

# Doc Door's Report

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[www.hormann-flexon.com](http://www.hormann-flexon.com)



## Congratulations Pat McCollum August 2008 Bulldog of the Month

We are pleased to announce Pat McCollum with McBrothers, as our August 2008 Bulldog Salesperson of the Month!

Pat earned an order for one Speed-Guardian™ 2000 security roll-up door from a local car dealership. He was up against a major competitor, and they were quoting direct from the factory, which made it an extremely competitive project. Resisting intimidation, Pat forged ahead and showed the customer how the specific features of the Speed-Guardian™ 2000 would result in specific benefits for their application. In addition, Pat focused on the close proximity of Hörmann Flexon (located in Pennsylvania), to the customer's location (also in Pennsylvania), with support being right around the corner, as opposed to the competitor who is located several states away.

Lesson Learned: Be creative in presenting any company or product advantage you can think of.

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

### Speed-Commander™ 1400 SE Launch

By now, you should have received your official product launch packet for the Speed-Commander™ 1400 SE.

You are encouraged to look through all of the information and contact your regional sales manager or our inside sales support team with any questions. The information included in the launch folder will make a great product presentation for your new sales prospects and existing customers.

In addition, if you would like a complimentary 24" x 36" Speed-Commander™ 1400 sales poster for your office, please contact your regional sales manager.

### Dock Seals & Shelters Provide Energy Efficiency

With the cold weather right around the corner, now is the time to begin looking for those worn out dock seals and shelters during your travels.

Dock seals/shelters that are new and in good condition create a weather-tight space between the truck and the building, providing more comfortable work areas. Talk with your customers about improving their energy efficiency by replacing old, tattered dock seals/shelters now so they are sure to have them installed before the cold weather arrives.

We have a product for just about any application. Contact our inside sales support team for quotes and support materials.

## Take on a Bulldog Attitude

and contact these types of companies in your area:

**BMW Dealership**  
*Speed-Guardian™2000*

**Boeing Aircraft**  
*Speed-Master® 2500*

**Conco Foods**  
*Screen-Master®00*

**Mar-Jac Poultry**  
*Dock Seals*

**Miller Brewing Co.**  
*Speed-Master® 1500*

