

## CornellCookson Opens Plant in Arizona

On March 28, CornellCookson, comprising the Cornell and Cookson brands, held a grand opening ceremony and dedication of its new facility in Goodyear, Ariz. The building was dedicated to Bob Cookson, whose family founded the Cookson Company in 1938. Over 300 employees and their families attended the event, along with the mayor of Goodyear and other city officials.

The state-of-the-art facility sits on 14.5 acres and is designed to manufacture rolling doors and coiling grilles or gates. CornellCookson has operated a facility in Phoenix for the last 25 years. Due to steady growth, a larger building became a necessity.

The new 163,000-sq-ft. building is twice the size of the existing Phoenix plant and is designed for increased and seamless production. Over 15,000 doors and grilles are projected to leave the facility in 2016. The Goodyear facility opened for production on March 9 and employs almost 200 of



From left: Andrew Cornell, Richard Newell, Bob Cookson, and Mark Terrio.

CornellCookson's 650 associates.

The building features windows that optimize natural light, saving energy costs. Rainwater will be collected into 11 harvesting tanks and used to irrigate indigenous desert plants across the site during the dry months. A training room accommodates up to 75 and features imagery of Southwestern landmarks powder-coated onto CornellCookson rolling shutters. ■

## Overhead Door Awarded Top Brand Among Women

For the fourth consecutive year, Overhead Door has earned the Women's Choice Award in the garage door category by WomenCertified



for America's Best for Home. This award is based on a national survey of women who were asked to select the brands they would most likely recommend to others.

A recent study by Ameriprise Financial showed that women share in financial decisions with their spouses or partners, and almost half of those surveyed are the sole financial decision-makers in their households.

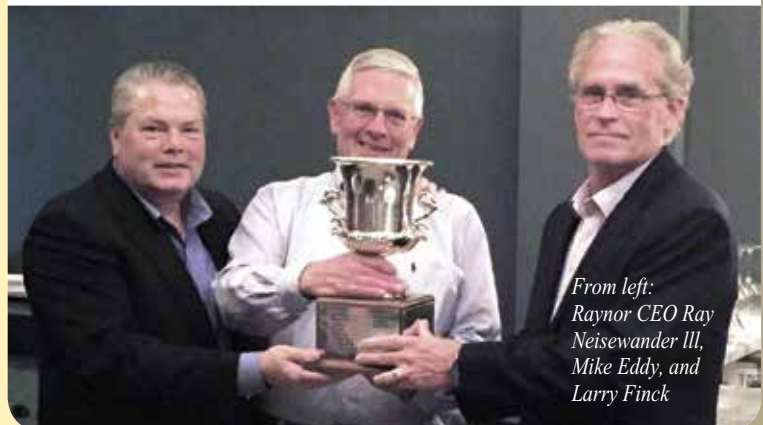
"Women are responsible for most home improvement choices, and because they are risk averse they value the recommendations of other women," said Delia Passi, founder of the Women's Choice Award. ■

## Iowa Dealer Wins Raynor President's Cup

In March, Raynor Garage Doors presented the President's Cup to Larry Finck, Mike Eddy, and the staff of Raynor Door of the Quad Cities at a private dinner function in Davenport, Iowa. The award is given to the top Raynor dealer and based on total purchase volume each calendar year.

"Raynor Door of the Quad Cities has consistently represented Raynor products with the utmost integrity and professionalism," said Rick Considine, vice president of sales and marketing.

Raynor Door of the Quad Cities, located in Davenport, has been in business since 1997. ■



From left: Raynor CEO Ray Neiswander III, Mike Eddy, and Larry Finck

## Clopay Featured on PBS Show

Clopay partnered with Cox Door Company in Indian Trail, N.C., to install a Coachman Collection garage door as part of a whole-house renovation project featured on “For Your Home” (FYH), one of the longest-running national home and garden television series airing on PBS.

