

## Upwardor Changes Owners

In July, after 41 years, Tony and Maria Aquilina decided to retire and sell Upwardor. The new owners, James McEwen and Tony Anderson, have over 30 years' combined experience in the construction and building materials industries.

"We will continue to build on the legacy founded by the Aquilinas and focus on product quality and customer service as we grow this business with our customer partners," said McEwen.

Upwardor is headquartered in Milton, Ontario, Canada, and has approximately 65 employees. The company manufactures commercial and residential steel insulated sectional doors. It also offers a line of aluminum doors and a pneumatic operator. ■



## Clopay Honors Top Dealers

From May 14 to 17, Clopay celebrated its 26th annual Leadership Conference with its top master and authorized dealers at The Ritz-Carlton, Dove Mountain, in Marana, Ariz. At the event, dealers were recognized for their 2013 sales achievements.

During the week, dealers attended business seminars on search engine optimization and product line diversification opportunities. The keynote speaker was Jaynie Smith, author of the best-selling book, "Creating Competitive Advantage." Attendees spent their leisure time golfing, horseback riding, touring

Sabino Canyon, visiting the PIMA Air and Space Museum, 4-wheeling on a desert safari, or relaxing at the Ritz-Carlton spa.

Clopay's next Leadership Conference will take place May 12-15, 2015, at the Fairmont Sonoma Mission Inn & Spa in Sonoma, Calif. Known as the authentic wine country spa resort, the Fairmont was voted "Best in the World/Reader's Choice" in Condé Nast Traveler, "One of America's Most Romantic Destinations" in Travel + Leisure, and one of the "World's Best Hotel Experiences" in Virtuoso.

Master and authorized Clopay dealers must achieve specific sales goals to qualify to attend. ■



## Wayne Dalton Tops Home Builder Survey

For the second year in a row, Wayne Dalton has come out on top in a national survey of homebuilding professionals as the industry's most-chosen garage door brand, according to the 2014 Brand Builder Analysis from Home Builder Executive magazine.

In its annual survey of the top 250 U.S. homebuilders, Wayne Dalton garage doors were the go-to choice of nearly 30 percent of homebuilders surveyed—more than any other brand of garage doors. ■

## Delden Celebrates 50 Years

In 2014, Delden Manufacturing Company marks 50 years in business as a manufacturer and distributor of garage doors, electric openers, parts, and accessories in the nation's mid-section. In 1964, Gene Renner opened Delden Manufacturing in Kansas City, Mo. Delden is named for his three children: Dee Layne, Dennis, and Denise.

Today, Delden has door centers in Missouri in Kansas City, St. Louis, Springfield, and Camdenton; in Wichita, Kan.; and in Des Moines, Iowa. In 2003 Renner became CEO, and his daughter, Denise Dahms, became president. The entire Delden story is at [www.deldenmfg.com/company](http://www.deldenmfg.com/company). ■



## Overhead Door Named Top Garage Door Brand Among Women

For the third year in a row, Overhead Door has earned 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 women who were asked to select the brands they would most likely recommend to others.

"We have more choices than ever before and less time to do our homework. So to help each other, women across America are sharing their most recommended brands through the Women's Choice Awards," said Delia Passi, Women's Choice Award CEO and founder. ■

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## Clopay Renews With Gary Sullivan Show

In July, Clopay announced that it had renewed its national advertising sponsorship of "At Home with Gary Sullivan," which is said to be "America's most listened-to call-in home improvement radio show." Clopay is the exclusive sponsor in the garage door category.

"Gary's show has been a great forum for Clopay to connect with customers, increase our brand awareness, and generate leads for our dealers around the country," said Pat Lohse, vice president of marketing.

As part of the sponsorship, Clopay will receive commercials, and Clopay team members will be featured as guest experts on the show throughout the year. The show airs on 244 stations and is also broadcast live on [www.garysullivanonline.com](http://www.garysullivanonline.com) on Saturdays and Sundays from 9:00 a.m. to noon. ■



## Wayne Dalton Featured on "How It's Made"

In April, the Science Channel's "How It's Made" sent a production crew to Wayne Dalton's manufacturing facility in Mt. Hope, Ohio, to film the unique process of making hand-carved wood garage doors. The segment is likely to air in 2015.

"Wayne Dalton wood doors are the only garage doors in the country that are hand-carved by Amish craftsmen," said Bob Dickerson, factory manager. "The inside look that Science Channel viewers will get should be great, not only for our business, but also for the garage door industry as a whole." ■

## Hörmann Launches High Performance Doors Video

In June, Hörmann High Performance Doors announced a new corporate video that showcases interviews with employees, provides views of the manufacturing floor and showroom, and highlights the philosophy of the company.

The video can be viewed at [www.hormann-flexon.com](http://www.hormann-flexon.com). ■



## Clopay to Award Over \$25,000 in Garage Door Prizes

For the third year in a row, Clopay teamed up with This Old House magazine to award each of seven lucky winners a garage door prize package valued at more than \$3,500 in the 2014 Great TOH Giveaway.



