

Gentex Plans to Buy HomeLink for \$700 Million

In July, Gentex Corporation announced the signing of an agreement to acquire Johnson Controls' HomeLink business for \$700 million.

Gentex makes automatic-dimming rearview mirrors and driver-assist systems for the automotive industry, commercial fire protection products, and dimmable aircraft windows. HomeLink is a vehicle-based control system that enables drivers to remotely activate garage door openers, entry door locks, home lighting, security systems, entry gates, and other radio frequency products. HomeLink has been integrated into Gentex's automatic-dimming rearview mirrors for more than 10 years.



HomeLink is currently offered in all automotive brands, is compatible with more than 99 percent of garage door opening systems, and is sold in North America, Europe, Africa, Asia/Pacific, and the Middle East. Under the terms of the agreement, Gentex will acquire all of Johnson Controls' HomeLink assets, intellectual property, and testing facilities. The transaction was targeted to close around Sept. 30, 2013. ■

Z-Wave Climbs the Himalayas



At the CEDIA Expo in Denver from Sept. 28-30, the home automation capabilities of Z-Wave will be demonstrated live from the 27,000' height of Cho Oyu, the sixth-highest mountain in the world. The event is being dubbed the "most remote home automation demonstration ever recorded."

The climb—officially titled the Z-Wave Himalayan Expedition by Kwikset—will be performed by Mariusz Malkowski, a 40-year-old mountain climber and technical services manager at

Sigma Designs, a member of the 200-member Z-Wave Alliance.

Using only his smartphone, Malkowski will control various home automation scenes set up in the Z-Wave booth at the CEDIA Expo in Denver. Broadcast in a live video remote from the mountain, the demonstration will illustrate the dependability of Z-Wave technology and highlight the overall benefits of home automation. ■

Guardian Opens Third Distribution Center

In June, ADH Guardian USA announced the official opening of its distribution facility in Morton Grove, Ill. Guardian makes operators, die castings, plastic moldings, and stampings for the garage door industry.

This is Guardian's third distribution center in the U.S. With the other two in Southern California and South Florida, they support distribution to the midsection of the U.S. and Canada. ■



Clopay Avante Repeats as "Architect's Choice"

In the July/August issue of Residential Architect magazine, Clopay's Avante Collection garage door was featured among this year's favorites as a "choice product" in the annual list of architects' top product picks for design.

Avante was also featured in the magazine's 2008 list. Clopay first introduced the Avante Collection in 2005. ■

Bradbury Expands Into New Facility

In August, Bradbury announced that its Shanghai operation had moved to a new, state-of-the-art facility in the Baoshan industrial area of Shanghai. The new facility has 10,000 sq. ft. of office space and 66,000 sq. ft. of manufacturing space.



The new facility produces rollforming and associated machinery. Bradbury is a major supplier of rollforming equipment to steel garage door manufacturers. ■

Linear Concludes 2013 Dealer Council Meetings

In August, Linear announced it had concluded its 2013 dealer council meetings, wrapping up a four-city tour in Minneapolis, Grand Rapids, Dallas, and Phoenix. This is the third consecutive year that Linear has hosted the regional events.

A major emphasis this year was on training for dealers, including more frequent in-person sessions and webinars, more how-to videos, online PDFs, and interactive digital tools. In the next year, Linear plans to expand its mobile app-controlled solutions. ■



Hörmann Flexon Receives Governor's Impact Award

On May 23, Pennsylvania Gov. Tom Corbett recognized Hörmann Flexon as a winner of a 2013 Governor's Impact Award in the category of "Small Business Impact."

The program recognized 50 companies and individuals in five categories in connection with their efforts to create jobs and make a difference in Pennsylvania's economy. ■



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Delden Receives LiftMaster 2012 Award of Excellence

In August, Delden announced that they were the winner of the LiftMaster 2012 Award of Excellence for outstanding sales, installation, and service. Delden has been offering LiftMaster residential and commercial door and gate operators for decades.

Delden supplies garage doors, openers, and accessories in Kansas, Missouri, Iowa, Arkansas, and Illinois. ■

Clopay Launches New Multimedia Ad Campaign

In July, Clopay announced the launch of a new multimedia advertising campaign that shows consumers the ease of dramatically reinventing the appearance of their homes with a new garage door.

The recently launched campaign ads feature a home with a blank white box in place of the garage door, emblazoned with the word "imagine." The copy invites homeowners to explore the design possibilities to fill in the blank with a new Clopay door.

Clopay's "imagine" campaign uses print, radio, and digital banner ads in House Beautiful, HGTV Magazine, Midwest Living, Good Housekeeping, This Old House, Traditional Home, Scripps Networks properties (HGTV, Frontdoor.com, DIYNetwork), and others. ■



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Clopay and LiftMaster Participate in Great Giveaway

This summer, Clopay and LiftMaster teamed up with This Old House magazine to award five lucky winners a garage door and opener prize package valued at up to \$5,000 each in the Great TOH Giveaway. This is the second year in a row that Clopay and LiftMaster have teamed up for the promotion.



Homeowners could enter the giveaway through Aug. 31 for a chance to upgrade their home's curb appeal, energy efficiency, and security with a new Clopay Coachman Collection carriage-style garage door and LiftMaster Model 8550 opener featuring MyQ Technology. The package was one of many other prizes offered in the sweepstakes.

More information is at www.thisoldhouse.com/win. ■

Overhead Door Named Top Brand Among Women

For a second consecutive year, Overhead Door has received the Women's Choice Award by WomenCertified for America's Best for Home in the garage door category. This award designation is based on a national survey of more than 5,000 women who were asked to select the brands they would most likely recommend to others.

