

# Doc Door's Report

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



## Congratulations David Urquide September 2008 Bulldog of the Month

Hörmann Flexon is pleased to announce David Urquide of Rodaleon SA Mexico as our September Bulldog Salesperson of the Month. David did an outstanding job at defeating the competition, which earned him and Hörmann Flexon an order for 38 Speed-Master® doors!

The customer began the selection process with bids from six different companies. When the bid process was completed, David and one other company remained in the running. The customer was looking for a high performance door capable of handling some air pressure, as well as one that is durable and of high quality. The Speed-Master® was finally selected after the customer saw Speed-Masters installed at one of their sister companies. They view the Speed-Master® as a low-maintenance, quality product that will fulfill their needs.

Lesson Learned: Focus on specific application needs, and take prospects to see actual installations when possible.

As our September Bulldog Salesperson of the Month, David 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 David!

## Hörmann Flexon Welcomes Peter Burnham as National Sales Manager

Hörmann Flexon welcomes Peter Burnham as our new National Sales Manager. Peter brings with him 24 years of experience, with 14 of those years in the industrial door business and the other 10 within the overhead garage door industry.

Peter's responsibilities include management of the entire Hörmann Flexon inside and outside sales force, as well as a strong commitment to support for dealers and customers. In addition, to assist with overall sales growth, Peter will take on a specific sales territory of his own, with that area to be determined at a later date.

Everyone at Hörmann Flexon is looking forward to working with Peter, and please join us in a warm welcome!

## SC 800 Screen-Master® Available for Immediate Shipment

One Model SC 800 Screen-Master® insect control barrier is available for immediate shipment.

This brand new, never installed Screen is made for use on a 10'wide X 14'high doorway, under lintel mount, and can ship immediately from Alabaster, AL, 35007.

Take a moment to look through your outstanding quotations, and you may be able to turn one into a fast order.

Contact our Inside Sales Department with questions and more information.

## Take on a Bulldog Attitude

and contact these types of companies in your area:

**Cadbury Adams**  
*Speed-Master®*

**Lumber  
Liquidators**  
*Dock Seals*

**McNairn Packaging**  
*Screen-Master® 200*

**Merck  
Pharmaceutical**  
*Speed-Master®*

**Nelsen  
Nutraceuticals**  
*Dock Seals*

