



**THE  
GLASS RACKING COMPANY**  
Innovation by Design



# NEWS

ISSUE #1 August 2010



**WITH MORE THAN 240 PRODUCTS TO HELP YOUR BUSINESS TO GROW.**

## Welcome to Issue #1 of The Glass Racking Company News

Who is The Glass Racking Company?

We are the world leading supply partner to the Flat Glass and Fenestration industry. We are a world supplier with our newly formed supply and service company in Seattle Washington and service company in Vancouver BC.

Founded 20 years ago the company has been the supply partner of choice for many leading glass and window companies due to our commitment to product design and meeting the industry's handling and transportation requirements.

With our network of service partners we are able to supply all 50 States and Canadian provinces with both our transportation and factory handling solutions.

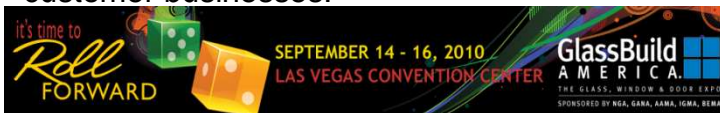
We provide full training and documentation on all of our products and systems. These are a very good health and safety resources for the managers of our customer businesses.



[www.theglassrackingcompany.com](http://www.theglassrackingcompany.com)

Our web site is a massive working site and has been designed to allow you and your team to build product awareness.

It's regularly updated with new content and Ian's weekly blog, so bookmark the site now and maybe join our Facebook!

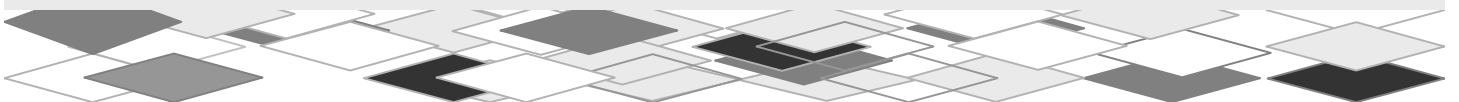


We look forward to meeting with many of you at our Booth #2457 that we will be sharing with Quattrolifts. We will be showing a new glass and window transport system. Our team of consultants will be on hand to help and talk through our full glass and window handling product range. See you at the booth!



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**From Adam**



# THE GLASS RACKING COMPANY

Innovation by Design

August 2010



Welcome to our first ever North American, dedicated newsletter.

In this section of the newsletter I get the opportunity to share exciting news, positive happenings, and most importantly my OPINIONS and THOUGHTS.

What I have learned by traveling to different glass companies here in the U.S. is that the racks on vehicles adapted to carry flat glass and windows have not changed much in the past century. Most of this is because no supplier has successfully partnered with the industry to figure out how to transport the unique material of glass safer and more efficiently.

Because we have 20 years of experience listening to glass and window manufacturers throughout the world, we have created a unique suite of glass and window transportation systems with and for the industry. Even with our incredibly efficient system, it is up to us to work with our customers to design vehicles which are appropriate for the type and volume of work.

In Ian's blog

[http://www.theglassrackingcompany.com/the\\_glass\\_racking\\_company/the\\_glass\\_racking\\_company\\_blog](http://www.theglassrackingcompany.com/the_glass_racking_company/the_glass_racking_company_blog) from June 14 of this year he talks about the importance of choosing a vehicle and system combination that not only takes into account the current requirements but also "predicts what the likely requirements will be during the life of the vehicle, and size it accordingly." This is key because our glass and window transportation solutions have a life expectancy of over 10 years, and will most likely out last the vehicles that they are installed on.

The cost effectiveness and payback on our solutions over the life of the products is a key strength.

I hope that you find this first monthly newsletter interesting, and look forward to reaching out to you each month. See you at Glassbuild in September. Have a wonderful August.

Adam Keane :- Sale manager [adam@alliedbody.com](mailto:adam@alliedbody.com)

## Adam's August Offers :- Must Sell our Demonstrators! Make Us an Offer!



This month we are offering our two demonstrator glass trucks. Both these are being offered for sale at well below list prices. No reasonable offer will be refused.

We have new stock in build for the 2010 US Glass Build so these must go this month.

Shown on the Left is our 11 1/2' Glazier mounted to a new Mitsubishi Fuso FE Series truck



Shown on the right is our 15' Contractor mounted on a used Mitsubishi Fuso truck

Contact Adam [adam@alliedbody.com](mailto:adam@alliedbody.com) now! For more details on these two Site glass truck racks.



