

Assa Abloy buys dealer group in Carolinas area

In March, Assa Abloy Entrance Systems purchased the Lighthouse Door Group, consisting of seven garage-door-related dealerships in North Carolina, Tennessee, and South Carolina. The purchase, which included three Overhead Door dealers, is Assa Abloy's first acquisition of a

ASSA ABLOY

garage-door-related dealer/distributor group in the United States, said Randy Burris, president of the group. Annual sales of the Lighthouse Door Group reached \$40 million in 2015.

The former Lighthouse companies are Overhead Door Company of Charlotte, Overhead Door Company of The Foothills (Hickory, N.C.), Overhead Door Company of Rock Hill, S.C., Lighthouse Garage Doors (Raleigh, N.C.), and three Loading Dock Systems locations in Chattanooga, Knoxville, and Nashville, Tenn.

Overhead Door of Charlotte is one of the oldest Overhead Door distributors in the country, dating back to 1935. As of May 18, the three Overhead Door companies were no longer Overhead Door dealers. "We value all of our partners, and for today it is business as usual. Over the long term, we certainly will be selling more Assa Abloy products," said Burris.

"Strategically, we thought the purchase was a great thing for our group," he added. "Assa Abloy approached us, and we liked their vision for the future." ■

LiftMaster announces sponsorship with pro golfer

J.B. Holmes



In April, LiftMaster announced a two-year sponsorship agreement with PGA tour professional J.B. Holmes. The sponsorship will feature logo placement on Holmes' apparel, and he will spend time across the country interacting with LiftMaster dealers on and off the golf course.

Holmes has won four PGA tour events

and is currently 20th in the Official World Golf Ranking. His 2015 season included a win at the Shell Houston Open, along with seven Top 10 finishes and a 14th place in the FedExCup Standings. He has also represented the United States on the Ryder Cup and Presidents Cup teams.

"I look forward to representing LiftMaster, its employees, and dealers as I compete on golf's biggest stage," said Holmes. "Their commitment to philanthropy and passion for many of the things I enjoy off the course cannot be overstated." ■

Clopay door featured on "This Old House"



In May, Clopay announced that it had partnered with D&D Garage Door in Methuen, Mass., to install carriage house garage doors for a unique project on TV's "This Old House."

For the featured home's barn-style garage, the homeowners

selected Clopay Reserve Wood Collection Limited Edition Series insulated doors constructed in cedar and factory stained. The goal of this season was to show how to get old-house charm from scratch with new materials. ■

Wayne Dalton rebrands product line with new logo

In May, Wayne Dalton recently unveiled an updated logo and a specialized commercial logo. The new design was featured at this year's Expo in Las Vegas.

Both logos feature the traditional Wayne Dalton black and yellow color palette. The new commercial logo depicts a rolling door alongside the classic Wayne Dalton typeface, while the residential logo draws inspiration from a three-section garage door. Wayne Dalton dealers will be able to use this new logo when working with customers and builders.

"This logo started as an email tag to replace our 60th anniversary logo from 2014, but everyone liked the new look so much that we decided to roll it out externally as well," said Sarah Schram, brand manager. ■



Homebuilders name Overhead Door no. 1 for fifth consecutive year

In April, Overhead Door announced that it had topped Builder magazine's 2016 Builder Brand Use Study in the garage door category for the fifth year in a row. The industry leader was number one in three categories: brand familiarity, brand used most, and quality rating.

The Builder Brand Use Study is a survey of the nation's largest homebuilders. 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. The results were announced in the magazine's April Buyer's Guide issue.

The study measures 70 product categories ranging from appliances to windows. Builder magazine is distributed to more than 10,800 builders across the nation. ■

LiftMaster named top brand by Builder Magazine

In the April issue of Builder magazine, LiftMaster was named the top brand of residential garage door openers in the publication's 2016 Builder Brand Use Study. LiftMaster swept all categories to take first place honors.

