

# Doc Door's Report

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



## Congratulations David Wilkerson October 2008 Bulldog of the Month

Hörmann Flexon is pleased to announce David Wilkerson of Capital Door as our October Bulldog Salesperson of the Month.

A big order for five Speed-Commander™ 1400 doors resulted from David's persistence with an architect who had specified a competitive model. Prior to quoting the Speed-Commander™ 1400 as an alternate to the specification, David went directly to the architect and sold him on the value and benefits of the Speed-Commander™ 1400, a door that is: self-repairing and has a direct drive motor, full-width vision and soft edge; a door with walkaway dependability, which increases safety and efficiency while reducing maintenance costs. This smart approach greatly increased his chances of receiving the order. Not only did he earn this order by getting in front of the architect, he now has a valuable contact for future projects as well.

Lesson Learned: Developing repiore with architects can increase the likelihood of being specified and may provide an advantage even when you're not.

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

### Updated Speed-Master® Product Line

Keeping with our progressive company approach to the High Performance Door marketplace and our continued development of the product line, the following Speed-Master® high speed roll-up door models for interior doorway applications are being discontinued: Speed-Master® 500, 750, and 1000.

We are replacing the interior models mentioned above with the latest industry technology: The Speed-Commander™ 1400 SE. The remaining Speed-Master® models will cover exterior applications. We are confident that this mix of products will provide the most competitive and dependable selection for you and your customers.

To make the transition easy, orders for Speed-Master® Models 500, 750 and 1000 will be accepted until December 31, 2008, so now is the time to follow-up on outstanding quotations for these models.

Replacement parts for these models will still be available.

Contact your Regional Sales Manager or our Inside Sales Department with questions and more information.

### Serial Numbers on Full Thickness Doors

The serial number is now being stamped on the vertical aluminium profile on all Full Thickness doors.

This will help for identification of the door model in the field for service and parts. Please keep this in mind when calling for quotes on replacement parts for this product.

### Strip Doors Economical Solution

For customers who need a door fast, remember that PVC strip doors are an economical solution for interior and exterior doorways.

Bulk PVC rolls also fill a need for many customers who want to replace strips frequently.

Contact us as your single source for all door and dock products including PVC and strip doors.

## Take on a Bulldog Attitude

and contact these types of companies in your area:

**Conagra**  
*Screen-Master®*

**Knouse Foods**  
*Dock Seals*

**Owens Brockway**  
*Speed-Commander™ 1400*

**Publix Supermarket**  
*Dock Seals*

**Riceland Foods**  
*Speed-Master® 1500*

**Southern Energy**  
*Speed-Master® 3500*

