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September 2008 Newsletter

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Where's Delbert?



Delbert headed out recently for some cooler weather. Can you guess where he went?

- This city is also known by the names: Rose City,

Austin Transfer Truck

NEW Austin, TX Sales Office and Distribution Center

Hollow Metal Xpress opened a new Sales Office and Distribution Center in Austin on August 18th. The goal is to provide better and more cost-effective service to clients in Texas and the Southeast. We want to be closer to your job sites to provide lower freight costs and faster service.

Dan Knowles, Territory Manager, is an 18 year veteran in the door and frame industry and has been with HMX since 2006. Dan has recently relocated to Austin to lead the efforts for this new facility. Al Leal, 20 year industry veteran with experience in both manufacturing and distribution, has recently joined the HMX team in Austin as Territory Manager Assistant.

FREE FREIGHT!

[Austin Transfer Truck](#)

We are pleased to announce that beginning September 12th a Transfer Truck will run from our Phoenix, AZ manufacturing plant to our Austin, TX distribution center on a semi-monthly basis.

Getting your order on that truck means FREE freight to Austin!!

Will-Call orders: You will be contacted on Monday when the truck is received notifying you that your order is available for pickup. There will be no freight charges to you for orders will-called at the HMX Austin Distribution Center.

LTL orders: Your order will come packaged for LTL shipment and will be shipped F.O.B. Austin. Freight charges for pre-paid shipments will be added to your invoice.

Space on the truck is limited so place your orders early to be sure your order is on the truck for FREE shipping.

[Upcoming Ship Dates for the Austin Transfer Truck](#)

September 26
 October 10
 October 24

Stumptown, Beervana, Bridgetown, Brewtopia, Rip City.

- Is home to "The Mechanical Pencil" and "The Icecube Building."
- Brewery started in 1856 was "competitor" to Schludwiller Beer whose drivers were the infamous duo Vern and Earle.
- Home of the world's largest independent bookstore with 68,000 SF in the Pearl District. Company was a major online book seller years before Amazon.
- A forgotten raincoat brought this city a NBA team.
- Name of the city was decided by a coin toss, best 2 out of 3. The penny is a treasure of the Historical Society. Both founders wanted to name the new city after their hometown.

Send your answer to Marketing@HMXpress.com
The first 3 correct answers win a prize!

Congratulations to the August trivia winners!

1st

Keith Beauchamp
 Vortex
 Phoenix, AZ

2nd

Mike Ferraro
 Champion Enterprise
 Denver, CO

Introducing Bruce Garner

Please welcome Bruce Garner to HMX as our new Territory Manager. He will be covering NV, UT, CO, WY, ID and MT. Bruce has relocated from Wilmington, NC. Bruce is a North Carolina native but attended Architectural Hardware classes at Arizona State University and loved the area. He's very excited about living in the Southwest.



Bruce has been in the door and hardware industry since 1985. Most recently he was with Custom Metal Products as the Sales/Production Manager. He worked with distributors from 1985 to 2003. He certainly understands his clients' needs as he has walked in their shoes.

For relaxation, Bruce enjoys surfing, fishing, snowboarding, golf and hunting.

Introducing Al Leal

Al started at TEX-STEEL Corp. in Harlingen, Texas in 1984 as Sales /Estimator. During his time there, he also managed the Production/Shipping department. In 1999, Al joined Ceco Door Products in hardware sales. He joined Link and Associates, Inc, a distributor in McAllen, Texas, as Project Estimator . He couldn't stay out of sales though so in 2007 Al moved to ARC ONE as Sales Consultant for the Rio Grande Valley Area. HMX is very pleased to have someone with such a wide background as part of our staff. We know he'll be able to assist you with any question about hollow metal doors and frames.



Al has attended both the Ceco and Curries Hollow Metal Product courses and the Graham Wood Door Course. In addition, he attended the Texas Accessibility Academy. Al is a member of DHI.

Al is married to Yolanda. They have five children (ages 34 to 26), four grandchildren with one more on the way. He enjoys fishing, cooking and music.

Ask Delbert?

Q: What is grout? And how does it apply to hollow metal frames?

A: Hollow metal frames are frequently filled with grout to increasing frame durability and also acts as a sound barrier.



Grout can also increase the strength of frame anchorage.

There are two types of grout, but only one is acceptable to use with hollow metal frames.

Plaster grout is a mix of water and a gypsum-based product. It only cures when exposed to air. So any grout used on a frame that isn't exposed to air will remain wet and can cause rust. Mortar grout, on the other hand, is a mixture of lime, cement, sand and water. It cures by a chemical reaction. Mortar grout is an excellent means to improve your frame installation.

NAAMM has some excellent articles about the use of grout. We have added them to our web site for your convenience.

[HMMA-820 TN01-03](#) Grouting Hollow Metal Frames

[HMMA 862-03](#) Guide Specifications for Commercial Security HollowMetal Doors and Frames

[HMMA 863-04](#) Guide Specifications for Detention Security Hollow Metal Doors and Frames

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