The annual Brand Use Study examines 70 product categories, including garage door opener brands. Builder readers rated garage door openers in four areas: brand familiarity, brands used in the past two years, brands used the most, and quality. LiftMaster received the highest ratings in all four categories.

Sweeping number one honors across all four areas, LiftMaster joins an elite group of companies with the same achievement, including Kohler, Carrier, Armstrong, and Sherwin-Williams. ■

Arm-R-Lite Door presents lifetime achievement award

In April, Arm-R-Lite Door recognized Frank Reggio, owner and operator of Reggio Garage Door, with its 2016 Lifetime Achievement Award for 25 years of loyal patronage. The Lifetime Achievement Award identifies a single Arm-R-Lite dealer/installer for patronage, knowledge, and experience with Arm-R-Lite products. Reggio is the first Arm-R-Lite dealer/installer to receive the award.

Reggio started in the business in his early teens. Frank's father, Tony Reggio of Modern Door, was his mentor. ■



C.H.I. announces partnership with Homes for Our Troops

In March, C.H.I. Overhead Doors announced a partnership with Massachusetts-based nonprofit Homes for Our Troops (HFOT) to provide quality garage doors to disabled veterans nationwide. HFOT was founded in 2004 with a vision to build mortgage-free, specially adapted homes for severely injured veterans from Iraq and Afghanistan to enable them to rebuild their lives.

Over the next three years, C.H.I. will be donating premium garage door packages to these veterans, allowing them to build homes that can be more easily entered and exited. C.H.I.'s equity partner, KKR, is a strong advocate of the partnership and the company's commitment to supporting veterans in need. ■

Wayne Dalton provides door for NBC's newest show

In April, Wayne Dalton supplied one of NBC's newest shows, "Strong," with a modern full-view aluminum garage door. "Strong" shares the stories of contestants embarking



on a transformative journey, striving to reach their full potential. The series premiered in April.

Each week, viewers watch two-person teams train together, working to overcome intense physical challenges, in a state-of-the-art facility that features Wayne Dalton's Model K-AL full-view aluminum door. In conjunction with the show, Wayne Dalton introduced the #WDSTRONG initiative, which highlights its dealers

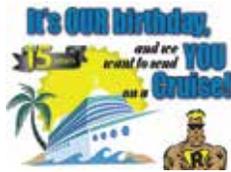
through personal and inspiring stories as part of a yearlong campaign to showcase the strength and innovation of the Wayne Dalton dealer network. ■

Re-Source to give away a cruise

In May, Re-Source Industries announced that it is celebrating its 15th anniversary by giving away a cruise to one lucky customer. The winner will receive a cruise for two, valued at up to \$2,500, to the destination of their choice.

Registered companies will receive an additional entry for every \$500 in merchandise purchases from May 1 through September 30. Two runner-up prizes will also be awarded.

Go to www.re-sourceind.com for entry forms and complete contest rules. ■



Clopay doors selected for Modernism Week Show House 2016

In February, Palm Springs designer Christopher Kennedy selected Clopay Avante Collection glass garage doors for the 2016 Modernism Week Show House, The Christopher Kennedy Compound.

Situated on the fairway of Indian Canyons golf resort, a favorite of Rat Pack-era Hollywood stars, the compound was reimagined for modern Southern California living by Kennedy and several celebrity designers. The attached garage is an architectural focal point of the ranch-style home. Kennedy chose Avante Collection doors with black anodized aluminum frames and opaque glass panels to complement the home's clean lines and white exterior.

The Christopher Kennedy Compound was open for public tours that attracted more than 40,000 visitors during Modernism Week, an annual event celebrating Palm Springs' legacy of midcentury modern architecture. ■



Pacesetter honored as top workplace

In March, Pacesetter announced that it had been awarded a 2016 Top Workplaces honor by the Atlanta Journal-Constitution. The Top Workplaces are based solely on the results of an employee feedback survey. Several aspects of workplace culture were measured, including alignment, execution, and connection.

