracy and reduce rework.

Call us to discuss options for your business.

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 and the tallest will top 550 metres (1,804 ft). The project has been put on hold.



New to the Road in May 2011



Lancer Aluminium (Vantage Auckland) commissioned this New Hino truck with 5M x 2.4M deck and A-frame for window transportation. The A-frame features our non-marking polymer and the deck has sliders to assist with sliding window frames from the edge of the deck to the centre.



Dargaville Aluminium (Vantage) commissioned this drivers side 2.2M x 2.9M five pole frail with height extension and scissor clamps. This was installed in Auckland by Mike at Tradesman Motor bodies



MetroGlassTech Christchurch commissioned this dual sized van frail with scissor clamps and height extension, for one of there glazing contactors The drivers side is a 2.2M x 2.9M five pole frail, and the passengers side is a 2.2M x 2.9M four pole frail with step through access to the sliding door.

TRT Westport (Vantage West Coast) commissioned this 3.6M x 2.4M flat bed trailer for transporting 3M x 2.4M demountable A-frames loaded with windows. The trailer features clever locating lugs for positionig the demountable frames, which remove to provide a completely flat bed trailer for transportation of other building products. The trailer is rated at 2.5 tonnes with push brakes and a 3M pullout ramp to assist with unloading window frames.



Sharp Glass in Christchurch commissioned this 2.5M x 2.9M drivers side frail for their new Mitsubishi L300 van. This van features height adjustment and also our scissor clamps for assisting the blue blocks to retain the taller sheets of glass. At full height this frail can accommodate a 3M tall glass item. The photos show height extension up and down.

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 photo shows the height extension in the up 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 is more common in Europe.

The van is a Ford Transit medium –roof LWB model



Ali Blues Dual Glaze West had Tradesman Motor Bodies , Auckland fit this 4 pole internal rack to their new Toyota van.

The rack is 2.4M long and 1.2M tall with a 300mm wide base tray and will assist wit their transportation of DGUs to site.