This season, design expert and show host Vicki Payne tackled a whole-house remodeling project for clients who wanted to update their 1980s Charlotte, N.C., home with contemporary details.

Payne used Clopay’s Door Imagination System to show the homeowners three different garage door design options. “While they loved the striking appearance of the (Avante) glass door, they felt it didn’t fit with the style of the other houses on the block,” said Payne. A simple design in the Coachman Collection turned out to be the winning choice.

“For Your Home” airs on PBS stations nationwide. The Clopay episode can be viewed online at <http://foryourhome.com/episode/3009-storage-solutions/>. ■



*Payne (right) and Clopay’s Justin Evans*

## Entrematic Receives Best of Houzz Award

Houzz recently recognized Amarr garage doors with the “Best of Houzz” award for design, an award determined by consumers. The Houzz website includes a description of Amarr doors, several photos, and links to additional product information.

More information about the Amarr doors on Houzz is at [www.houzz.com/pro/amarrgaragedoors1951/amarr-garage-doors](http://www.houzz.com/pro/amarrgaragedoors1951/amarr-garage-doors). ■

## Overhead Door Recognized as Top Brand in Study

In Builder Magazine’s April Buyer’s Guide issue, Overhead Door again earned the distinction of being the industry’s number one garage door brand, as determined by the magazine’s 2015 Builder Brand Use Study.

Now in its 20th year, the study is a survey of the nation’s largest home builders. It asks participants to rank garage door brands in four categories: brand familiarity, brand use during the last two years, brand used most, and quality. This year, Overhead Door took the top spot in three of the four categories—brand familiarity, brand used most, and quality rating.

The publication is distributed to more than 10,800 builders across the nation. The study measures 83 different product categories ranging from appliances to windows. ■

## Pacesetter Steel Certified as Women’s Business Enterprise

In March, Pacesetter Steel Service announced that it had received national certification as a Women’s Business Enterprise by the Women’s Business Enterprise National Council (WBENC), making it one of largest companies in the steel industry to receive this prestigious distinction.

WBENC’s national standard of certification is a rigorous process that includes an in-depth review of the business and its legal and financial documents, as well as an in-depth site inspection. The certification process confirms that the business is at least 51 percent owned, operated, and controlled by a woman or women.

Pacesetter began the certification process after Aviva Leebow became the new CEO in September 2014. Headquartered near Atlanta, Ga., Pacesetter owns and operates steel service centers in Atlanta, Chicago, and Houston.

Pacesetter’s new status helps other companies achieve supplier and vendor diversity objectives when they partner with a WBENC-certified Steel Service Center. By including women business enterprises among their suppliers, corporations and government agencies demonstrate their commitment to fostering diversity. ■





## Clopay Doors Featured on HGTV Canada

Clopay recently partnered with residential construction expert and television host Bryan Baeumler on a custom home project featured on HGTV Canada's top-rated series, "House of Bryan 3."

"The garage doors are such a huge feature of the exterior design that a boring, standard door design just wouldn't do it justice," said Baeumler. "Clopay's Avante Collection glass doors look incredible, operate smoothly, and allow a ton of natural light into the garages while giving us needed privacy."

Clopay dealer CarWal Door Systems Limited installed two 20' x 8' doors with etched glass panels. The 2-1/8"-thick commercial grade aluminum frames were powder-coated a custom color to match the windows.

"House of Bryan 3" will air in syndication on HGTV in the U.S. later this year. Watch the episode at [www.hgtv.ca/houseofbryan/episode/?epId=292101](http://www.hgtv.ca/houseofbryan/episode/?epId=292101). ■



Thomas

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

Earlier this spring, C.H.I. held its annual distributor meeting in Springfield, Ill. Over 300 distributors from the U.S., Canada, Puerto Rico, and the Dominican Republic attended the meeting.