To be named a Top Workplace, organizations must meet strict standards for organizational health as gauged by their employees. Pacesetter processes and supplies coated and prepainted steel to the garage door industry. ■

Wayne Dalton named most-used brand

In April, Wayne Dalton was named the garage door industry's most-used brand in the past two years, as determined by Builder magazine's 2016 Builder Brand Use Study. The results were announced in the magazine's April Buyer's Guide issue.

The Builder Brand Use Study is a survey of the nation's largest homebuilders. It asks readers and homebuilders to rank garage door brands in a variety of categories including ease of installation, product performance, strength of the manufacturer's reputation and availability of product. For the second year in a row, Wayne Dalton took the top honor of the brand most used in the past two years.

Since 1995, Builder magazine has conducted its Brand Use Study annually, measuring 70 different product categories ranging from appliances to windows. The publication is distributed to more than 10,800 builders across the nation. ■

Windsor Door launches wholesale program in Florida

In May, Windsor Door and D&D Garage Doors of Florida announced the launch of a collaborative wholesale program in Florida. D&D Garage Doors will be making Windsor Door parts, sections, and complete doors available throughout its

network of 10 Florida locations.

The program will enable Windsor Door and D&D to service door dealers' needs for replacement sections and parts for the hundreds of thousands of Windsor Doors installed in Florida. ■

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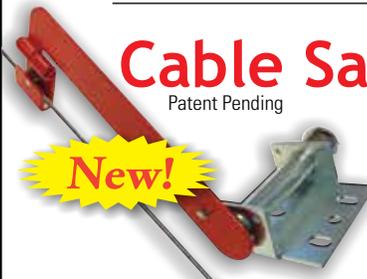
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Service Spring finishes paperless project

In March, Service Spring announced that it had finished a long-term initiative to eliminate paper from the production process. Order entry, order fulfillment, billing, and every step in between are now done electronically to reduce their footprint on the environment and to streamline internal processes.

“Not only do we feel a responsibility to grow and help our community, but to the Earth as well,” said Mike McAlear, CEO. “By changing our manufacturing procedures, we’re able to make an impact on our environment.”

In addition to the project, Service Spring reduced the page count of its 2015 catalog by 70 pages without reducing product selection. ■

Overhead Door named top brand among women

In April, Overhead Door Corporation again earned the Women’s Choice Award by WomenCertified for America’s Most Recommended Garage Door brand. This award is based on a national survey of women who were asked to select the brands they would most likely recommend to others.

According to studies, female consumers represent a powerful economic demographic, controlling 65 percent of global spending and more than 80 percent of U.S. spending. In addition, 92 percent of consumers rely on recommendations from friends or family over any other form of advertising, according to a recent Nielsen report. ■



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Bradbury announces strategic partnership

In March, Bradbury announced a strategic partnership with Bonak of San Sebastián, Spain. Together, both companies will expand opportunities through innovative know-how and an expansive global footprint.

The partnership will allow Bradbury to grow its capabilities in Spain and to better service Europe, according to David Cox, Bradbury president and COO. "Bonak's expertise in continuous welded tube lines is a growth area which is not covered elsewhere in our group and provides for global opportunities."

Bonak has more than 300 installations in 26 countries. The company designs, builds, and supplies a range of production lines and tooling for manufacturing installations. Bradbury makes roll-forming equipment commonly used in the garage door industry. ■

Clopay marks 20 years as a Good Housekeeping Seal holder

In May, Clopay announced that it is celebrating 20 years as a Good Housekeeping Seal holder. Clopay garage doors first earned the distinction in 1996.



Most perceive the seal to be a product endorsement, but in fact, it symbolizes a two-year warranty. The seal means that Good Housekeeping will replace or refund defective products up to \$2,000 within two years of purchase, regardless of what type of warranty is offered by the manufacturer or dealer.

Every new Clopay garage door model is reviewed by scientists, engineers, and technicians at the Good Housekeeping Institute (GHI) to ensure it meets their stringent standards for product integrity. Launched in 1909, GHI is the oldest consumer product-testing lab of its size in America. ■

SLIPIT. A 70-year love affair with a lubricant.

