

LiftMaster and Clopay Featured in Jay Leno's Garage



From left: Paul Accardo of Chamberlain, Gary Ventre of G&G Garage Door, and Pat Lohse of Clopay.

On April 9, the DIY Network series "Garage Mahal" aired the renovation of "The Tonight Show" host Jay Leno's 17,000-sq.-ft., six-car, three-room garage, featuring products from Clopay and LiftMaster.

Jay Leno's video interviews with LiftMaster and Clopay representatives can be viewed at www.jaylenosgarage.com, which recently hit a milestone of more than 150 million unique visitors.

Clopay Custom Reserve Collection carriage house-style doors and LiftMaster's Model 3800 side-mounted openers with automatic deadbolts and EverCharge battery back-ups are featured on Leno's garage. The products were installed by G&G Garage Door of Torrance, Calif. ■



Clopay's Joey Fransway, Pat Lohse, and Mischel Schonberg pose with Jay Leno in front of a Reserve Collection door.

Janus Forms Joint Venture With GMI in Mexico

In March, Janus International announced that it had entered into a joint venture agreement with Grupo Metal Intra (GMI) to form a Mexico-based roll-up door manufacturing firm, IntraJanus.

"With GMI's background in the building products market and Janus' expertise in rolling doors and associated systems, our combined strengths will greatly enhance the Mexican market," says David Curtis, Janus president. IntraJanus will manufacture an assortment of mini, commercial, and rolling steel doors as well as self-storage hallway systems.

IntraJanus will be headquartered in Mexico City and is expected to post more information at www.intrajanus.com.mx. ■



Carlo Gavazzi Opens Company in Mexico

In May, Carlo Gavazzi Automation announced that it had recently opened a wholly owned national sales company for Mexico. Carlo Gavazzi Mexico's national sales manager is Victor Uribe, appointed by Fred Shirzadi, president and CEO of Carlo Gavazzi North America.

"Mexico holds tremendous potential for Carlo Gavazzi, and we are excited to be opening our Mexico headquarters ... (for) our quickly growing customer base in Mexico," says Shirzadi. ■

Ana Belem Lopez Calderon, application engineer/inside sales, and Victor Uribe, national sales manager.

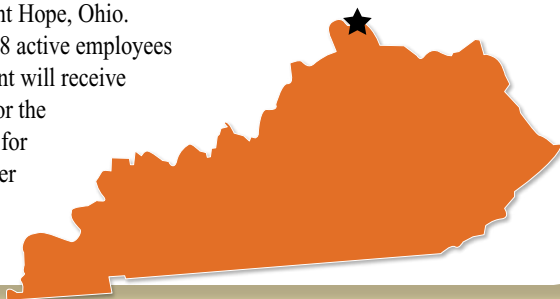


Overhead Door to Close Covington Plant

In May, Overhead Door announced the closing of its plant in Covington, Ky.

In a press release, the company said its decision will increase its efficiency and lower costs in manufacturing and freight. The plant reportedly makes garage door hardware and components, which are now primarily made at the Wayne-Dalton plant in Mount Hope, Ohio.

Approximately 68 active employees of the Covington plant will receive severance packages or the opportunity to apply for open positions at other Overhead Door locations. ■



Lawrence Celebrates 85th Anniversary

Lawrence Roll-Up Doors is celebrating its 85th year in 2010. The company started business in 1925 as the Lawrence Glass Company, a Los Angeles manufacturer of steel sash products.

Within a few years, the window industry changed and the demand for steel sash diminished. The company then diversified and became known as the Lawrence Steel Company, a manufacturer of roll-up doors.

In 1948, Lawrence became one of the first manufacturers to have a roll-up fire door tested and approved by Underwriters Laboratories. In 1988, the company incorporated as Lawrence Roll-Up Doors. Lawrence acquired the assets of Criterion Gate in 2000 and the assets of Pacific Rolling Door in 2008. The company continues to operate as a third-generation family business. ■

Clopay Donates Doors for Extreme Makeover

In May, Clopay announced that it had donated Clopay Avante Collection garage doors to the Williams family of Pine Mountain, Ga., for an episode of ABC's "Extreme Makeover: Home Edition."

The doors were featured during the series' season finale on Sunday, May 16. Just three years after his son Jacob was born with spina bifida, Jeremy Williams, a local high school football coach, was diagnosed with Lou Gehrig's disease, also known as ALS.

In the new Williams home, the Avante doors are used as a moving wall of windows between the family's great room, outdoor patio, and the new private therapy room built for the Williams' son. A third Avante door is featured on the home's garage. ■



Linear University Adds Remote Learning

In May, Linear announced its 2010 training programs for professional dealers and installers through the company's Linear University.

Classes are held at the state-of-the-art training facility at Linear corporate headquarters in Carlsbad, Calif., and all classes are taught by Linear's technical training team. Class sizes are limited to eight people to allow for personal interaction with the instructors.

This year, the company added webinar training to allow customers to learn remotely. Linear customers can also train at their own pace using the company's online training courses. When participants complete training requirements, they receive a certificate and, where applicable, the number of CEU units earned.

Linear is also now posting common questions and answers in the Knowledge Base section of Linear's Web site. ■

Roll Coater Acquires Assets of Material Sciences

In April, Roll Coater of Indianapolis, a coil coater serving the steel garage door industry, announced the acquisition of additional coil coating assets, related processing equipment, and associated business from Plant #7 of Material Sciences Corporation (MSC) in Elk Grove Village, Ill.

