

# THE GLASS RACKING COMPANY

## Innovation by Design

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

# NEWS

ISSUE #14

Oct 2011

**NGA**  
NATIONAL GLASS ASSOCIATION



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

## GlassBuild America 2011 in Atlanta

The Glass Racking Company was well represented at GlassBuild 2011 in Atlanta with van racks on a new Nissan NV van on our own stand, plus one of our van racks on a Ford E250 on the Ford stand. Our van racks are very strong and include many unique features and technologies which help protect the glass, create efficiencies for the glaziers, and improve health and safety. This caught the attention of visitors to these stands.

In terms of products the main interest was in our tooth based IGU storage and trolley solutions due to the wide appeal and benefit across both glass and window companies. These products reduce rework and create time saving efficiencies within factories, so are always popular.

Our stand was staffed by Adam Keane of our Seattle branch and also Bryn Thompson, our CEO and founder. Both are very knowledgeable in factory handling and transportation solutions for window and glass companies, so both were kept busy during the show.

Thanks to all those who visited our stand, and to the organisers of GlassBuild 2011.

If you ever want to discuss any issues in your factory please don't hesitate to call or drop us an email. We like to help where we can!



OFFICIAL EXHIBITOR

# GlassBuild AMERICA

THE GLASS, WINDOW & DOOR EXPO

SPONSORED BY NGA, GANA, AAMA, IGMA, BEMA

September 12 - 14, 2011 | Atlanta, GA

*Come See Us in Booth # 2911*

VISIT US ONLINE [www.theglassrackingcompany.com](http://www.theglassrackingcompany.com)

**From  
Adam**



**THE  
GLASS RACKING COMPANY**  
Innovation by Design



**October 2011**

Thank you to so many of you that came by our booth at Glassbuild last month. Bryn and I had a wonderful time in Atlanta, mostly because of all of the great people that we met. This year we were fortunate enough to have our products on display not only on our booth, but on Ford motor company's booth as well. Ford was displaying a CNG converted E-Series van with one of our fixed height external glass racks. What a great way to show off a commitment to "green" ideals. While alternative fuels are all the rage, one thing that often gets overlooked are the additional ways that a vehicle can be environmentally friendly. Our glass racks aid in a vehicle's environmental efficiency in the following ways: 1. Our aluminum construction reduces the weight of the rack itself, as we all know less weight means either more payload, or lighter operation, which can both aid towards more fuel efficiency by way of less trips, or better fuel economy. 2. Our retention systems are user friendly and secure. Once you use them you won't ever want to use rope again. Our systems don't wear out like rope does, so waste is reduced. If "Green" means anything to your business, I challenge you to think beyond the conventional solutions, and think about other ways to help our environment.

Just a hop, skip, and a jump from Ford's booth was The Glass Racking Company booth. We had on display the new Nissan NV high roof van with one of our height adjustable "Professional" series glass racks designed specifically for this vehicle. This was the first time that many of you had seen the Nissan van and we were thrilled to be able to discuss the potential that this van, and our racking solutions could have for the glazing industry. We had the support of Nissan's commercial department, as well as their local dealers and their local upfitter. If you have been thinking about a Nissan van for your fleet, or just have questions, let me know and I can help direct you to a Nissan professional.

Though smaller than the van, the thing that drew the most attention at the show, was our collapsible tooth trolley. Many of you asked about it, and we quickly helped you realize all of the applications where our "Tooth" product helps solve a problem. Since the show we have had a high number of companies requesting us to design factory trolleys and fixed storage in addition to questions regarding our collapsible site trolley.

Last but definitely not least we displayed several small items that solve a vast number of problems. Our Pro-Foams (Protection) displayed yet again our ideas to help your company go "green" and to help reduce damage. The Carrymates challenged many to think about ways to improve ergonomics, and reduce work injuries.

Thank you again to all of you that made the show memorable once again. As we prove to you that we should be a trusted supply partner to your business, we enjoy getting to know you. Please call us if you have questions or needs for any of your handling, storage, or transportation needs.

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

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**2 wheeled Glass transportation**

**Barx Blog – See Web site front page**



This months weekly blogs include :

Sept 5 – Unique challenges in factories

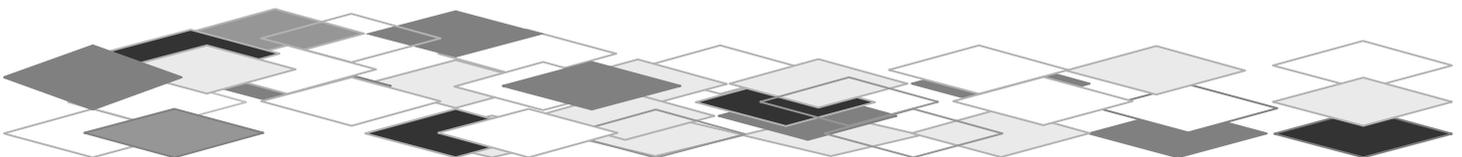
Sept 12 – Unique challenges on-site

Sept 19 – Unique challenges of transportation

Sept 26 – Vital role of large glass coys and die holders



[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)



