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July 2008 Newsletter

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NAAMM NATIONAL ASSOCIATION OF
ARCHITECTURAL METAL MANUFACTURERS

Where's Delbert?

It's hard to believe (unless you know Delbert) but he's off on vacation again!! Can you guess which West Coast destination he's enjoying?

- The name of the #1 resident of this destination was originally named Mortimer.
- Originally the area was a large orange grove.
- There's a basketball court hidden inside a mountain.
- Instead of a fancy mansion, the founding father lived in an apartment over the fire house.

The first 3 correct answers

Stock Door Sale

\$110 cash **\$120** Net 30 O.A.C.

For a limited time, HMX is offering our H Series Door from our stock at a special price. These doors are in stock today and ready for your pick up. Call your Territory Manager today!

Inventory *

3'0' x 6'8" ASA/FB non handed	22
3'0" x 6'8" 86E RH	19
3'0" x 6'8" 86E LH	21
3'0' x 7'0" RPD non-handed	4
3'0' x 7'0" RPD LH	10
3'0" x 7'0" 86E LH	8
3'0" x 7'0" ASA/FB RH	25
3'0" x 7'0" ASA/FB LH	23
3'0" x 8'0" 86E RH	7
3'0" x 8'0" RPD non-handed	11
3'0"x 8'0" 161 RH	13
4'0" x 8'0" 86E RH	16
4'0" x 8'0" 86E RH	6

* Subject to change. Limited to stock on hand.

Introducing Bonnie Lin

Please join us in welcoming Bonnie Lin to the Hollow Metal Xpress team!

Bonnie will serve as outside salesperson for our valued customers in California and Nevada. She has worked with Wilson Partitions, distributors of aluminum doors, frames and glazing, in multiple capacities for the past nine years.



received at
Marketing@HMXpress.com
will win a prize!

Rest assured Bonnie will take great of our customers. She underwent extensive training on HMX products and services as part of a thorough orientation to the company and industry. Bonnie has embraced the HMX cornerstones to provide our customers products with speed because time is money, flexibility because stuff happens, dependability because we know you are counting on us, and quality because your customers demand it.

Bonnie will also oversee our long awaited warehouse operation in southern California. In keeping with HMX traditions, the warehouse will operate with the HMX cornerstones in mind plus lower prices to our customers significantly. Look for the opening announcement soon! Bonnie was born in Taipei, Taiwan but she's a California girl now, having moved to the Los Angeles area when she was a child. She's a 1999 graduate of the University of California, Irvine and like many Californians, leads an active life biking, surfing, snow boarding, playing with her dog, Barkley. Bonnie also likes to play poker . . . she's going to fit right in at HMX!

Welcome aboard Bonnie!

Ask Delbert?

Q: What is the difference between grade 304 and grade 316 stainless steel?

A: Grade 304 is the most common grade of stainless steel; the classic 18/8 stainless steel. (HMX stocks grade 304 stainless steel.) Grade 316 is the second most common grade; for food and surgical stainless steel uses. Also known as "marine grade" due to its increased resistance to chloride corrosion (due to the presence of molybdenum - 2%) compared to grade 304. As a result, raw material costs for #316 will be at least 20-30% more than #304. (HMX does supply grade 316 stainless steel on a special order basis.) Ask your TM about lead times.

We encourage all of you to email your opinions or ask Delbert questions. You can contact Delbert any time at
Delbert@HMXpress.com

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