

## Overhead Door Agrees to Buy Wayne-Dalton

On Sept. 2, Overhead Door announced a tentative, non-binding agreement in principle to acquire Wayne-Dalton's overhead door business in North America and Europe, creating North America's largest manufacturer and marketer of overhead doors and openers.

The proposed transaction would create a company with approximately 3,800 employees, 24 manufacturing facilities, 79 regional distribution centers, and over 6,000 dealers and distributors. Under the proposed purchase, Wayne-Dalton would retain only its garage door opener and wireless home access control businesses, based in Pensacola, Fla.

(Read the complete story on page 46.) ■



## Clipay Consolidates Manufacturing Operations

In June, Clipay Building Products announced that it will consolidate operations at two production facilities into its manufacturing plant located in Troy, Ohio. Management believes that when the consolidation is completed in early 2011, it will result in estimated annual savings of \$10 million.

All operations in the Baldwin, Wis., plant and substantially all of the operations conducted in the Russia, Ohio, facility will be relocated to Troy, and the Baldwin facility will be closed. Employees at Russia were offered employment at Troy, 20 miles away.

"These actions will enable us to centralize production at our most technologically advanced facility so that Clipay can improve its manufacturing efficiency while improving our ability to serve the needs of our customers," says Steve Lynch, president. ■

## Amarr Moves Insulation Line to Kansas

In August, Amarr announced that the production of its polyurethane-insulated residential and commercial garage doors had moved from Whitehouse, N.J., to the company's main production facility in Lawrence, Kan. In addition, 30,000 sq. ft. at the Kansas plant will be used for the inventory of these polyurethane products.



With a central distribution point and streamlined supply chain, Amarr says it can provide better product availability and reduced delivery times. The company hired about two dozen employees in Lawrence to handle the increased production capacity.

The Amarr Door Center in Whitehouse remains open and fully stocked. ■



## Overhead Door Chosen as Favorite Garage Door Manufacturer

In Builder magazine's 2009 "Brand Use Study" revealing builders' favorite product brands, Overhead Door was chosen as the top garage door manufacturer.

Readex, an independent research company, conducted the study, allowing builders to choose their favorite products in 87 categories. Builders rated product brands for brand familiarity, brand used (in past two years), brand used most, and highest quality.

Builder has published the annual study for approximately 20 years, and Overhead Door has been a frontrunner each year. ■



## Wayne-Dalton's Thermostat Named to Top 100

Wayne-Dalton's new Z-Wave Thermostat was named to Professional Builder magazine's list of 100 Best New Products of 2009. The award, announced in the magazine's September issue, recognizes the most significant products introduced each year.



Paul Deffenbaugh, an editor for the magazine, says the selected products reduce energy reliance, improve comfort, increase quality, and incorporate better installation methods.

Editors based their choices on technological advancement, significant product improvement, new product line introduction, and increasing the competition in a product line. ■

## Clopay Insulated Door Named in Top 100

In the September issue of Professional Builder magazine, Clopay's 2"-thick polyurethane-insulated door was named one of the 100 Best New Products of 2009.

Clopay introduced the 2" polyurethane insulation option to its Classic Line Premium Series and Gallery Collection earlier this year. The doors feature CFC-free polyurethane insulation foam injected between two layers of galvanized steel, with a thermal break, offering an R-value of 17.2.

This is the second year in a row that a Clopay door has been included on the list. ■

## Janus Acquires Epic Doors

In July, Janus International announced the acquisition of Epic Doors of Anaheim, Calif.

"Acquiring Epic Doors allows us greater accessibility and serviceability to all areas of the national self-storage market," says David Curtis, president.

Jeff Higashi, Epic Doors president, will assume the role of president of Janus' western division, self storage. "Janus International's national coverage paired with Epic Door's strong western region presence will offer full service to the self storage industry," says Higashi.

Janus headquarters will remain in Temple, Ga., while Epic Doors' Anaheim location will become a product distribution center for the West Coast. ■

## Glass City Spring Now in Mt. Hope

In August, Wayne-Dalton announced that Glass City Spring Products is now operating in Mt. Hope under the Wayne-Dalton brand name. Glass City Spring, a long-standing Wayne-Dalton division in Perrysburg, Ohio, makes and sells springs, spring wire, and other components for the garage door industry.

Glass City Spring's manufacturing and sales operations are now all located at Wayne-Dalton's main production facilities in Mt. Hope, Ohio. The toll-free numbers and customer service functions have not changed. Glass City Spring customers can now use Wayne-Dalton's online order entry system. ■

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## HySecurity Offers Rebates for Installers

In August, HySecurity announced an incentive that pays installers \$100 to install the SwingSmart DC pad-mounted swing gate operator.

