

FLEXON

Doc Door's Report

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Congratulations Nels Madsen August 2007 Bulldog Salesperson of the Month

Flexon, Inc. is pleased to announce Nels Madsen with SPG, Inc. as the August 2007 Bulldog Salesperson of the Month!

Here's the perfect recipe Nels used for generating an order for eight Speed-Master® doors for a new construction project at a local food processing plant: *One large dose of sales technique stressing the Speed-Master's durability and simple design...Add a presentation bursting with numerous successful installations at other food plants notorious for tough treatment of equipment...and a dash of additional features/benefits like stainless steel guide tracks and other wash-down components....Mix all ingredients thoroughly for a great job and a big order!*

Lesson Learned: Volunteering references of like companies or recent installations lends credibility to quotations.

As the August Bulldog Salesperson of the Month, Nels will receive a Flexon wind-breaker and will qualify for our 2007 Bulldog Salesperson of the Year Award... A check for \$1,000!

All Quotes Are Now NET Prices

Effective immediately, all quotations you receive from Flexon will be NET prices, rather than list price with a discount, as in the past. This change has been made to hopefully eliminate errors in prices on quotations and orders. Contact our Inside Sales Department with questions regarding outstanding quotations.

Energy Cost Analysis Formula Effective Sales Tool

With energy costs on the rise, *energy conservation will be a priority for most companies this winter. Our Energy Cost Analysis Formula is current and utilizes current energy costs for the various types of energy used at most facilities. Contact your regional manager for your copy.*

This is a dynamite sales tool when justifying the cost of a Speed-Master® door on an exterior doorway. *Prospects can see how quickly the Speed-Master® pays for itself, and how fast they will see return on their investment.* If appropriate, the Formula may also be used for Flex-Master® and Steel-Master® doors.

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**AVAILABLE FOR
IMMEDIATE
SHIPMENT**

One Screen-Master® SC-800 is available for immediate shipment from one of our dealer's locations.

It is brand new, never installed and is made to fit finished doorway dimensions 10' w X 14' h.

Contact our Inside Sales Department for more information.

Take on a Bulldog Attitude

And contact these types of companies in your area:

Pepsi
Speed-Master® 1500

Pilgrim's Pride
Flap-R Door

Rex Packaging
Screen-Master® SC200

Riceland Foods
Screen-Master® SC100



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