

FLEXON

Doc Door's Report

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Congratulations Monica Gomez June 2007 Bulldog Salesperson of the Month

Flexon, Inc. is pleased to announce Monica Gomez with Globo International as the June 2007 Bulldog Salesperson of the Month!

Two Speed-Master® 3500 doors became the solution to a local beverage company's need for insect and dust control. Globo initially met with the maintenance engineer at Productora La Florida, and provided him with Flexon product brochures, as a brief introduction to the types of products available. At their next meeting, discussion of the various types of doors available to help them achieve the insect and dust control they needed took place. They also planned the construction required to prepare the doorways for Speed-Master's. The competition was from a European high speed door company. Since the specific door/company was unknown, Globo did an outstanding job of investigating several international door companies and their doors, then, they created a pro/con list of those models versus the Speed-Master® 3500. When compared side-by-side with the competition, the simple design of the Speed-Master®: direct-drive motor with 5-year unlimited cycle warranty; low-profile side tracks with no counterbalance system; and sectional panel design, was enough to convince the customer that the Speed-Master® would perform better and meet their requirements.

Lesson Learned: *Identify a need/problem and select the product to accommodate the need or solve a problem.*

As the June Bulldog Salesperson of the Month, Monica will receive a Flexon windbreaker and will qualify for our 2007 Bulldog Salesperson of the Year Award...A check for \$1,000!

Congratulations Monica!

Favorable Feedback on High Visibility Loop Seal

We have received a lot of positive feedback from our dealers since our switch (made in October of 2006) to a high visibility yellow bottom loop seal on Speed-Master® and Flex-Master® doors.

As a reminder, all parts orders for replacement loop seals will be supplied with high visibility yellow vinyl. Only in very cold applications will use of the 'old' black Hypalon® be considered. Be sure to discuss those types of applications with our Inside Sales department.

All new Speed-Master® and Flex-Master® doors will have high visibility yellow vinyl loop seals as standard.

BOMA Show - New York

Flexon, Inc., Booth # 148, will be first-time exhibitors at the upcoming BOMA Show (office building managers show) at the Jacob K. Javits Convention Center, New York, New York, July 22-24, 2007.

Our display will focus on Speed-Master® and Steel-Master® doors, which are products commonly used in parking garages and loading docks of office buildings.

All of the leads we receive will be given directly to our dealers.

Volume 10, Issue 6

June 29, 2007

**5% OFF SEALS
AND SCREENS
EXTENDED THRU
JULY 31, 2007 !!!**

**FREE MAILER
POSTCARDS**

*Speed-Master®
750 mailers target
clean room or food
prospects.
*Flexidoor® mailers
are designed for meat
processing.
*Speed-Master®
targeted for new car
dealerships.
Contact Alice
Permigiani at
amp@flexoninc.com!

Take on a Bulldog Attitude

And contact these
types of companies
in your area:

DelMonte Foods
Speed-Master® 1500

McKee Foods
Dock Seals

Michelin
Speed-Master® 1000

Riceland Foods
Screen-Master® 100



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