

# HOLLOW METAL XPRESS

## June Newsletter

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Expect more

### July 4th Holiday



#### HMX Schedule

HMX will ship the last orders of the week on

July 3rd. We're going to celebrate Independence Day with family and friends. We'll be open again for business Monday, July 7th.

We wish you a happy and safe holiday!



### May Trivia Winners

Congratulations to the trivia contest winners for May.

Mark Fells  
Champion Enterprises, Inc.  
Denver CO

Jamie Royter

### Order Confirmations

#### New & Improved!

On June 3rd, HMX released a new version of the order confirmations. What's new?

- The confirmation now includes prices.
- More order details.
- The confirmation will be sent out automatically via email as soon as the detailing is complete.

[Look at a sample!](#)

Please check your order confirmations and report any discrepancies to your Territory Manager. If you don't receive a confirmation after placing an order, let Customer Service know.

Coming soon!

You will be able to choose how to receive the order confirmation: by email, by fax or by both.

### Introducing McIntyre Sales

Please help us welcome McIntyre Sales to the HMX family. McIntyre Sales will be representing HMX in AL, MS, LA and the panhandle of FL.

- Dan McIntyre, a native of Albert Lea, MN, has been a part of the door and hardware industry since completing his degree from St. Cloud State University. He began his career traveling the country as a mobile merchandising salesman for Hager Companies and completed his training as a consumer hardware sales representative in Atlanta. Dan was awarded a regional sales position in 1989. He formed his own agency in 1995.
- Cheryl McIntyre, wife of Dan, takes the duty of Office Manager. She has worked in the door and hardware industry since 1992.
- Nick Thomas, Director of Marketing since 2006, is a graphic design major from Birmingham, AL. His graphic arts background brings a fresh approach to the marketing of the products represented by McIntyre

Walters & Wolf  
Gilbert AZ

Sales.

Geoffrey Callarman  
D H Pace  
Tempe AZ



### Ask Delbert?

#### Feedback on Spreader Bars

Thank you, Buzz Reed of Nelson Holland (Tucson, AZ) for your response to the Delbert article regarding Spreader Bars in the May 2008 newsletter.

Buzz Reed's comments:

*Yes as hollow metal door and frame distributors we are constantly bombarded with "spreader bar" problems. We, as an industry, need to address this by simply not calling these items spreader bars but by calling them by what they really are - SHIPPING BARS. Spreader bars were old school and the contractors depended on the hollow metal fabricator to make sure the bottom of the frame was square. Then when we made sure of this he complained because of the holes left in the frame or they were too hard to remove.*

*As a former fabricator, I never welded the shipping bar. I used a self tapping screw that was easy to remove. I also noted in my submittal package that the shipping bar was to be removed before the frame was installed.*

*Anyway, let's as an industry educate our contractors that the bar at the bottom of the frame is not a spreader bar; it is a shipping bar that is installed to keep the jamb legs from twisting during shipping and should be removed prior to installation.*

We encourage all of you to email your opinions or ask Delbert questions. You can contact Delbert any time at [Delbert@HMXpress.com](mailto:Delbert@HMXpress.com)

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