

THE GLASS RACKING COMPANY

Innovation by Design

NEWS

ISSUE #16

February 2012



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

The Glass Racking Company features in USGlass mag

USGlass Magazine is the worlds largest glass industry specific publication. In the January 2012 edition USGlass featured a 4 page article titled "Keep those glass trucks rolling" written by the magazines editor Megan Headley.

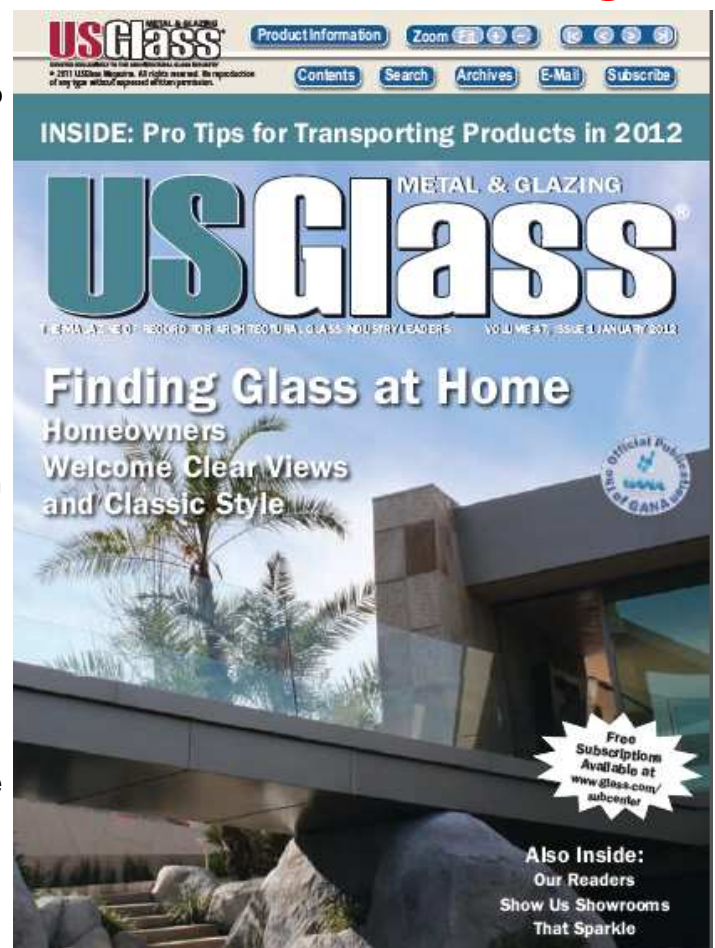
The focus of the article is "Tips for saving money in the long haul". The article provides quotes and comments from incumbent glass transportation suppliers to the US glass industry, including our very own Bryn Thompson, CEO / Founder of The Glass Racking Company.

The Glass Racking Company is based in Seattle in the USA. We supply glass and window transportation and factory handling solutions throughout the USA using the strengths of our local prescense, comprehensive website, and specialists based in New Zealand.

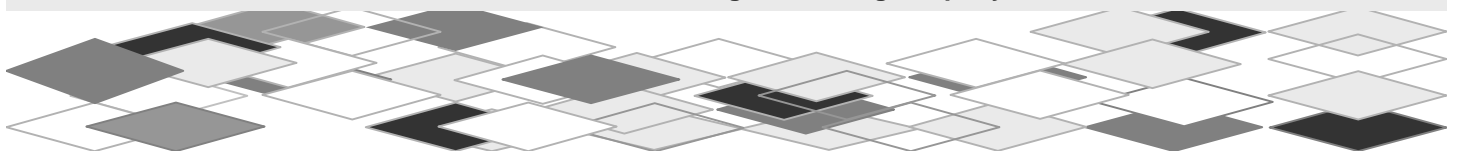
The USA market is quite different from the Australian and New Zealand markets in that the incumbent suppliers of glass transportation solutions have mostly been in business for many decades, and have solutions which have not dramatically changed or improved for some time. The customers expectations for technology are generally lower than we are used to.

Click this link to view the January edition of USGlass Magazine :

<http://www.usglassmag.com/digital/2012/Jan2012.pdf>



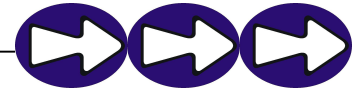
VISIT US ONLINE www.theglassrackingcompany.com





THE GLASS RACKING COMPANY Innovation by Design

**Kosta's Full
View**



February 2012

Hello from Kosta.

Wow, we are into the middle of February already, Daniella and I had a great time over Christmas with family and friends, it also allowed us to recharge and set direction for 2012.

I am looking forward to building on all the good work we have done over the past few years and adding value to your business.

Bryn, Mark and I have really enjoyed the company visits we have done, as this is when we are at our best. For us learning about how you handle and transport your products and then see how our products can speed up the process or reduce damage is very rewarding for myself and Bryn.

If you ever have any needs for glass and window factory handling or transportation solutions please don't hesitate to contact Mark or myself..

Regards Kosta Polites, kosta@theglassrackingcompany.com , Cell 0427226653



I'm enjoying promoting The Glass Racking Company solutions to my customer base. It is also allowing me to learn more about your business needs. It is very rewarding to be able to offer products and solutions that assist in reducing damage and costly rework, save time, and assist with health and safety. If these things are important to you please call me as I'm keen to help.

Call or email me to, book a visit with myself and Bryn, to see how we can help.

Mark Evitt, mark@theglassrackingcompany.com , Cell 0419714005

Bryns deal of the month :- Free Install on all Concertina and Swing Racks.

