

## Hörmann Buys Northwest Door



From left: Scott DeWitt (VP of manufacturing), Steve DeWitt (CEO), Christoph Hörmann (managing partner), and Jeff Hohman (president).

At the end of August, Northwest Door and all of its operating units were sold to the Hörmann Group.

Northwest Door will operate within Hörmann as an independent company with as few changes as possible. The leadership team at Northwest Door will remain in its same roles, although Steve DeWitt has retired. All customer service, sales, and distribution centers will continue normal operations.

The company announcement said that Steve and Scott DeWitt wanted to ensure a bright future for Northwest Door when selecting a buyer for the company. Like Northwest Door, Hörmann is a family owned and operated company.

The Hörmann Group is Europe's leading supplier of doors, operating with

more than 6,000 employees in 27 factories in Europe, North America, and Asia. Annual sales exceed one billion dollars with hundreds of authorized dealers in 35 countries.

Hörmann started selling in the U.S. in 2002. Business expanded in 2006 with the purchase of Gadco (sectional doors) in Montgomery, Ill., and Flexon (high performance doors) in Leetsdale, Pa., in 2007. Hörmann currently has four Eastern distribution centers in N.Y., Tenn., N.C., and Pa.

Steve DeWitt and his father bought Northwest Door in Tacoma, Wash., in 1966 and consolidated operations in a new facility in Puyallup in 2006. Operating with about 300 employees and seven distribution centers, Northwest Door's market primarily includes the western U.S. and western Canada while exporting to eight other countries. ■

## Janus and PTI Announce Agreement

In August, Janus International Group and PTI Security Systems (PTI) announced a joint marketing agreement to promote and integrate each other's products and services to the self-storage industry.

Janus will be responsible for the development, manufacturing, sales, and marketing of self-storage door locking solutions, while PTI will be responsible for the same logistical aspects for control and security solutions focused on the entire self-storage facility. ■

## KKR Acquires C.H.I.

In June, C.H.I. Overhead Doors was acquired by KKR, a leading global



investment firm. C.H.I. was previously owned by FFL, a San Francisco-based private equity firm. KKR is the fourth investment firm to own the company.

"We look forward to working together to continue building this outstanding franchise and making C.H.I.'s loyal and growing customer base of garage door dealers, distributors, and installers even more successful," said Pete Stavros of KKR.

"KKR understands our company," said Tim Miller, now CEO of C.H.I., "and will be able to bring new resources that help us fulfill that vision and advance our franchise in the garage door industry."

The company is said to make more than 350,000 garage doors a year in about 20 acres of manufacturing and office space. The company has more than 1,500 dealers in North America and about 750 employees. Founded in 1993 and headquartered in Arthur, Ill., C.H.I. makes residential and commercial sectional garage doors and rolling steel doors. ■

## New Wayne Dalton Manufacturing Line Reduces Lead Time

In June, Wayne Dalton announced a new discontinuous manufacturing line in Mount Hope, Ohio. The production line makes doors section by section, allowing for efficient manufacturing, flexible production, and shorter lead times. The discontinuous line produces Models 9700, 9800, 9100, and 9600. ■

## UL Announces New Testing and Certification Services

In July, UL (Underwriters Laboratories) announced the launch of its new testing services for the products in the building envelope such as garage doors. UL now offers



**Underwriters Laboratories**

curtain-wall mock-up testing and field testing capabilities.

UL's new services provide performance testing to determine the rate of air infiltration and water penetration as well as structural, impact, and cyclical performance for windows, doors, and curtain walls. Testing can be conducted in the laboratory, in the field, and in curtain wall mock-ups. Testing data helps assure manufacturers that their products will meet building design, building code, and product certification requirements. ■

## First United Door Technologies Expands to New Region

In July, First United Door Technologies opened a new distribution center in Denver, Colo., the company's sixth regional distribution center. The new facility will distribute residential and commercial sectional garage doors, operators, and hardware, improving product availability and expediting delivery times for garage door dealers in the Colorado area.

Don Bendixen, who has 25 years in the garage door industry, will manage the facility. An open house event will be held at a later date.

First United Door Technologies, based in Tempe, Ariz., also has distribution centers in Rancho Cucamonga, Chatsworth (Los Angeles), and San Diego, Calif., and in Salt Lake City. ■



## Schweiss Doors Adds New Factory

In June, Schweiss Doors announced the opening of a new state-of-the-art factory electrical facility.

"Recent growth in the door market due to our innovative electrical door engineering concepts and our growing roster of door products made this expansion necessary," said Mike Schweiss, owner. The 20,000-sq.-ft. building offers assembly space for the company's engineering purposes, an electrical room, and a streamlined manufacturing plant, centralizing all operations at the company headquarters under one roof. ■



## Pacesetter Introduces New Corporate Branding

In August, Pacesetter announced its new corporate branding with a new logo designed to reflect the company's commitment to technology, innovation, and creation of the ultimate customer experience.