According to a 2012 Fleishman Hillard Study, today's female consumer values the opinion of others, and most feel compelled to help others make smart purchases. As a result, more brands are focusing on delivering a customer experience centered on the female shopper's experience. ■

Clopay Cypress Collection Selected to "101 Best New Products"

Clopay's Cypress Collection insulated flush panel steel garage door with Ultra-Grain finish has been named one of the 101 Best New Products of 2013 by the editors of Professional Remodeler magazine.

The publication compiles the annual list upon reviewing the products that generated the most reader interest over the past 12 months and selects the ones that offer the best solutions for residential construction and remodeling pros. The winning products were featured in the August issue of the magazine. ■



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Genie and Wayne Dalton Sponsor Cancer Event

The Genie Company and its sister division Wayne Dalton recently sponsored an employee 5k race and one-mile walk at its corporate facilities to raise funds for the battle against cancer.

The event benefitted the Relay for Life charity and promoted the employee wellness programs and fitness facilities of both companies. Festivities took place during the workday and featured free T-shirts and special prizes for participants.

Anne Wallick of Strasburg took first place in the female division of the 5k run, and Greg Allen of Mansfield won the male division. Genie employs more than 300 at its corporate office in Mt. Hope and manufacturing plant in Baltic. Wayne Dalton has more than 700 employees at its Mt. Hope, Dalton, and Trail manufacturing facilities and offices.

Overhead Door employs 3,500 at all of its divisions nationwide. ■

LiftMaster Hosts Monitored March Madness Week

From March 18-22, to raise awareness of its new single-sided Monitored Retro-Reflective Photo Eye product for commercial operators, LiftMaster introduced Monitored March Madness Week. The five-day internal event featured competitive challenges, daily giveaways, and product information.

Mirroring the NCAA March Madness Tournament, the competition consisted of 10 five-person teams participating in various games, such as a Sweet 16 Crossword Challenge, an Elite Eight Scavenger Hunt, and a Final Four Installation Race Challenge. Then the highest-scoring employees played in the final game, the CDO Jeopardy Championship. ■

DoorKing Workshop Attracts Trainees

In June, DoorKing introduced a new series of on-the-road technical training seminars. The first of these two-day seminars was held in Pearl, Miss., where 59 dealers attended.

Instead of lectures and PowerPoint slides, these new seminars featured four instructors and small working groups. Each group was charged with building a



complete working vehicular gate operator system, including the connection of loops and loop detectors and entrapment protection devices.

The groups then created a complete access control system to operate the gate. This included the wiring of several card readers and RF controls and system expansion boards. Once the system was completed, each group had to program the system parameters via personal computers using DoorKing programming software. ■

Clopay Doors Featured on “New Southern Home”

From July 11-13, Clopay Canyon Ridge Collection faux wood carriage house-style garage doors were one of many details featured on the New Southern Home, the official show home of the 2013 Southeast Building Conference in Orlando.

The home showcased the latest innovations in design, luxury, technology, and green building products and practices that maximize indoor air quality, energy efficiency, and sustainability. An estimated 1,000 conference attendees and local building professionals toured the home during the three-day event. ■

Encon Holds Barrier Training

On May 9, Encon Electronics partnered with HySecurity in Hayward, Calif., for a Crash-Rated Barrier Operator training and installation authorization event.

The workshop reviewed HySecurity’s StrongArm crash-rated barrier operators and included a hands-on technical installation workshop. Working in small groups,



the class prepared a layout for a StrongArm operator installation, then disassembled and reassembled the operator arm.

All attendees were eligible to take a StrongArm Authorization Training Test after the seminar. By attending the workshop and passing the exam, participants completed two essential steps toward achieving their Crash-Rated Barrier Authorization. ■

DBCI Achieves Safety Milestone

On July 2, DBCI marked five consecutive years without a single recordable injury over more than 450,000 hours worked.

“This became about more than just personal safety because working is about being in a community,” says General Manager Joe Hurst, who spearheaded the effort. “We introduced a terrific training program, but we also opened up communication channels and reinforced the idea that we are each responsible for the well-being of those around us.” ■

Wayne Dalton Unveils New Mobile Website

In August, Wayne Dalton announced a new mobile website, making it easier for customers to view product information, images, and videos directly from their mobile devices. The site also makes it easier to call a local dealer.

Key features include simplified navigation with large buttons, faster loading, easier reading, clearer “call” buttons, and decreased need to scroll and zoom. ■



Raynor Android App Now Available

In July, Raynor announced the launch of its new sales app for Android tablets. Developed as a sales tool, the app features residential, commercial, and rolling door product literature; product slideshows and videos; Raynor’s proprietary WebConnect ordering platform; and product comparisons. The app will soon also feature an updated Design-A-Door application.

The new app is available at app.raynor.com. Raynor has already developed an iPad app. ■

Vitector Fraba Launches New Website

In June, Vitector Fraba announced a new website with a modern look and improved functionality. The new navigation structure and design of the pages enable users to easily identify the correct product for their requirements.

Users can not only determine the best product but also choose related accessories for their applications. The new website has been optimized for desktop computers, tablets, and smart phones. ■



C.H.I. Introduces New B.I.M. Models

In August, C.H.I. introduced new B.I.M. models of its commercial sectional and rolling steel products. To be used by architects and general contractors in construction plans, the 3-D B.I.M. images allow users to see conflicts for space between various building materials.

The B.I.M. models can be found in the C.H.I. section on www.arc4t.com and on the architect page at the C.H.I. website. CAD Revit software is needed to use the models. ■

Skylink Announces New Web Presence



In August, Skylink Technologies launched a new Web and social media presence to broaden its network and better interact with consumers, dealers, and contractors.

Skylink has a new website at www.skylinkhome.com and an online presence on Facebook and Twitter. The new online tools share information about upcoming events, products, media coverage, and relevant news. ■



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