

# Doc Door's Report

High Performance Doors and Dock Equipment



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## Congratulations

Mike Cooper

January 2008

## Bulldog of the Month

We are pleased to announce Mike Cooper with Advanced Equipment as our January 2008 Bulldog Salesperson of the Month!

Mike earned an order for a Speed-Master door from Mountainaire Corporation, who, until now, bought and installed only a competitive brand of high speed roll-up door. By selling the key Speed-Master advantages: direct-drive motor/gearbox, low-profile guide tracks, and exclusive 5-Year Unlimited Cycle Warranty, Mike defeated the competition in a situation where he was the underdog.

Lesson Learned: *Focus on primary product features & benefits.*

As our January Bulldog Salesperson of the Month, Mike will receive his choice of a Hormann Flexon windbreaker or two golf shirts and will qualify for our 2008 Bulldog Salesperson of the Year Award...A check for \$1,000!

*Congratulations Mike!*

## 2007 Bulldog Salesperson of the Year Announced

Chris Starrs of P & S Guatemala was selected in a random drawing as Hormann Flexon's 2007 Bulldog Salesperson of the Year! As the grand prize winner, Chris will receive a check for \$1,000. Congratulations Chris!

In 2008, we will again select a Bulldog Salesperson every month, based upon outstanding 'bulldog effort' in defeating the competition for a bulldog order and/or maintaining customer relationships and keeping competitors out. The monthly winners will receive their choice of a Hormann Flexon windbreaker or two golf shirts. The year-end grand prize winner will receive a check for \$1,000. Each of our regional managers nominates candidates for the Bulldog Salesperson of the Month, so keep your regional manager informed of any orders that you think qualify as bulldog orders.

Best of luck to all!

## Take on a Bulldog Attitude

and contact these types of  
companies in your area:

### JC Penney

*Dock Seals*

### Jiff Pack

*Screen-Master SC200*

### Pilgrim's Pride

*Flex-Master*

### Toyota Car Dealership

*Speed-Master 1500*



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