## Best old video :

Real 1952 video footage demonstrating the effectiveness of bullet proof glass :



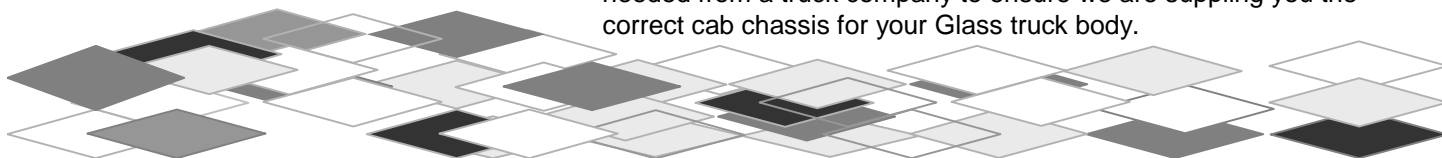
<http://www.youtube.com/watch?v=6-Fd4Eo8q8g>

## Seattle Mitsubishi – Fuso partner of choice



At The Glass Racking Company, we pride ourselves in our ability to network and form long term working partnerships, both with you the customer and our suppliers.

Ron at Seattle Fuso is one of those quality partnerships we have formed. This relationship benefits you as we get quality advice when needed from a truck company to ensure we are supplying you the correct cab chassis for your Glass truck body.



## Why partner with The Glass Racking Company?

We think that the 3 main reasons customers buy from us are because :

1. We understand the industry and the issues faced by glass companies, glaziers, window fabricators, and installers. We are a specialist supplier to the industry.
2. We have innovative solutions to meet defined needs. We conceptualize ideas with our customers, we design solutions, we test them, and we implement them.
3. Our solutions save time, reduce rework through wastage, and meet health and safety requirements.

Soon you'll receive a customer survey questionnaire from us. Please take the time to complete it so that we can better understand your product needs and what we can do for you.

## Product Training and User Guides

We have finalized a suite of user guides for our transportation products which covers vans, pickups, open trucks, closed trucks, window transporters, and transport trolley trucks. The user guides use bullet pointed text and photos to show the best way to use our transportation products. The user guides assist with training new staff, gaining efficiencies with your staff particularly in loading and unloading, assist with reducing product damage and wear, and can form a key component of your company's health and safety policy.

For copies please contact Adam, or Cathy to arrange for these to be delivered to you.

## New to [www.theglassrackingcompany.com](http://www.theglassrackingcompany.com)

This month we loaded new versions of all our 4 page product information sheets onto the website. There is now 26 for USA and Canada. These can be found at the bottom of each product section. Barx's Blog is well worth a read, and can be found on the front page link.

We also loaded new videos showing the use of the scissor clamp, and details of our triple racks as used by Milgard Windows and All Service Glass. Over 50 videos are now available for viewing.

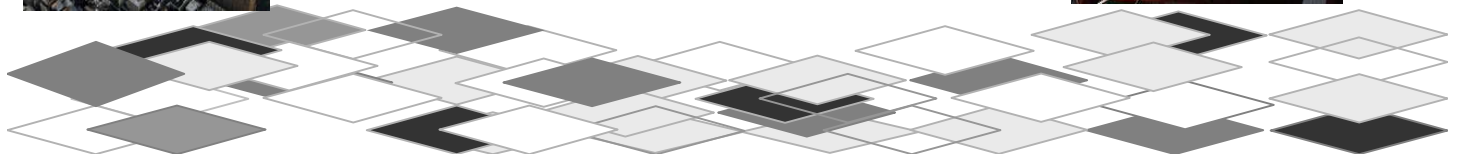
The new Youtube and Facebook group links can be found at the bottom of the front page.

## Try Glazing that!



The Empire State Building in New York is having 6,514 double hung windows (26,056 panes of glass) replaced with a more energy efficient glass solution. The upgrade is expected to reduce energy consumption by 38% and save US\$4.4M per year.

The upgrade to the 1930's building, all 102 stories tall, will take around 14 months to complete.



## New to the road in July 2010



Jeld Wen (Regency Shower screen division), new superlow van racks with height extension.

Milgard Windows Seattle, commissioned 10 new 8' Triples mounted to Ford 250's.



16 Foot Contractor site truck on a Fuso cab chassis.

All Service Glass Seattle, Triple Pickup rack on a Chevy 2500 pickup.



Glass Doctor Seattle, van rack with scissor clamps on a Chevrolet van.

Monarch Windows, upgrade to window retention poles on the internal racks of their 16 Foot Contractor site truck.



## The Glass Racking Company in Seattle Washington and Vancouver BC



Rich Minice  
Owner



Adam Keane  
Sale Manager

Rich and Adam lead The Glass Racking Company team from their Seattle based company.

With family based company values Rich and Adam are all about service and meeting you and your company's needs.



Cathy Macdonald  
Owner / Sales

Tim Macdonald  
Owner / COO

Cathy and Tim are the faces of The Glass Racking Company in Vancouver BC, and are based in Langley BC.

As a husband and wife team, both Cathy and Tim work well together to support and meet their customer's needs. Cathy is looking forward to meeting many of you.

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