

Portabilities

Porta-Nails, Inc.

Wilmington, North Carolina

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Greetings!

As with any new year, most businesses are on pins and needles. Especially in anticipation of the economy and its direction. 2005 is still in its infancy, but already the indicators show a positive horizon. Our commitment to innovation and product development is paying off. Plus, thanks to your continued support, Porta-Nails is proving to be a major competitor in the world of wood floor installation. Our marketing is also keeping us top of mind in areas we would not have considered five years ago. We appreciate our customers – and an industry that continues to gain new ground. The demand for quality flooring and its proper installation is solid as ever. Thanks again, and please look forward to many more exciting announcements and new product introductions as 2005 continues its positive course.

Jerry D. Coleman, Jr.
President

Support Our Troops

Say “Hola” to New Hispanic Website Section

By the time this issue of your spring PORTABILITIES comes to you, we should have on our website a brand new section for our Hispanic friends. Now everyone who prefers to read all about the Porta-Nailer® in Spanish can do so by logging on to www.porta-nails.com and then clicking on the Spanish Home Page. From there they can go to a page featuring the Porta-Nailer® Hammerhead, the Portamatic® Hammerhead 2, and a page on the different nails – including a separate page on the new stainless steel nail.



We continue to update our website to make sure you get the very latest and greatest news about PNI tools and accessories, plus special developments and money-saving promotions. So make a point to visit as much as possible. And get on line with the best – no matter what country you're from!

Another Testimony to America's Preferred Flooring Installation System



Rob Ludgin of
Coastal Tool.

Rob Ludgin of Coastal Tools in West Hartford, Connecticut had this to say about the best selling brand in his floor nailing category.

“The flooring nailer category is a huge line for us. It’s not as odd as it sounds because we pursued it. We targeted that market and went after it because it was an area that most people wouldn’t concentrate on. We sell Porta-Nails, Porter-Cable and Bostitch, but Porta-Nails is our best selling brand of floor nailer.”

The quote comes from the Dec. 2004/Jan. 2005 issue of Construction Distribution Magazine. For more information on the magazine itself you can log on to www.constructiondist.com.

Tips of the Trade!

Staying Profitable With Upgrades

There have been a number of changes that have taken place over the past 24 years such as computers, cell phones and the upgrades. But how many of us have kept up with all of the changes that have taken place in the wood flooring industry and the upgrades made to the Porta-Nailer®?

New Floors From Distant Lands

We have new 15mm Bamboo Flooring and 18mm Solid Oak Flooring that is being imported from Asia and is available through all types of distribution in our country. The dimensional profiles of these flooring products differ from USA Wood Flooring, and our standard nailing shoe will not place the flooring cleat in the correct position in relation to the tongue. PNI offers 15mm-18mm Nailer Flooring Shoes that not only ensures the correct placement of the cleat but also is designed to protect the Aluminum Oxide Finish that is most often used on these new products. The protection is offered by transferring the impact of the nailer to the end of the tongue rather than the top of the wood. This prevents contact with the edge of the finish and keeps you out of trouble with the homeowner by preventing a problem that he may not be aware of. The next time a customer tells you "The nail is not going in the right place" or "I've got nicks in my pre-finished floor" ...pick up the phone and give us a call.

Making YOU the Expert!

All of our PNI Customer Service Team Members have attended Hardwood Flooring Schools and are ready to share their knowledge with you and your staff to help make you the Wood Flooring Expert!



Save \$5 when you say "It Fits"

Call today to order an Accessory Shoe for your 401, 402 or 421 and we'll take an extra \$5.00 off of your order when you say **"I want a shoe that fits!"**

Offer good through May 31, 2005.

For more information, give us a ring or visit our website today!



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