

HMF EXPRESS

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The forecast is for “flat”

Construction forecasts are down through 2011, and barely up next year, according to latest statistics from REED Construction Data and the US Census Bureau.

Economic conditions are very volatile, but the current forecast is for a very modest increase (0.9%) in 2012.

Non-residential construction spending is predicted to be up 3.3% in 2013. While this is not a huge increase, it would be a marked improvement over the last 3 years where we have seen significant shrinking in construction spending.

What it will take

To survive in this environment, we need to get the order right, on time, and delivered in great condition. Only the best companies will thrive in this bad market. It is up to you to be that great company.

Customers, and your teammates, are counting on you!

Category	U.S. Nonresidential Construction (in \$bil)				
	Actual		Forecast		
	2009	2010	2011	2012	2013
Lodging	\$ 25.5	\$ 11.3	\$ 8.5	\$ 8.8	\$ 9.2
	-29%	-56%	-25%	3%	6%
Office	\$ 51.9	\$ 37.6	\$ 34.8	\$ 37.4	\$ 40.6
	-24%	-28%	-8%	8%	9%
Commercial (Mainly Retail)	\$ 54.1	\$ 40.5	\$ 42.5	\$ 43.4	\$ 45.7
	-37%	-25%	5%	2%	5%
Health Care	\$ 44.8	\$ 39.9	\$ 39.6	\$ 41.3	\$ 43.5
	-4%	-11%	-1%	4%	6%
Education	\$ 103.2	\$ 88.2	\$ 81.7	\$ 78.8	\$ 77.7
	-2%	-15%	-7%	-4%	-1%
Religious	\$ 6.2	\$ 5.2	\$ 4.1	\$ 3.8	\$ 3.9
	-14%	-16%	-22%	-8%	5%
Public Safety	\$ 13.8	\$ 11.1	\$ 10.0	\$ 10.0	\$ 10.2
	5%	-19%	-10%	1%	2%
Amusement/ Recreation	\$ 19.4	\$ 17.0	\$ 15.3	\$ 15.0	\$ 14.8
	-11%	-13%	-10%	-2%	-2%
Manufacturing	\$ 56.8	\$ 38.1	\$ 33.6	\$ 34.1	\$ 35.9
	7%	-33%	-12%	1%	5%
Total	\$ 375.7	\$ 288.9	\$ 270.1	\$ 272.5	\$ 281.6
	-14%	-23%	-7%	1%	3%

Actuals: U.S. Census Bureau (Department of Commerce) (put-in-place investment figures).
Forecasts and table: Reed Construction Data.

Biggest doors on earth:

The largest door in the world is located in the ‘Vehicle Assembly Building’ at the Kennedy Space Center in Cape Canaveral, FL.

They were originally constructed to accommodate the Saturn V rocket. There are four entries to the bays located inside the building. Each door is 456 feet high and takes 45 minutes to completely open or close. In comparison, the Statue of Liberty is 305 feet high.



Our big doors

HMF Express is capable of building some pretty large doors, and we have the ability to fire rate frames and doors up to 5’0” x 12’0” in single openings and up to 10’0”x 12’0” in pairs.

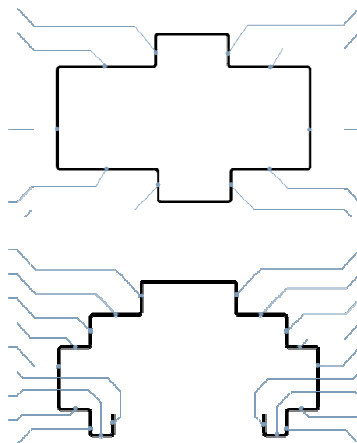
These doors sometimes require a splice to build them out of two sheets of steel. This splice has been tested and proven to withstand the rigors of heat and forces involved in a fire.

There are some limitations to the hardware on these openings, as they were only tested with locksets. We can only provide these doors to receive the tested hardware.

Also, if the active leaf of a pair exceeds 48”, it requires an auxiliary fire latch that latches the active leaf into the head for additional protection. HMF stocks this latch (Zero International 357FS) and we can provide them to customers if needed.

Innovation is coming to the way we handle the frame profiles dimensions. One aspect of that is how we record the dimensions on our order forms. New electronic forms will be able to capture data in a graphical format.