The meeting kicked off at the C.H.I. facility in Arthur, where distributors took plant tours to see facility updates and new production equipment. Other events included business sessions, installation classes, an awards banquet, and tours of historic sites in Springfield. The keynote speaker was Keni Thomas, whose story inspired the book and movie "Black Hawk Down." ■

## Five Dealers Win at Genie Booth

In April at its Expo 2015 booth, Genie awarded five Genie cornhole sets to five lucky dealers. Dealers entered by watching live demos about the ease of programming Genie residential openers and troubleshooting Genie commercial openers.

"We wanted a fun and easy way to show dealers and installers how easy programming is for Genie residential openers and also to spread awareness that Genie has a vibrant and complete commercial operator line," said Dave Osso, brand manager. ■

*From left: Three cornhole-set winners were James McDowell and Collin Staley of Bi-Rite Doors in Lima, Ohio, and Merlin Theurer of Applegate Door in Philomath, Ore.*



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## NewsLines

companies

### Wayne Dalton Named Most-Used Brand by Home Builders

In the April Buyer's Guide issue of Builder Magazine, Wayne Dalton was named the "most-used brand," as determined by the magazine's 2015 Builder Brand Use Study. The publication is distributed to more than 10,800 builders across the nation.

The study surveys the nation's largest home builders. This year, for the second consecutive year, Wayne Dalton took the top honor as the brand most used. ■



### Intertek Expands Capabilities in U.S.

In March, Intertek announced its investment in expanded facilities and new testing devices to enhance its breadth of services in support of building products manufacturers, including garage door manufacturers.

"We see robust growth over the next three years in the building products sector, and these investments illustrate our continued commitment to the U.S. building products industry," said Gregg Tiemann, chief executive of products.

The company's expansion includes new facilities in Plano and Elmendorf, Texas, a doubling of the facility in West Palm Beach, Fla., and four new regional offices in Salt Lake City, Phoenix, Denver, and Los Angeles. Intertek has more than 20 laboratories in North America, more than 1,000 global laboratories and offices, and 38,000 people in more than 100 countries. ■

## Garaga Offers Facebook Ads for Dealers

From March to May, Garaga promoted its “My Dream Garage” contest through ads placed on Facebook. The effort was part of the company’s decision to invest a good part of its Canadian advertising budget in Facebook at the local level.

The ads were strategically placed in the Facebook newsfeed pages of consumers who live in towns and cities served by Garaga dealers. The strategy recognizes that TV ads have become less effective, while localized Facebook ads are gaining more success.

With Facebook ads, Garaga can track the evolution of each campaign and each ad, allowing them to quickly make optimizations that increase impact. ■



## Raynor Launches Architect Manual App

In May, Raynor announced the launch of its new Architect Design Manual app for the iPad. The app allows architects to quickly access Raynor brochures, specifications, and dimensions. The app is currently offered at the Apple App Store; an Android version is in development. ■

## Garaga Upgrades Online Quoting Feature

In May, Garaga announced that its GaragaNet Quotation Program now offers its dealers the opportunity to provide clients a written quotation with two possible alternatives. Instead of providing only one proposal pertaining to the customer’s initial request, a second quote offers an upgraded option that meets their needs.

GaragaNet is available 24/7. When the customer accepts a quotation, the Garaga dealer can transfer the order to Garaga with a single click. ■



## Entrematic Launches New Kelley Website

In May, Entrematic (Loading Dock Products) announced the launch of a newly redesigned Kelley brand website at [www.kelleyentrematic.com](http://www.kelleyentrematic.com). The site features improvements that educate visitors and help them choose the precise loading dock equipment and warehouse solutions they need.

The new site’s responsive design adapts in size and layout to best fit the device being used. The redesigned site also includes an expanded products section, a section targeted to key industries, a “Challenges” section that addresses common obstacles, and a page for architects and contractors.

A new Kelley-In-Person page offers three options: to schedule a visit to the Entrematic Academy in Texas; to book an appointment with the Entrematic Mobile Academy, a 53’ classroom on wheels; and to start an “Onsite Consultation” with a Kelley application specialist. ■



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