Free Installation in Your Factory for all Concertina Bulk Glass storage and swing racks ordered in February and March 2012.

We will install your bulk glass storage system to your clean floor at No Cost!!

All installation will be shown on your quote, so you can see your savings.

Contact :- [Kosta](#) or [Mark](#) to get a quote now!



Old Pilkington Glass trolley



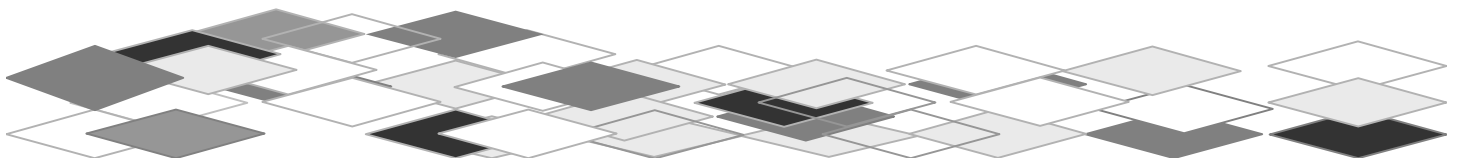
Barx Blog – See Web site front page

This months weekly blogs include :

- Jan 2 – Where do my factory staff walk?
- Jan 9 – What would happen in an earthquake?
- Jan 16 – How can technology give me a competitive edge?
- Jan 23 – What did that staff injury cost?



www.theglassrackingcompany.com/the_glass_racking_company/the_glass_racking_company_blog



**THE
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New single glaze tooth technology for storage, trolleys, and more



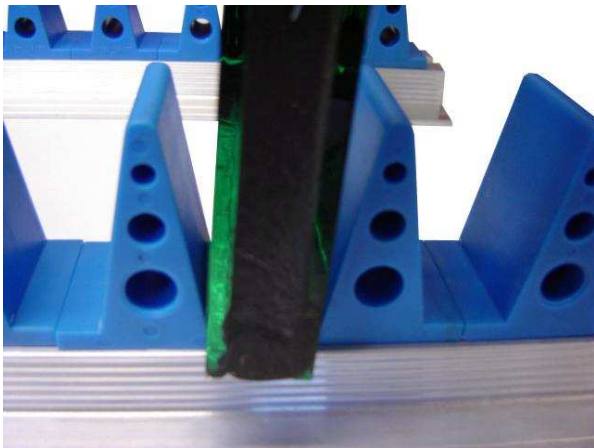
The Glass Racking Company is pleased to announce the release of our new single glaze tooth system to compliment the existing range of double glaze and sash/door tooth solutions. The space provided by the single glaze tooth is 4-18mm providing for safe and secure storage and movement of most single glaze and toughened glass items. (The double glaze tooth is 18-35mm).

Many applications for fixed storage, factory trolleys, and site trolleys suit this technology, and it provides a good option to traditional harp systems.

The DGU and sash tooth systems have proven very popular with window fabricators and glaziers.



Existing tooth technology for double glaze and sash storage



The tooth provides a flat bottomed "V" for the DGU or sash to sit in. Wider units ride up the sides of the tooth and are just as secure.

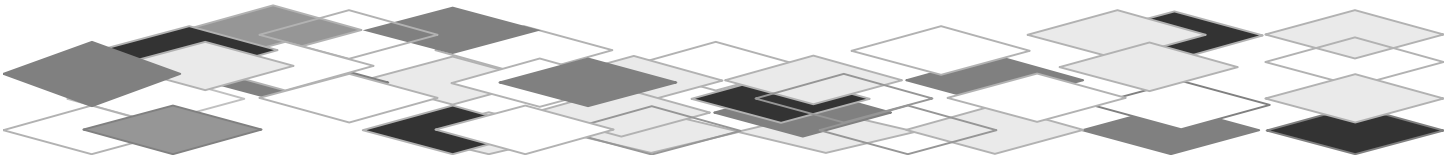
Spacers between the tooth allow for wider units such as doors and sashes. We keep finding new uses for our tooth technology!



Try Glazing That!



This Lake Tahoe lakeside home was recently advertised for sale for US\$43 million. The home has sheer walls of glass, a glass elevator and a 6-story glass stairwell to ensure that all views are accessible at all times. The house faces the lake, with only an unassuming garage viewable from the road.



New Multi-purpose trailer for Windows and Glass



In January we commissioned this innovative 3M long glass and window transportation trailer. The trailer will be used for transporting retrofit glass and sashes. The trailer features external glass racks, internal window/sash racks, and a walkway down the centre. The glass racks feature our blue non-marking polymer blocks on aluminium poles with pin tops, and the internal racks feature our copolymer sheathed poles on aluminium poles with strap tops. Full signage helps promote the business.

This trailer is essentially a mini version of our popular designs for larger trucks and trailers.

Below are some examples of other small trailers which we've built for the glass and window industry over the years :



CSR Viridian Australia roll out more new TGRC glass trucks

We were very proud to be chosen to supply Queensland and New South Wales branches new glass carriers. We worked very closely with Viridian to develop a new generation of Hybrid Glass carriers for their Townsville and Sydney branches.

The bodies were manufactured and fitted to Fuso Cab Chassis in our Melbourne factory. The bodies ranged from 16Ton to 23 Ton trucks, including a complete Hybrid Crane truck.

All bodies featured our glidetop roof and dryside curtains. The curtains were fully signwritten in Viridian corporate colours.

We are looking forward to working with the Team at CSR Viridian through 2012.