As the new software gets used, also look for blanks to be calculated with these new consistent equations. You may need new bend allowances and input dimensions to correctly program the brakes! Joel and Roger will lead the effort to share the new information with all when the roll-out begins.



Dear HMF Express:

Our customer we supplied the KD sidelight frames for on the above mentioned project just raved about how easy everything went together.

They were overjoyed with having the KD option vs. the welded type for the install and delivery dilemmas they have experienced in the past.

I will send you pictures when I get back up to the jobsite.

Thanks!

Andy

Maintenance increases safety



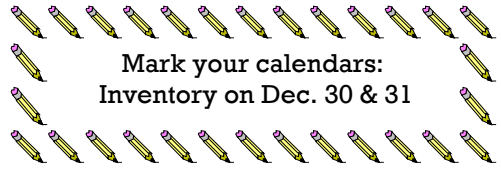
Charles and Randall put in new filters

All of us have a preventative maintenance program and safety checklist in our work areas. Sometimes it is as simple as housekeeping, and sometimes it is more complicated.

For example, in our paint and glue operations, it is crucial that we maintain the air flow through the exhaust systems at levels established for good air quality.

That means monitoring the air flow and changing the filters, approximately every two weeks, to meet the standard.

Thanks to all who are diligent about maintaining their work area and equipment. It makes for a better and safer work environment.



Mark your calendars:
Inventory on Dec. 30 & 31



We're just a phone call away!

(or a fax or an email)

We want to hear from you!

HMF EXPRESS

Thanks to Ange Schroeder for her creative marketing work at HMF Express!

Employees sound off!

Terry says he loves his job at HMF Express. He likes the challenges it brings sometimes, and he likes to get his work done as smoothly as possible without having to interfere with others.

Terry says it is very important to him that he get each piece as perfect as possible because he knows if the bend is not correct the piece will not fit when the parts come together. Getting the bend correct the first time is essential. When we need to scrap a piece of steel, it is very costly. Steel is our most costly item used each day.

Terry says we have a very good team here and all of us are blessed to be able to walk into a building each day and have a job. Even more than this, it is



great to work in a place where all of us take pride in our work. Our work quality will make all of our customers happy with what they buy from us.

Thanks Terry for your support on quality. Thanks for your work to make our customers satisfied with our product

No business is business without customers

JD Robinson

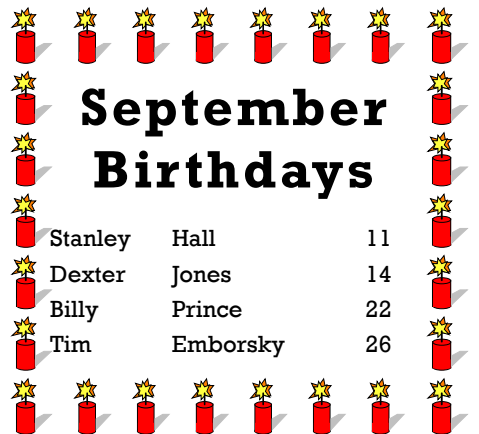
Packaging plus

In an effort to reduce freight damage, the shipping department has started assessing when extra lumber will reduce the chance of damage, and adding it when it might help.

The idea is that we can spend a few dollars on lumber instead of incurring freight damage. Remaking a damaged product is very costly, not to mention the customers' frustration. So this is a good idea.



How much packaging this time??



September Birthdays

Stanley	Hall	11
Dexter	Jones	14
Billy	Prince	22
Tim	Emborsky	26

Scott answers your employment questions:



Dear Scott: I have a parent-teacher conference at my daughter's school coming up in a few days. I was planning on requesting a vacation day but a fellow employee had mentioned that we have "school hours" that can be used for this type of situation. Is this true or should I just request a vacation day?

- Proud Parent

Dear Proud Parent: Fortunately, HMF has you covered for this type of situation. We know how important family is and

that is why there is a company policy for school visitation leave.

Employees who are parents, guardians or acting in place of the parents of school-aged children are allowed 4 hours per year to attend or otherwise be involved at their children's school. All you need to do is get approval from your supervisor at least 48 hours before the school event. So go ahead and attend the parent-teacher conferences so you can be reminded of why you are such a proud parent!