

Hörmann Flexon LLC

Doc Door's Report

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Congratulations John Wolfe October 2007 Bulldog Salesperson of the Month

Hörmann Flexon LLC is pleased to announce John Wolfe of Wolfe Industrial Products as the October 2007 Bulldog Salesperson of the Month!

The Pittsburgh Post Gazette newspaper worked with John previously on a large dock leveler project, and they had a great relationship established. With this in mind, John began talking with them last summer about high speed roll-up doors as part of a building renovation, and a potential solution to achieve air flow through a warehouse without impacting an adjacent conditioned production area. John and his Hörmann Flexon sales manager visited the Post Gazette with the company demo truck in August and peaked their interest for the Speed-Master® door. Then, in October, the Post Gazette visited the Hörmann Flexon plant, and the deal was closed for four Speed-Master® 1500's!

Lesson Learned: Expand on existing customer relationships. Utilize the expertise of your Hörmann Flexon regional sales manager.

As the October Bulldog Salesperson of the Month, John will receive a Hörmann Flexon windbreaker and will qualify for our 2007 Bulldog Salesperson of the Year Award...A check for \$1,000! *Congratulations John!*

Flexon, Inc. Now Hörmann Flexon LLC

On September 23, 2007, the Hörmann Group acquired the business operations of Flexon, Inc. "This new partnership means that Flexon, Inc. customers will have access to the best technology available in the world," says Christoph Hörmann, president and owner of the Hörmann group of companies.

Hörmann is the largest manufacturer of residential and commercial doors and openers as well as loading dock equipment outside the United States and is known as a worldwide leader in door safety and technology. With more than 5,500 employees worldwide, Hörmann has operations in more than 40 countries and achieves sales of over 1.4 billion US\$. Flexon has been making impact doors since 1979 and high-speed roll-up doors since 1987. Manufacturing will continue in Leetsdale, with the ability to provide Flexon, Inc. customers with a broader range of products. The company has now been renamed Hörmann Flexon LLC.

Mark Permigiani will continue to serve as the vice president of manufacturing, and Patrick Boyle will continue serving as the vice president of operations. Both are looking forward to adding to the continuous growth of Hörmann Flexon LLC.

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*Speed-Master®
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clean room or food
prospects.
*Flexidoor® mailers
are designed for meat
processing.
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Contact Alice
Permigiani at
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Take on a Bulldog Attitude

*And contact these
types of companies in
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Flap-R Door

Dairypak
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Speed-Master® 1500

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