The previous logo had been in place since 1996. Founded in 1977 and headquartered near Atlanta, Pacesetter processes and supplies cold rolled, galvanized, galvanized, galvalume, aluminized, and prepainted steel to the garage door industry and many others. ■

## Foam Supplies Expands for New Blowing Agent

In June, Foam Supplies announced that it recently broke ground on a new Ecomate production facility adjacent to its current plant at the company headquarters in Earth City, Mo., a suburb of St. Louis. The new building was expected to be fully operational by August.

The 50,000-sq.-ft. expansion is in response to increased customer demand for Ecomate foam

blowing agent and in preparation for the U.S. EPA's phase-out of HFC blowing agents. Founded in 1972, Foam Supplies is a polyurethane foam systems supplier with two U.S. manufacturing facilities, three international offices, and technology partners in 17 countries. ■



## Entrematic Opens Third Door Center in Canada

In July, as part of a strategy to open five new door centers in Western Canada, Entrematic recently opened its 77th garage door distribution facility. Previously known as Amarr Door Centers, they are now called Door Centers.

The new Door Center is in Edmonton, Alberta, Canada, and Amanda Tomniuk serves as general manager. ■

## Entrematic Partners with Shanty2Chic Blog

In August, Entrematic partnered with the popular Shanty2Chic blog to install an Amarr Classica garage door on a Colleyville, Texas, home. The blog post featuring the Amarr Classica CL3000 Lucern garage door appeared on Aug. 17.

The blog also showcased how the selection process works using the online Amarr Door Designer and how the door was installed. The door also received exposure on Shanty2Chic's social media including Facebook, Twitter, Pinterest, and Instagram. The blog is viewed by more than three million people monthly as it features plans, tutorials, and materials for DIY home projects. ■

## Schweiss Doors Head to SpaceX at Cape Canaveral



In July, Schweiss Doors sent an order of large doors to SpaceX, the private space exploration firm. The latest order of two doors went to a new steel hangar at Cape Canaveral.

The largest of the two doors is a 90' x 61' bi-fold lift-strap door. The second door is 40' x 69'. The doors are wind-rated to 150 mph. After they arrive at the site, they will be clad in 26-gauge sheeting and have 4" blanket insulation.

Schweiss has previously built large doors for other SpaceX locations in Cape Canaveral; Waco, Texas; and Vandenberg AFB in California. ■

## Clopay Announces Speedway Sponsorship

Clopay is now the "Official Garage Door of the Kentucky Speedway," thanks to a new sponsorship agreement with the Sparta, Ky., racing venue. Clopay kicked off their sponsorship during a tripleheader NASCAR race weekend on July 9, 10, and 11.

Clopay received highly visible logo placement on signs posted above 104 garage bays at the speedway for the 2015 season. A semi-truck trailer outfitted with a 44'-long banner promoting Clopay as the "Official Garage Door of the Kentucky Speedway" was parked in the Fan Zone during the July 9 race weekend and was visible for televised broadcasts on FOX Sports 1 and NBC Sports Network. ■



## Amarr Door Featured in New Fox Series



On July 22, a new television series called "Home Free" premiered on Fox. The first episode featured the installation of an Amarr garage door and opening system that helped demonstrate the improved curb appeal of a home.

On "Home Free," nine couples are challenged to revive one run-down home every week. Famed professional contractor Mike Holmes presents the couples with tasks designed to test and challenge their skills. ■

*Photo Credit: 2015 Fox Broadcasting Company*

## Clopay Launches Ad Campaign on DIY Network

From August through October, Clopay will be running two new television commercials airing exclusively on the DIY Network. The first 30-second ad invites viewers to imagine the possibility of reinventing their homes simply by replacing their garage doors.

A 60-second spot offers tips for enhancing a home's curb appeal, with a garage door upgrade serving as the anchor project. The DIY Network is one of the fastest-growing digital and cable networks, currently in more than 53 million homes. ■



*Before*



*After*



## DBCI Achieves Seven-Year Safety Milestone

In July, DBCI marked seven consecutive years without a single recordable injury, encompassing more than 1,000,000 hours worked.

“Safety has been our primary talking point over the past seven years; it’s a culture that is embraced by every person here,” says Larry Miller, president. “This achievement is even more impressive when you consider we have seen a record volume of work this summer.”

Headquartered in Douglasville, Ga., DBCI also operates production facilities in Houston and Chandler, Ariz. ■

## C.H.I. Hosts Regional Distributor Meeting

On July 30 and 31, C.H.I. Overhead Doors hosted a Regional Distributor Meeting in Hasbrouck, N.J. C.H.I. distributors from the Northeast attended the event for product and company information, motivation, and entertainment.

The event featured exhibits of products and services designed to help grow business. Attendees also enjoyed a New York City dinner cruise. ■



Steve Lynch

## Top Clopay Dealers Honored

Clopay celebrated its 27th annual Leadership Conference with its top Master and Authorized dealers May 12-15, 2015, at the Fairmont Sonoma Mission Inn & Spa in Sonoma, Calif., an award-winning wine country spa resort.