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## Tooth Fixed Storage



We showed this photo to hundreds of attendees at GlassBuild 2011 as it shows how our tooth product can be used to store IGUs, sashes, doors and other flat panel items securely, and separated. By storing like a toaster (rather than stacked like a sandwich) the units are not rubbing against hard surfaces and damage is reduced. Additionally access to specific items is much quicker and easier.

We supply the aluminium extrusion and teeth cut to length. This enables our customers to build storage systems like this against existing walls and structures in their factories. We also build a range of carts and freestanding structures. The costs for these solutions is far less than traditional harp style storage systems.

We can design solutions for storage and movement of flat panel products of any thickness. Please call or email us anytime to talk through your needs.

## Glass and Window Displays for showrooms



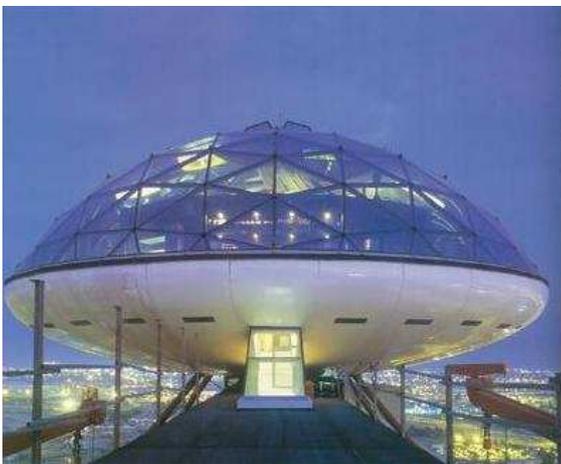
If you're looking for a better look and feel to the glass or window display in your showroom, then one of our glass displays or IGU heat displays may help. Our designs show off the options available for glass, and allow prospective customers to experience the difference between single glaze and double glaze. Educate your prospective customers and upsell them to higher value glass and window options.

Click this link for more detail :

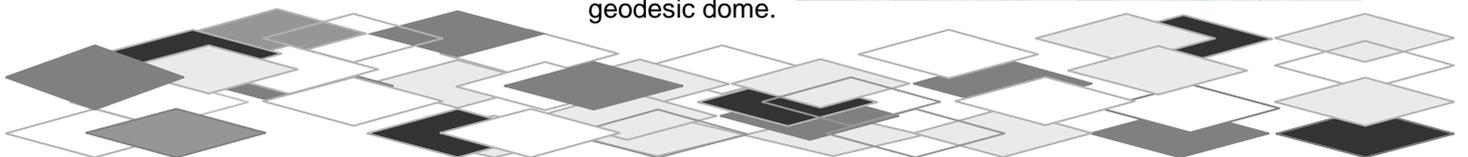
[http://www.theglassrackingcompany.com/nz\\_glass\\_racking\\_nz/glass\\_handling\\_equipment/glass\\_displays](http://www.theglassrackingcompany.com/nz_glass_racking_nz/glass_handling_equipment/glass_displays)

... or call Adam or Bryn to talk through your wants and needs.

## Try Glazing That!



The Evo restaurant atop the Hesperia Tower in Barcelona is accessed via a glass enclosed staircase and provides panoramic views over the city from its 107 metre height. We like the glass geodesic dome.



## Yes we make racks for Pickups!



Many visitors to our stand at GlassBuild assumed that we only make van racks as that's what we had on display. We have an extensive range of pickup racks for Fords, Chevs, and Dodges. Our Pickup racks use the same structure and componentry as our van racks, site trucks, and delivery trucks which means that training is simplified and each vehicle type has all of the operational benefits of our system.

Our pole based glass retention system uses non-marking polymer blocks, and our window retention system uses copolymer foam sheathed poles to fit the varying surface shapes of windows. Both are quick to operate, safe for users, and protect the load.



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

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**



For more product information on these two models please click the links below. The links will take you to our website where there are more photos, more product information, and videos of these bodies :

Glazier : [http://www.theglassrackingcompany.com/us\\_glass\\_racking/light\\_trucks/glazier](http://www.theglassrackingcompany.com/us_glass_racking/light_trucks/glazier)

Contractor : [http://www.theglassrackingcompany.com/us\\_glass\\_racking/light\\_trucks/contractor](http://www.theglassrackingcompany.com/us_glass_racking/light_trucks/contractor)

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