Homeowners were able to enter the sweepstakes through Sept. 1, 2014, for a chance to upgrade their home's curb appeal, energy efficiency, and security with a new Clopay Coachman Collection carriage house style garage door and many other prizes. Winners were to be notified by This Old House this fall. ■



## Midland Announces New Name and Facility

In July, Midland Door Solutions, formerly Midland Bi-fold Doors, announced its new company name, new logo, and its new production and warehouse facility in West Fargo, N.D.

The new name was selected to better reflect the company's core capabilities and products and its growth into architectural applications. The new 40,000-sq.-ft. building near the facility of its sister company, Midland Garage Door, will accommodate Midland Door Solutions' growing product line and customer base.

Midland designs its hydraulic bi-fold doors to meet customers' exact specifications, including color, moisture resistance, size, sheeting, and window requirements. ■

## Denco Hosts Hog Roast

On July 25, Denco Marketing held an Open House and Hog Roast in Millersburg, Ohio, to show appreciation to customers, vendors, and the garage door industry.

The event included a golf outing, a seminar by Gary Lombard, more than 100 door prizes, and a full buffet that served nearly 250.

Attendees included 15 vendors: BEA, Bircher, Digi-Code, DJS Innovations, Domino Engineering, EMX Industries, Genie, IDA, Klein Tools, Linear, Loos Cableware, Maze Nails, Murphy Industries, Napoleon Lynx, and Norseman Drill Bits. The next Denco Open House is set for the summer of 2016. ■



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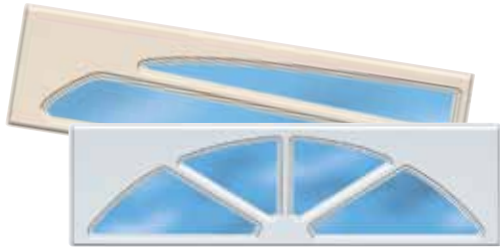


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In August, Amarr announced that it now accepts and posts consumer reviews and ratings about its residential and commercial garage doors at amarr.com and the Amarr Facebook page.

Research shows that 85 percent of consumers read reviews as they search for products and providers, said Vickie Lents, director of marketing. The same research indicates that consumers trust feedback from fellow consumers 12 times more than marketing messages from businesses. ■

**HaasCreate Door Designer**  
**Available for iPad**



In July, Haas Door launched the iPad version of its HaasCreate door designer. Similar to the online version at haascreate.com, the iPad app allows dealers to place any

Haas Door product on the photo of a customer’s garage.

The app is free for all users and does not require an Internet connection. HaasCreate is available for download on the Apple app store. ■

**Wayne Dalton Improves**  
**Architects’ Online Resource**

In August, Wayne Dalton announced that it had collected its resources for architects and specifiers into one easy-to-access spot at the Architect Resource Center at www.Wayne-Dalton.com. The online tool provides easy access to downloadable project technical drawings, project specs, and product brochures.

Wayne Dalton also has a toll-free architect support line for building professionals to call for answers to more detailed questions. ■



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### C.H.I. Introduces New Website for Accents

In July, C.H.I. Overhead Doors announced a new website exclusively for its Accents product line. All five offerings, Woodtones, Logos, Images, Planks, and MLB, are included on the site, making it easy for consumers to find the style of Accents they want.

Each Accents offering has its own page showing the available options, a photo gallery, and a brochure download. The site is at [www.accents.chiohd.com](http://www.accents.chiohd.com). ■



### Midland Announces New Website

In July, Midland Door Solutions announced its new website at [www.midlanddoorsolutions.com](http://www.midlanddoorsolutions.com).

Door owners can register products on the site and view operator manuals, preventive maintenance checklists, and troubleshooting guidelines. The site also features downloadable plans for architects and builders.

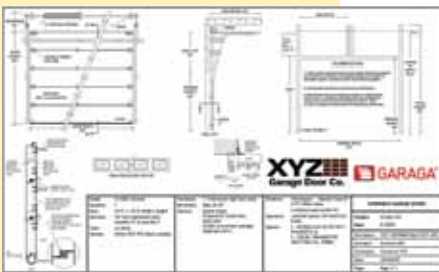
Midland Door Solutions makes custom bi-fold and hydraulic doors. ■

### Garaga Improves Online Quotations

In August, Garaga announced two new features to its quotation program on GaragaNet (extranet).

The Garaga quotation program for laptops and tablets automatically provides an additional quotation for a better-insulated option. This allows Garaga dealers to explain the benefits of the upgrade.

GaragaNet quotations can now also automatically generate personalized shop drawings and framing plans tailored to exact requirements. The drawings can be personalized with the dealer's logo, add personalized notes, and provide other key information. ■



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