



News Updates!  
~Monthly Recap~

**Too Many Dealer Referrals?** The first response to this question is **“NO, you can never send me too many!”** But, as we are working hard to secure more leads for our dealers, you might actually become overloaded with referrals. If you ever become too busy, we need you to **give that referral to your Region Manager** who, in turn, will find a dealer who is able to handle that lead.

**Servicing Dealer Referrals?** Just a reminder to all dealers who are listed in our online referral list. If your “provisions” state **Service**, we expect you to be responsive to every request from the public. If you are unable to meet this expectation, please let us know.

**Factory Frame Installation Holes:** Because so many of our products are custom made, our dealers have requested that we not provide installation holes in the frame. In our conventional doors however, we do provide installation holes in the header and the jambs. The products covered are Series 3000, 3300, 3033, 1000-1 and 1000.

**Fleetwood Television Spot:** On Sunday, April 18<sup>th</sup> at 6:00 p.m. (Pacific), HGTV aired a show devoted to the 2004 NAHB Show in Las Vegas. Fleetwood was one of the few companies chosen to spotlight. **The product chosen was our Norwood 3050 curved door.** We apologize for the poor acting!

**Order Confirmation Reminder:** Our inside sales team is working hard to complete quotes and orders within 48 hours of receipt. If you have not received our quote or the Order Confirmation within that time frame, please call us and make sure we are working on it.

**Upgraded Stainless Insert:** We have updated the design of our stainless steel track insert for our sliding doors. The new design is made from a heavier gauge and is contoured to allow less friction from the rollers.

**NEW Jamb Filler!** To improve the finished look of the Norwood 3070EX, 3070HI, and 3050 Multi-slide doors - we have designed an extruded Jamb Filler. This will become standard on all multi-slide doors shipped after July 2004. For more information contact the Order Desk or your region Manager. This is just another example of Fleetwood's relentless pursuit for perfection.

**IMPROVED Mammoth Roller:** The Mammoth Roller is the largest and most effective sliding door roller made. But, all things can be improved right? Well, during the month of July we will be introducing a European version of the Mammoth Roller we call the Swiss Mammoth. In brief, we have partnered with a company in Switzerland that produces snap-in precision bearings for high tech markets. The prototype is in operation in a 350-pound panel in our factory showroom. Feel free to set an appointment to come in and experience the “Swiss”.

**Mammoth Roller on Series 3050?** Yes! We are now offering the Mammoth Roller and the new Swiss Mammoth on the Series 3050 door system. There are a few limitations: All panels must be sliding, and used with the hidden track as the sill.