

THE GLASS RACKING COMPANY

Innovation by Design

Washington
WGA
Glass Association
2010-2011 Member

NEWS

ISSUE #10

June 2011

NGA
NATIONAL GLASS ASSOCIATION



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

Spot the differences to win

Be in to win a \$100 donut voucher by emailing us the most significant difference you can see between these two glass transportation pick-ups. The person who adds the best difference to our list below wins. Email adam@theglassrackingcompany.com

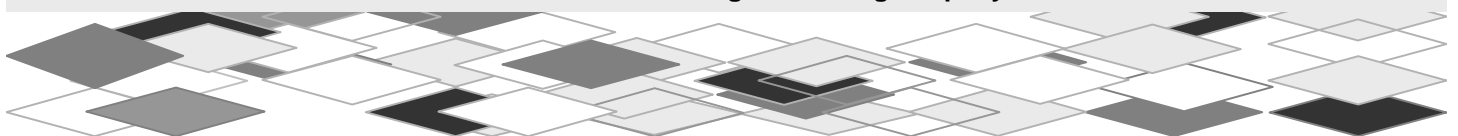
Our list is :

1. B rack uses non-marking polymer for the bearing surface for the glass, rather than timber which can mark and split
2. B rack uses aluminum poles with sliding non-marking blocks to speed the time to load, secure and unload the glass
3. A rack has no roofbars or place to store ladders, extrusions and other long items
4. A rack is made of steel which is heavier than aluminum, adding weight for fuel consumption and tyre wear
5. B rack has the glass load sitting on raised base blocks, away from road debris which reduces the occurrence of shelling of the glass
6. B rack has a front end stop for safety of staff and other road users
7. B pickup and rack provide a very professional image to your customers, business partners and staff
8. B rack was built by a specialist glass transportation supplier committed to innovation

.... Please spot another "difference", email it to Adam, and be in to win! The winner will be announced next month in the July Newsletter Best of luck and we look forward to your comments.



VISIT US ONLINE www.theglassrackingcompany.com





June 2011

June means midday way through this calendar year and you all will be looking forward to a summer break with friends and family.

We hope many of you have viewed and possibly downloaded the online catalog which we announced in last months newsletter. This is a great reference document for all glass and window business managers, operations managers and fleet managers, here is the link to the Catalog if you missed last months newsletter :- http://www.theglassrackingcompany.com/us_glass_racking/usa_info/index .

This month our back page story promotes better use of our website. We track the number of accesses to our website from USA residents, and its very pleasing to see the volume increasing over time. The team at The Glass Racking Company are continually updating the site with new material, particularly videos, to make product and industry information more easily available. Also all past newsletters can be viewed from the web site and there are many downloadable information sheets.

Also if you have others in your business who will benefit from receiving these monthly newsletters please forward their email addresses and full names to adam@theglassrackingcompany.com and we will add them to the data base.

If you need any products or want to talk through an issue you're having in your factory handling or with your glass or window transportation please don't hesitate to call Adam. He'll appreciate the opportunity to help you where he can and he has the full support from us at the companies head office.

Adam Keanes contact details are : Seattle office, The Glass Racking Company :- Cell :- 2063916684

Words From Bryn

Things have been very busy with us here at Head office, with new product development being paramount. All of this development comes from our customer meetings and in house design meetings as we do not make change for change sake. Our factory trolleys now have safety arm retaining slots for storing the arms when they are not in use, we also now have a new folding site IGU trolley to allow for retro fit IGU's to be safely moved from your tech's vehicle to the home without the need to lift or carry.

Another area of development over the month few months has been our 2011 product catalog as we mentioned above. This is a fantastic document and we are very proud to have this completed and also available online, we have already received many comments about how easy it is to access.

Regards Bryn Thompson CEO – Founder The Glass Racking Company

bryn@theglassrackingcompany.com

Very funny glass video



Click this link below to view:

http://www.youtube.com/watch?v=7j9hluDLWIU&feature=player_embedded

www.theglassrackingcompany.com/the_glass_racking_company/the_glass_racking_company_blog

Barx Blog – See Web site front page

This months weekly blogs include :

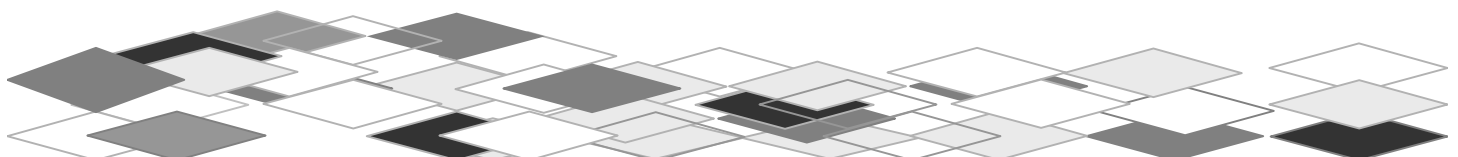
May 2 – The close

May 9 – Handling Objections

May 16 – Speeding up processing in a glass factory

May 23 – Creeping Elegance

May 30 – Resistance to change



Why is The Glass Racking Company range of cutting tables so good?



