

# THE GLASS RACKING COMPANY

## Innovation by Design

Washington  
**WGA**  
Glass Association  
2010-2011 Member

# NEWS

ISSUE #12

Aug 2011

**NGA**  
NATIONAL GLASS ASSOCIATION



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

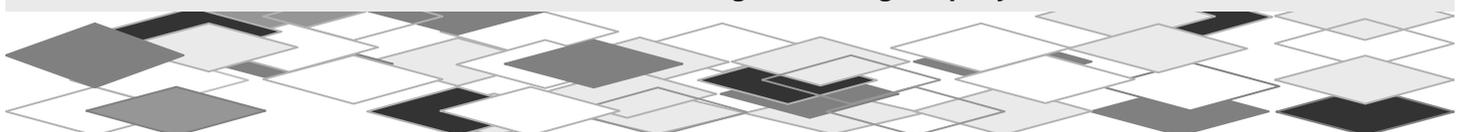
## 5 ways to create more space in your factory

If you're short on factory space, always seem to have a cluttered glass or window factory, and need some more room to fit in a new piece of equipment here's our top 5 ideas for creating more space :

1. Install a Concertina rack for bulk glass storage to replace an existing A-frame glass storage system. Concertina racks take around half the floor space of an A-frame and pay for themselves based on real estate savings. Added benefits include a more compact and easy to access glass storage system which is safer to operate.
2. Install a Swing rack for storage of finished goods and offcuts. Like the Concertina rack the Swing rack takes only half the floor space of a traditional A-frame glass storage system. Added benefits are ease of access and providing a structured filing system.
3. Use transport A-racks for transporting glass, or demountable frames for transporting window frames. These stillages allow you to load direct from your production line and store the loaded transport stillage until needed. Storage could be on a mesanine floor above your Swing rack!
4. Have a dung out. Throw out those offcuts and unused units that pile up around most glass and window factories. If you haven't used them in 12 months the chances are you never will. Put them in the trash and make more space.
5. Make sure that the carts and trolleys you have in your factory all work well and are being used. Factories often have dead zones for broken gear. Fix them, replace them, or get rid of them. Make sure your carts and trolleys are right-sized and work well for your business to create efficiencies, not waste space.



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## Aug 2011

Sales activity has picked up in the last few weeks. Despite the uncertainty of the economy both for the USA and globally, it seems like more businesses are starting to get on with capital projects to improve their business efficiencies and prepare for a period of growth.

We have had some uncommon purchases of glass handling equipment by non-glass and window companies who have a need to process and/or store flat panel products. Our glass factory handling products are far more technically advanced than those of for example the stone industry, which leads to new opportunities to help businesses.

Please take the time to view our on-line product catalogue as it has 36 pages of products specifically designed for transportation and factory handling equipment for glass and window factories. Click this link to access it : [http://www.theglassrackingcompany.com/us\\_glass\\_racking/usa\\_info/index](http://www.theglassrackingcompany.com/us_glass_racking/usa_info/index)

Please call if you want to discuss any needs or ideas you may have.

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

[Adam@theglassrackingcompany.com](mailto:Adam@theglassrackingcompany.com)

## Bryn's August Offer :-

Stoche Packlifters. We have 2 stock Stoche Packlifters in Seattle which are available for sale at 15% discount. One is for standard stock sheets and other is for Jumbos. Buy both for an additional 5% discount!

See page 3 or our website if you don't know what a Stoche Packlifter is ....

Contact

[Adam@theglassrackingcompany.com](mailto:Adam@theglassrackingcompany.com)  
for pricing and more product information.



## Words From Bryn

Wow what a interesting couple of weeks we have had, with the devaluing of the dollar and stock market ups and downs.

Like all of you we need to watch the governments next move with interest. We also need to understand that we need to understand our own business well and learn to trade in today current environments.

This may mean looking very closely at how to reduce waste and re-work that comes from bad handling practices.

Many of our solutions and products are designed to achieve this, contact us now to learn more and save.

[bryn@theglassrackingcompany.com](mailto:bryn@theglassrackingcompany.com)

[Adam@theglassrackingcompany.com](mailto:Adam@theglassrackingcompany.com)



## Funny video of the month



Click below to view a funny glass video  
<http://www.youtube.com/watch?v=v4i24oo10Hs>

[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)

## Barx Blog – See Web site front page

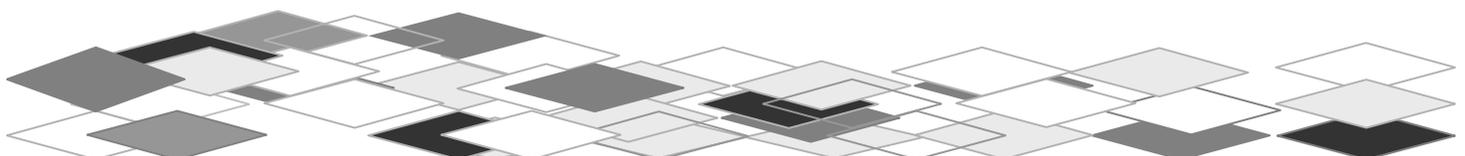
This months weekly blogs include :

July 4 – Trends - Retrofit DGU and warm edge

July 11 – Trends - Right sizing vehicles

July 18 – Trends - Lean Manufacturing

July 25 – Trends - Electronic Communication



# THE GLASS RACKING COMPANY

Innovation by Design

## Why are our Stoché Packlifters so good?

The Glass Racking Company has been designing and manufacturing glass packlifters since the mid-1990's.

