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COMMERCIAL DOOR SYSTEMS

April Newsletter

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NEW DELIVERY TRUCK

HMX Now's Makes Job Site & Distributor Deliveries

Any delivery to a Phoenix Metro distributor's warehouse is completely **FREE!** A Tucson delivery is only **\$75.**

A Phoenix Metro job site is **\$98.** A Tucson job site is only **\$125.**



NEW ON OUR WEB SITE

Packaging Options

Ever get confused about what your packaging options are? [Click here](#) to see the new page we've added to our web site with photos of the 4 common packaging types. Proper packaging is crucial to getting your hollow metal doors and frames delivered to your job site in mint condition. Ask your Territory Manager any questions you have about the benefits of the different packaging types.



ASK DELBERT

Correct Handing

Q: I get confused about how to correctly hand an opening. How do you determine handing?

A: Handing describes the direction the door travels during its opening cycle. To correctly hand a door, you must identify which side is the secure side. Understanding the expected flow of traffic through the opening will help determine which will be the secure side. RH and LH always push away from you. While RHR and LHR always pull toward you when standing on the secure side of the opening. When handing pairs of doors, one leaf is identified as the active leaf (the leaf with the latch installed on it).

In addition to the obvious reason, proper inswing / outswing identification also aids in correct location of handing sensitive preps such as mortise lock cylinders, determining screw side placement of vision kits, panic trim, etc. [Click here](#) to view our Handing Chart on our web site.

WHERE'S DELBERT?

Delbert is home from his Fiji vacation but he's still sort of on vacation. (Of course, one must ask when ISN'T Delbert on vacation?) Do you know where he is?

Please send your answer to Marketing@HMXpress.com
 The first 3 correct answers win a prize! Please tell us the



The current schedule is for morning deliveries:

Monday

East valley

Tuesday

Scottsdale
North Phoenix

**Tuesday
afternoon**

Tucson

Wednesday

Central Phoenix

Thursday

East valley

Friday

Central Phoenix
West Phoenix

Please request delivery when you place your order. There are no limits on the size of the order.

Combined with our Stock and Standard Program, job site deliveries offer you a big increase in profitability and efficiency.



Job site deliveries are very convenient for you and your customer. No storage at your ware-house. Less loading and unloading thus less opportunity for damage. Easier scheduling. Our gas!!!

name of the building and the city it's in.

- "Frank Gehry has created some wonderful buildings, the ___ isn't one of them."
- Some of your computer triumphs and travails helped build this building.
- One section is dedicated to the history of the guitar.
- The NY Times architecture critic described the building as "something that crawled out of the sea, rolled over and died."
- A visitor can learn to play a harpsichord in the lab.
- Jimi Hendrix is a "patron saint" with 179 of his mentors and protégés.
- Forbes magazine called it one of the world's 10 ugliest buildings.
- This building is home to the world's largest video screen: 40 feet high and 70 feet wide.

The answers and more trivia will be posted on the web site by April 25, 2008.

Last month's winners were:

1st
ART VIGIL
project manager
Colorado Doorways Inc
Denver CO

2nd
Christine Hernandez
Complete Door Systems
Tucson AZ

3rd
Mark Fells
Champion Enterprise
Denver CO

