

THE GLASS RACKING COMPANY

Innovation by Design

Washington
WGA
Glass Association
2010-2011 Member

ISSUE #2

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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.

Search The Glass Racking Company

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WELCOME TO THE GLASS RACKING COMPANY

The Glass Racking Company is a world leader in flat glass transportation, glass handling, glassracking solutions and glass storage systems.

As a market leader we have been supplying the flat glass and fenestration / window industries since 1921.

We have branches and service companies throughout - USA, Canada, Australia and New Zealand and can supply all of our products and services worldwide.

The Glass Racking Company can supply your company with glass racks, glass storage, glass cutting tables and many other glass handling solutions. We are a world supplier of Glass Trucks, Window Truck bodies, Glass Van racks, Glass Trailers and many other Glass Racks.

The Glass Racking Company branches can be found in the following cities - Christchurch, Auckland, Melbourne, Perth, Seattle, Vancouver.

Find us on Facebook

VISIT US ONLINE

www.theglassrackingcompany.com



Adam's Words

THE GLASS RACKING COMPANY

Innovation by Design



September 2010

I want to start this month's thought by saying how excited I am to potentially meet all of you attending Glassbuild this year. While most of us have had a conversation or two, I am pleased to finally put a face to a name. While I would like to personally meet with each of you, I know that I may miss some of you, so make sure to stop by our booth and introduce yourself to our team.

Glassbuild and Glasstec are rapidly approaching, and I know that many of you utilize these shows to research and decide on many purchases to upgrade or expand your operations. US Glass Magazine had a wonderful, short article last month that discussed the "Best Practices for Buying Machinery and Equipment" (<http://www.usglassmag.com/digital/2010/August2010.pdf>). While I thought that this was a great article, with real life examples, what I felt was missing was the discussion about the support systems for new machinery and equipment. New machinery should be exciting, and ultimately bring about more efficiency, but efficiencies can only be created if an entire plan is mapped out. As you are doing your research at the upcoming shows, consider our consulting services and support products. Typical areas of our consultancy include: factory layout including positioning of equipment and storage; factory flow including positioning of entrances, sequencing of processes, and use of factory handling equipment; transportation including fleet design, loading and unloading procedures and equipment; site work and equipment; and health and safety.

Please make sure you bookmark the front page of the website and read our weekly Barx's Blog. Ian has been diving into some more detail about efficiencies and some of his thoughts will challenge you. There is also a comment button for you to let us know your thoughts, which we always look forward to.

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 website's 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. Please go online and let me know what you think. We would also like to know what changes you feel could be made to make it better or easier to use for you and your team.

Sincerely, Adam Keane, The Glass Racking Company. adam@theglassrackingcompany.com

Adam's September Offers



14 Foot Contractor complete, with used Fuso, contact Adam to see how easy this is to own and how it will help your company grow



10% Discount off all Factory Glass A-Frame Glass Carts and trolleys.

These are now in stock and feature a fully galvanized frame and non-marking polymer on all contact surfaces. Contact Adam on

Adam@theglassrackingcompany.com

Joke of the month



"He was quite a double glazing salesman!"

www.theglassrackingcompany.com/the_glass_racking_company/the_glass_racking_company_blog

Barx Blog – See Web site front page

This months weekly blogs include :

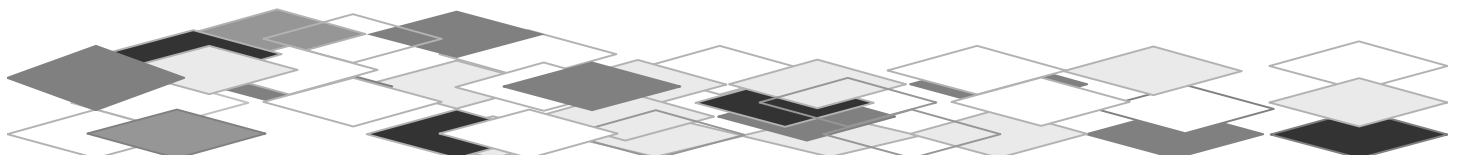
August 2 – Truck Loading

August 9 – Glass capacities

August 16 – Glass retention systems

August 23 – Time savings for pole based glass retention systems

August 30 – False economies - Storage



Trivia about our 11 ½ Foot Glazier site truck – Benefits in the detail

1. The lockup storage area has a similar capacity as a Chevy or Ford full size vans.
2. The roof rack bars are not structural, so you can remove them and store tall items in the rear storage.
3. The FE Series Fuso has a turning circle comparable to that of a Porsche Boxter, allowing for easy manoeuvring.
4. The gas 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 standard driver's license with around 6000-8000 pounds of payload



Tooth storage for Window frames and sashes

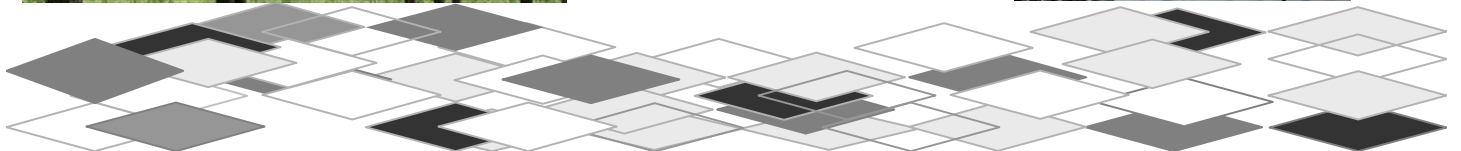
This month Coach and Equipment Mfg Inc in New York state and Morlite Aluminum Ltd (NuLook) installed their new tooth based storage systems for window frames and sashes. The tooth system provides secure storing of items of varying widths, keeping the items separated to reduce damage, and storing them like a toaster to allow individual items to be accessed without “leafing” through a stack of frames. Contact Adam 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 roughly 13’ 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 and factory in August 2010



A prominent window manufacturer has purchased a number of A-Frame Trolleys, to begin the process of phasing out their older design.



NK Windows 11'x 6' x 8' demountable window A-frames, using our Window Transportation System.



Left:- New 7 Bay Trolley truck on Fuso Cab Chassis.

Right:- Low Height adjustable 134"long Van rack



IGU Tooth Carts Upgrades



Over the past month we have been trailing retro fitted IGU Carts with our IGU Tooth system. Many company's have old carts sitting unused in the yards and we are able to take these old frames and convert them into a usable IGU solution, contact adam@theglassrackingcompany.com or cathy@theglassrackingcompany.com for more product info



Revised design for Windshield rack



Our windshield 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 Adam or Cathy for more details.



Glass Build Update

With only 13 days to go till Glass Build, our excitement is building. This is the first time The Glass Racking Company will be on display at Glass Build.

We will be showing some very new and innovative glass transportation and factory handling solutions. We are sharing our stand with another innovative company, Quatrolifts USA.

We will have three of our leading industry consultants on the stand and we all look forward to meeting with you and talking through your needs. Come to our booth 2457 and touch feel and use our systems.

Get your free entry pass to Glass Build by using our code 10GRC When you register online

VISIT US ONLINE

www.theglassrackingcompany.com