Glass Cutting and Transfer tables



The Glass Racking Company range of cutting and transfer tables use purpose designed and manufactured components to provide a highly functional and cost effective solution to the cutting table needs of most glass companies.

Options

The Glass Racking Company cutting tables have the following design options :

1. Length and width can be configured to suit your cutting needs and the space available in your factory
2. Non-air and air tables are available, with the air tables being configured for the size and weight of glass to be floated
3. The tilting option allows for precut and cut glass to be loaded and unloaded from a near vertical, and cut on the horizontal. Tilt function is either automated or manual
4. Breakout bars on the X and Y axis are air operated to provide both speed and accuracy in the breakout process



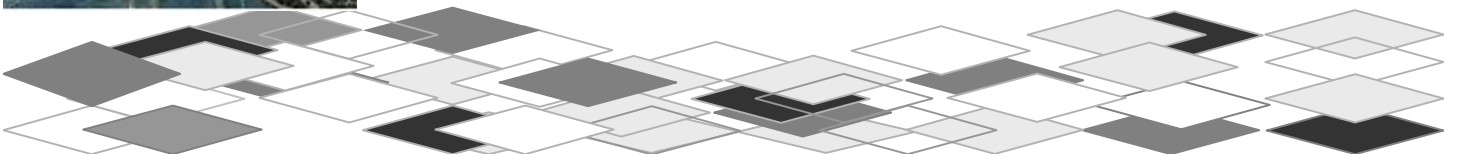
Why Buy?

1. Tailored to meet your exact requirements
2. Superbly detailed such as high quality castors (turning and/or braked), timber edged, easy controls including a remote, burn resistant top, etc
4. Cost effective
5. Proven track record of a company dedicated to the glass and window industries

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 megaproject 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.

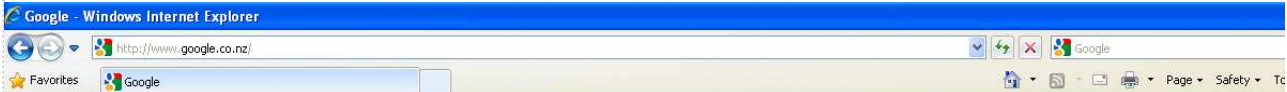


www.theglassrackingcompany.com for beginners

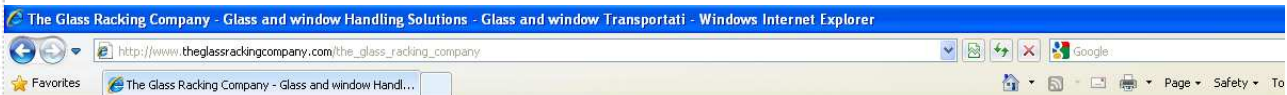
We got some very clear feedback from customers this month that our website has a lot more useful information than they thought. Our experience has been that many websites are either PR exercises or just put in place as “everyone has to have a website”. Ours is a little different. We update some aspect of our website most days. Its colossal in terms of the product details, photographs and video footage of our products. Our website is a tool for you, not for us. The video footage is the latest thing, and we are committed to loading our website with more footage of more products as a way for customers to see our products and develop ideas for how they might improve their business.

For those that haven't visited our site in a while, here's a brief “how to” lesson :

1. When you open up your internet browser the top of the page will look something like this.



2. Click on the information bar (with the words in it) and type Theglassrackingcompany.com. When you hit “enter” your browser will take you to our site.



3. In the middle of our home page is a green picture of the USA. Click on that to go to information specific to the USA market and our USA operations. This means relevant vehicles, imperial measurements and the like.

4. You'll see in the centre of the page a blue bar with white writing. This is a drop down bar. Its like a list of all the subjects under that heading which may be of interest to you.



5. By clicking on an item which interests you, like “Large Truck and Trailers”, a drop down box of options will appear. For example under “Large Truck and Tailer” the options are Overview, Large Glass Truck Bodies, A-Rack Transporters, Glass Hauling Trailers, and Information Sheets. Scroll down to the item which interests you most, click on that, and the relevant information will appear.



The website includes photos, descriptive information, brochures and videos of our products. The website is designed to teach so you may find there is more information available than you expected. At the bottom of most of the drop down boxes is “Information Sheets” which are our brochures.

The online videos are shown with an arrow in the centre of the picture. Click anywhere on the picture and the video will download (from Youtube) and play. If you are unable to get the videos to play it may be because your computer system bans Youtube videos (for some companies this is policy). The best solution is to give your IT people a rev up, or view the videos at home.