“The first 200+ installers told us that SwingSmart is super easy to install,” says Richard Woltjer, vice president of marketing. “High reliability and ease of installation are two of the most important installer concerns, as speed of installation and lack of call-backs guarantee consistent and high installer profitability.”

To help SwingSmart DC installers feel confident with their first install, HySecurity has also developed an accessible and responsive tech support program.

SlideSmart DC, HySecurity’s new electromechanical chain-driven residential and commercial slide gate operator, will debut with its own rebate in 2010. HySecurity also offers a \$150 installer rebate for installing SlideDriver and StrongArm, its hydraulic slide and barrier arm operators. ■



## Wayne-Dalton Promotes on In-Flight Radio

Wayne-Dalton’s Jeff Franklin, executive vice president, will appear in November on the business and technology in-flight radio channel for American Airlines and Virgin Atlantic flights and gates.

The program, to air throughout November, is expected to reach 4.5 million travelers including executives, decision makers, early adopters, and influencers with a high household income.

“Best of Breed - Industry Innovators” will feature a three-minute, one-on-one interview with



Franklin

Franklin. He will talk about the growth of Wayne-Dalton’s home controls and how the idrive and prodrive garage door openers are changing the garage door into “life’s front door.”

Franklin will also appear once daily in a 15-second video spotlight on the CNN Airport Network that will broadcast at 44 of the busiest airports and over 2,000 of the busiest gates in the United States. ■

## Martin Door Passes ISO 9001 Audit

In June, Martin Door announced it had passed its latest ISO 9001 audit.

In May, an auditor from Underwriters Laboratories spent three days at Martin Door reviewing company quality processes and procedures for re-registration for the International Standards Organization standard. Robert Scott, director of engineering, called it the company’s best audit.

He said the inspector found four minor items, all of which Scott corrected before the inspector left the plant. He said there were eight minor items found during a similar audit in 2008.

The auditor praised Scott and the Martin team concept. “We’ve got this team idea going pretty good,” says Scott. ■



## C.H.I. Introduces Express Deliveries

In July, C.H.I. Overhead Doors announced that it is now delivering doors, direct from the factory, with about one week of lead time. Customers can now order nearly any C.H.I. door and have it delivered the following week.

“The shortened lead time will support the efforts of our distributors in meeting the demands of the changing business environment,” says Chris Jones, outside sales manager. ■

## Laforge Doors Expands

In August, Laforge Doors announced that it had added 36,000 sq. ft. of production space and installed a new automatic fabrication line, producing a greater variety of doors.

The new line, completed in April, has also provided greater efficiency and capacity, allowing Laforge to produce larger orders in less time. The plant is located in St. André (Grand Falls), New Brunswick.

In 2009, Laforge Doors is celebrating its 30th anniversary. ■



## Martin Door Participates in LEED Project

In August, Martin Door announced that it had teamed with a developer in a home renovation project that may be certified to LEED (Leadership in Energy and Environmental Design) platinum status.

Installers from Mr. Martin Garage Doors in Buena Park, Calif., installed a Martin Athena garage door on a home in Costa Mesa, Calif. The developer expects the home, when completed, to be certified platinum by the U.S. Green Building Council's LEED for homes program.

LEED projects are rated on a point scale for different aspects of environmental design. There are three levels of LEED certification: silver, gold, and platinum. ■

## Clopay Web Site Wins Award

In July, Clopay announced that its Web site ([www.clopaydoor.com](http://www.clopaydoor.com)) had won a Silver Award of Distinction in the Lifestyle Websites category at the 15th Annual Communicator Awards.

The Communicator Awards is the leading international awards program honoring creative excellence among communications professionals. Over 9,000 entries were submitted from companies and agencies of all sizes, making it one of the largest awards programs of its kind in the world.

Clopay's internal marketing team partnered with Cincinnati-based digital media firm Viewsourc to redesign the Web site in order to improve the user experience and help generate more sales for dealers. The biggest change to the site is the Door Imagination System, a tool that allows consumers to see a better-looking door on their home.

"Dealers are reaping the real rewards from this project with an average of 10,000 visitors per month utilizing the dealer locator to purchase a door or have one serviced," says Pat Lohse, vice president of residential marketing. ■



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## Encon Hosts Gate Operator Testing

On May 16, Encon Electronics hosted its second Gate Operator Installer Certification test (GOIC). The next test is slated for October 1-3 at the California Fence Contractors Association West Coast Fence Show at Nugget Sparks, Nevada.

The May test was held at the Encon training facility in Hayward, Calif., and 15 attendees participated. Todd Thomas, managing director of the Institute of Door Dealer Education and Accreditation, served as the testing administrator.

Encon is one of few official GOIC test facilities. Encon's Training Director Tim Nordstrom provided a same-day two-hour study guide review prior to the test. ■