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ALK

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NEWS

MEDICAL EXAM ROOM PRODUCTS

HAMILTON MEDICAL PARTS and SERVICE UPDATE

Did you know we will do anything we can to help keep one of our "Heritage" Hamilton Tables in-service for your customer? Hamilton Medical has a very active and able Parts Department and we will do our best to assist with even those "classic" Hamilton Tables. Literally, we sell everything from nuts and bolts to actuators (motors with gear boxes) to customers all over the world.

Some of you may remember the **Power 1, Power 2** and **Urology Tables** we discontinued in the early 1980's. Commonly referred to as the "Sled Table", because of it's sled legs, those tables were "built like tanks" and many are still in use today. They were certainly ahead of their time. It was one of the few hydraulic tables Hamilton made. Doctors absolutely refuse to let these tables be retired and we still sell cylinders and hoses for these great Power tables today.

Today, the most popular parts are our **"Factory Made" Upholstered Tops!** Hamilton



E2 Top in Slate Blue

Tops are built with pride in our South Carolina factory of the finest quality components available. We use 3/4" thick plywood as a base, high density foam and heavy gauge Naugahyde upholstery. We pride ourselves in using Radio Frequency (R/F) embossing. You should demand RF embossing on any top you replace to ensure the highest product quality and table top longevity.

The **Image** is another great Hamilton table many of you sold. We supply **Image** tops today for these fine 8-way power tables. Here are our most popular upholstered tops.

Original E Series (made until 1996)	#90K533-MOD
E2 (in production since 1996)	#90K533
Medallion Table Top	#90K533
Image Power Table Top	#90K422
Versatility "Tilt" Top	#302973
Versatility Flat Table Top	#302974

(continued in next column)

As one Midwestern dealer noted "Hamilton's parts department offers the highest level of service and professionalism...Gil is priceless".

For those of you that have had the opportunity to call into Hamilton Medical, there is a good chance you know Gil Shelley, our terrific parts guru, or at least his voice. He is our knowledgeable Administrative Services Manager- but do you know the background story to his history with Hamilton Medical?



Gil Shelley at HIDA 2007

Gil's previous woodworking experience enabled him to assist us in starting up Hamilton Medical's wood shop. This supported our Casework product line. At the time, Gil was actually plant manager for nearby Vinyl Technologies, Inc. Later, Gil would manage the wood shop at Hamilton.

Since then, Gil has worked in various areas of the business, thus allowing him to wear many "different hats" as the need arises. Today Gil is very key to the success of the day-to-day operation of Hamilton. Gil oversees Customer Service, Parts Sales, and keeps our computers humming among many other things for the business.

You will be impressed with Gil's knowledge regarding all of Hamilton Medical's products, production and history. In addition, you will be amazed at Gil's knowledge of the examination room marketplace and our industry in general.

Gil earned a bachelor's degree from Southwest Missouri State University. In addition to his talents at Hamilton, Gil is also a very accomplished musician in the Charleston, SC area.. He enjoys being a team member, looking upward with Hamilton's continued growth.

Please do not hesitate to contact us. We are always ready to serve you.

**For NEW Orders, Parts, & Service,
Call 888-871-5600 -
Thank you for Buying Hamilton!**

Hamiltomedical *built for life*