During the week, dealers attended business seminars on product line diversification, best practices for increasing profitability, and new digital tools to manage business productivity and growth. Leisure activities included the Willow Stream Spa, a Sonoma Winery Trolley tour, walking tours of the area, and golf. Dealers were honored for 2014 sales achievements during a formal dinner and awards ceremony.

Clopay’s 2016 Leadership Conference will take place May 24-27 at the Eau Palm Beach Resort in Palm Beach, Fla., a luxurious oceanfront resort that has earned AAA’s Five Diamond Award two years running. To qualify to attend, Master and Authorized Clopay dealers must achieve specific sales goals. ■

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## Raynor Hosts Two Regional Dealer Meetings

Raynor hosted two dealer meetings in 2015, one in Denver and one in Nashville. Dealers were invited to attend one of the meetings, which featured seminars, product demonstrations, a sales awards banquet, and an offsite event. ■



## Clopay Doors Featured on Vanilla Ice Project

Season five of “The Vanilla Ice Project” on DIY Network tackled another home renovation project: a Florida mansion that featured four Clopay Canyon Ridge Collection Limited Edition Series garage doors installed by Broten Garage Doors. This is the fourth time that Clopay and Broten have partnered with rapper-turned-home renovator “Vanilla Ice,” a.k.a. Rob Van Winkle.

The show airs on the DIY Network Saturdays at 10 p.m. ET. Watch episodes online at [www.diynetwork.com](http://www.diynetwork.com). ■

## Airlift Announces Photo Contest Winner



The winner was Brian Atkinson from BDA Enterprises for a photo taken at the West Wash in Pratt, Kan. This photo shows color options available on a multi-door install. ■

In June, Airlift Doors announced the winner of a contest of photos featuring the Alaska Polycarbonate and XRS Vinyl Roll-Up



## Clopay 3730 Chosen as Money-Saving Product

In June, Clopay announced that Buildings magazine had selected its Commercial Model 3730 Energy Series door with Intellicore as a 2015 Money-Saving Product winner. The 3"-thick Model 3730 (R-value of 22.2) was part of an elite group of 83 products showcased in the magazine's June 2015 issue.

Finalists were evaluated by the Buildings editorial staff for the money-saving qualities they offer to building owners and facility managers in areas such as energy consumption, water savings, lighting, security, roofing, and maintenance. ■

## Janus Hosts First-Ever Janus Road Tour

On July 9 and 10, Janus International Group hosted its first complimentary education workshop at the Hyatt Place Fort Worth Historic Stockyards in Fort Worth, Texas. The event brought together more than 50 self-storage owners, operators, investors, and industry experts for a two-day workshop that included a cocktail reception and conversion-facility tour. ■

## Amarr Door Featured in Designing Spaces

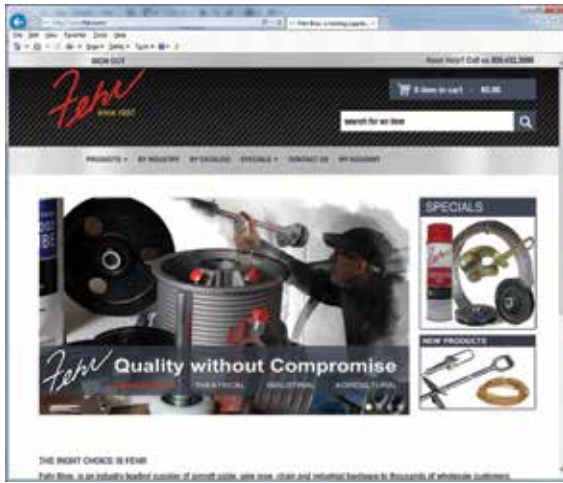
In May and July, Amarr garage doors were featured in a special four-part series on Lifetime Television. The segment saluted a wounded American Marine by providing a “Military Makeover” for his family’s home. The home included an Amarr Heritage insulated steel wind-load-approved garage door for his Florida home. ■

## Fehr Launches New Website

In July, Fehr Bros. Industries announced the release of their newly designed business-to-business portal. The site's design automatically adjusts to the screen size of a desktop or mobile device.

The site provides access (without logging in) to full product information including photos, detail drawings, and SDS sheets. Text search makes finding any product quick and easy.

Other enhancements include customizable reusable shopping lists, a frequently ordered products list, and real-time freight calculations. Contact Fehr for your login and password. ■



## Service Spring Announces Engineering App

In August, Service Spring unveiled its Solutions Connect mobile app. It includes a spring engineering app with additional features such as news feed and request-a-quote. Solutions Connect is available as a free download for Apple and Android smartphones.

Key features include calculations for springs, conversions, door weight, and IPPT. Metric measurements are also available. The app requires users to create an account and log in for access to all features.

The release of the app is the first step in a five-phase release that includes a web-based Solutions Connect platform. The full release of Solutions Connect is expected by the end of 2016. ■



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