After 70 years, you might not think a lubricant would retain the loyalty and devotion of customers around the world. Yet SLIPIT customers have found it to be the best lubricant around, something we were reminded of when RPI, one of America's top engineering schools, conducted independent research which conclusively proved SLIPIT to be the leader in load carrying and wear reduction.

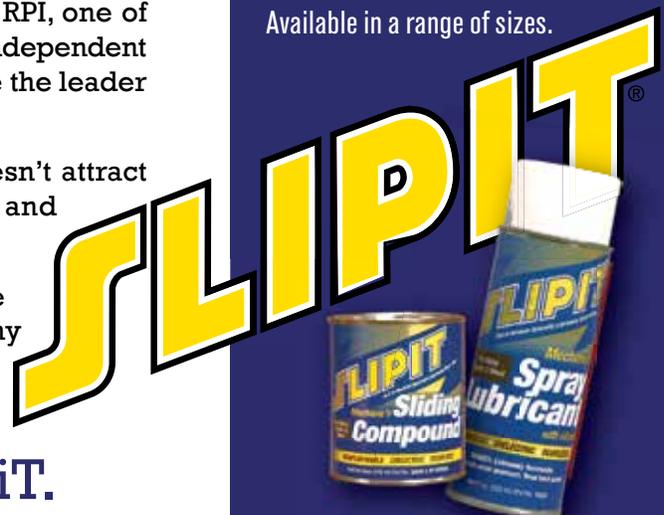
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GaragaNet enables creation of price lists

In May, Garaga announced that its extranet, GaragaNet, now offers its dealers the opportunity to prepare quickly a variety of price lists based on their markets. This allows Garaga dealers to build price lists for retail sales, their contractors, and their retailers who resell, using their own specific gross margins, installation prices, etc. Price lists can also be printed in color and with the dealer company's logo for a professional presentation. The tool can produce a 3-page summary price list of the products most often sold by their resellers. ■



Overhead Door launches new look for overhaddoor.com

In April, Overhead Door announced that it had completely revamped the look and feel of its website. The new design features eye-catching images of garage doors, and its responsive design allows for easy navigation of product information from mobile devices.

The new website also features an improved search engine, a new Architect's Corner, and updated photography. The site will now display unique landing pages for each distributor. The updated Architect's Corner, at www.overhaddoor.com/architect-corner, allows architects and specifiers to select multiple documents for a product and download them into one consolidated file for easy emailing. ■

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CornellCookson launches new websites



In May, CornellCookson announced the launch of three new websites: one for CornellCookson (www.cornellcookson.com), one for the Cornell brand, and one for the Cookson brand. These websites were designed with architectural designers, contractors, and building owners in mind, providing an easy-to-navigate user experience with technical detail and design inspiration.

The new websites are fully responsive and clearly viewable on tablets, smartphones, and other mobile devices. The sites also make it easier for architects to find tools that simplify the process of incorporating a rolling door or grille into a project. The tools include customizable product specifications, BIM objects, and a Drawing Generator that allows an architect to generate custom drawings with mounting and clearance details.

The new websites also include comprehensive LEED information, code compliance data, and past project successes. In the future, the company plans to enhance and expand these tools. The Cornell and Cookson sites may be accessed via links on the CornellCookson site or directly. ■

C.H.I. launches new architect website

In May, C.H.I. Overhead Doors released a new Architect Design Resources website at www.chiohd.com/architects. The site provides new tools and easy access to product specifications, data, and drawings in multiple formats, including PDF, CAD, or BIM.

“We wanted to design a site that, beginning with the main page, would provide the best user-experience and the up-to-date product information that architects need,” said Joe Clark, architect consultant for C.H.I.

The site includes a clearances and dimensions configurator for requesting a drawing with the necessary dimensions, AIA Continuing Education courses offered by C.H.I., and the ability to connect with C.H.I. architectural consultants. ■



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