Packlifters provide a safer way of moving packs of stoche glass around a factory. The glass is well supported by a lattice of steel bearers clad in soft non-marking polymer, and operational staff stand behind the frame.

Lifting can be either by gantry crane or forkluck (as shown).

We have stock and demonstration Packlifters in Seattle.

Our new Packlifter brochure, product information, and 2 videos are online at

[www.theglassrackingcompany.com](http://www.theglassrackingcompany.com) and can be accessed by clicking on this link :

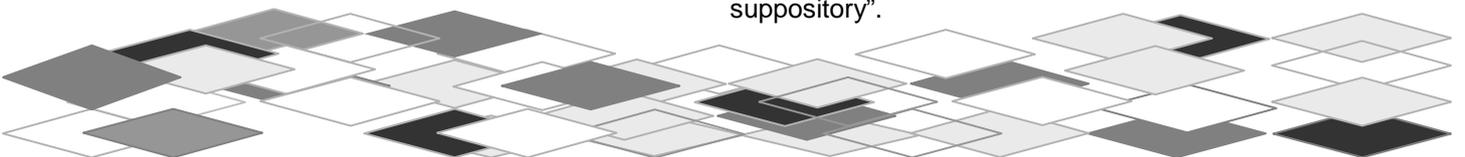
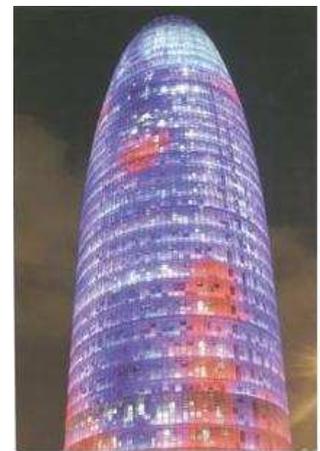
[http://www.theglassrackingcompany.com/us\\_glass\\_racking/factory\\_handling/glass\\_lifting](http://www.theglassrackingcompany.com/us_glass_racking/factory_handling/glass_lifting)



## Try Glazing That!



The Agbar tower in Barcelona is 38 floors tall and has its owners as its primary tenants. It has 4500 glass openings cut out of the concrete structure. Each has a luminous device which creates night-time light effects. It also has temperature sensors which trigger opening of the fascade louvres. It's nicknamed "the suppository".



## ProFoams – Copolymer foams to protect window frames

The Glass Racking Company manufactures ProFoams which clip onto finished window joinery to protect the windows during storage, movement, and transportation. ProFoams ensure that joinery never touches a hard or abrasive surface by keeping units separated when stacked.

The Copolymer we use in our ProFoams is non-marking, non-abrasive, and UV resistant. This means that its easy on the window frames and has longevity.

The grade of copolymer compresses and springs back to its original shape with high strength. When its under load and compressed, its fighting to regain its shape. This means that the load is held under pressure which aids in reducing movement and transit damage to the window frames.

ProFoams are available in a range of sizes, and can be manufactured in a colour of your choice. Additionally they can be stencilled with your company logo. Click this link for more details :

[http://www.theglassrackingcompany.com/us\\_glass\\_racking/fenestration/usa\\_window\\_protection\\_products](http://www.theglassrackingcompany.com/us_glass_racking/fenestration/usa_window_protection_products)



## Work Ready Site Glazing trucks – Make us an offer! Must Sell for new stock

The Glass Racking Company range of site trucks includes this 11.5 foot Glazier and 14 foot Contractor trucks. Both vehicles have a storage and workshop box at the front of the body to safely store tools and equipment. The sides of the bodies have full length glass racks for large lites, with the drivers side rack being height extendable to a further 20 inches of height. The internal racks are for bulk cartage of glass and windows. This high volume of storage in a compact sized truck makes these very versatile multi-purpose vehicles to compliment an existing fleet, or for a standalone glazier business.

Our Seattle branch has a demonstrator of both models of site truck. These are for sale at very competitive pricing. Please contact Adam on [adam@theglassrackingcompany.com](mailto:adam@theglassrackingcompany.com) or (206)3916684



**Complete 14 ½ Foot Contractor Glazing Truck, work ready fitted to Fuso cab chassis**



**We have a 11 ½ Foot Glazier body only! Ready to mount to your SWB Cab Chassis**

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