As part of the agreement, MSC will not develop, manufacture, or sell general-line coil coating products in some North American markets for five years. MSC committed to complete the wind-down of its Plant #7 operations and exit the related business by June 11, 2010.

Robert O'Neal, president and CEO, says Roll Coater and its equity sponsor, Willis Stein & Partners, are "dedicating extensive resources to ensure a smooth and seamless transition for all our customers." ■

C.H.I. Hosts Annual Distributor Meeting

In March, C.H.I. Overhead Doors held its annual distributor meeting in Champaign, Ill., attracting C.H.I. dealers from Maine to California and across Canada.

The meeting included hands-on seminars at the C.H.I. plant in Arthur, Ill., and educational seminars on topics such as Internet marketing and engineering. Various exhibitors also displayed industry products and services.

The annual awards banquet presented annual sales awards and featured speaker Col. Mark Tillman, former commander of Air Force One during the Bush administration. ■



Encon Holds New DoorKing Workshop

On April 7, Encon Electronics teamed up with DoorKing to offer a new hands-on technical seminar for nearly 30 attendees.

Ron Miller, DoorKing national sales trainer, structured the event as a hands-on workshop versus the typical classroom forum. The workshop used computers with DoorKing gate operators, power backup systems, and card readers for programming and wiring training.



“The new format worked very well,” says Miller. “Dealers in our industry are not accustomed to sitting in a classroom. Many installers learn better when they are able to work with hands-on product.”

More information on upcoming Encon seminars is at www.enconelectronics.com. ■

Clopay Hits Airwaves With Gary Sullivan

In May, Clopay kicked off its national advertising sponsorship of “At Home with Gary Sullivan,” America’s most-listened-to call-in home improvement radio program.

As the exclusive sponsor in the entry and garage door categories, Clopay joins other sponsors such as Sherwin Williams, Quickcrete, and Loctite.

The syndicated show airs on 150 stations Saturdays and Sundays from 9:00 a.m. to noon and is also broadcast to 9.7 million subscribers on XM satellite radio. ■

Clopay Model 3700 Selected for World’s Largest Wind Turbine Plant

In May, Clopay reported that 116 of its new Model 3700 Series polyurethane-insulated commercial doors were being installed on the Vestas Towers wind turbine manufacturing plant in Pueblo, Colo.

The project included Model 3717s and Model 3720s with pass doors. The Vestas Towers production facility, called “the world’s largest wind turbine plant,” represents an investment of \$248 million and will be fully commissioned in mid 2010. ■

LiftMaster Wins ADEX Awards



In April, Chamberlain reported that Design Journal had honored two LiftMaster products in the 2009/2010 Awards for Design Excellence (ADEX).

The LiftMaster Solar Gate Operator (Model LA412) received a Platinum ADEX award, and the LiftMaster Screw Drive Opener (Model 3840) received a Gold ADEX award.

The ADEX awards, marketed to the design trade community, reported a 22 percent increase in entries from 2009 to 2010.

Randy Planck, director of marketing for commercial products, says the solar gate operator would be appealing because of its wireless operation and its green power source (the sun). He adds that the appeal of the screw drive opener was its quiet operation. ■

Garaga Offers Dream Garage Contest

From March to May 2010, Garaga held a contest that allows a lucky homeowner to transform a garage into a dream garage.

Contestants entered the contest at www.MyDreamGarageContest.com. The grand prize, valued at \$15,000, consists of a Garaga garage door and a CarGo opener, a system of storage cabinets, a wall storage system, and overhead storage. ■



Martin Door Participates in New TV Show

A Martin Garage Door recently played a role on an episode of the new A&E series "Fix This Yard." For the show, a crew from Gold Coast Garage Doors installed a Martin door on a home in Winnetka, Calif.

The new show is geared towards helping people with their outdoor spaces. Projects cover organization, landscaping, and construction. ■



From left: Gold Coast installer, Diana and Dave Haslam, host Amy Devers, the homeowner, host Alan Luxmore, Gold Coast installer.

Clopay Avante Featured in Smart Home Exhibit

Throughout 2010, Clopay aluminum and glass garage doors will be featured in the Museum of Science and Industry's Fourth Annual Smart Home: Green + Wired exhibit in Chicago. The exhibit is a fully functioning sustainable "green" home built in the museum's backyard.

Carol Schalla, Midwest Living magazine's senior home editor, selected Clopay's Avante Collection garage doors for the garage front and rear. The rear door is a smaller Avante door that opens up to a backyard patio.

Pat Lohse, vice president of residential marketing, says the project demonstrates a unique architectural trend to use glass garage doors as patio doors.

The Smart Home will be featured in Midwest Living magazine and on MidwestLiving.com. Combined, these outlets reach over four million consumers. ■



Janus Joins Wounded Warrior Effort

In April, Janus International reported that it had become a sponsor of Wounded Warrior Outdoors, a nonprofit organization that provides hunting and fishing trips to wounded U.S. and Canadian veterans.

The corporation's goal is to provide four annual trips for a total of 50 veterans, helping them heal both physically and mentally. "We cannot do enough to support our troops, their families, and the sacrifices they have made for our country," says David Curtis, Janus president. ■



Denise Dahms and James Carver, district representative for the ESGR program.

Delden's Dahms Honored for Support of Reservists

In May, the Missouri Committee for Employer Support of the Guard and Reserve (ESGR) announced that Denise Dahms, Delden president, had been honored with a Patriot Award in recognition of extraordinary support of employees who serve in the Navy Reserves.

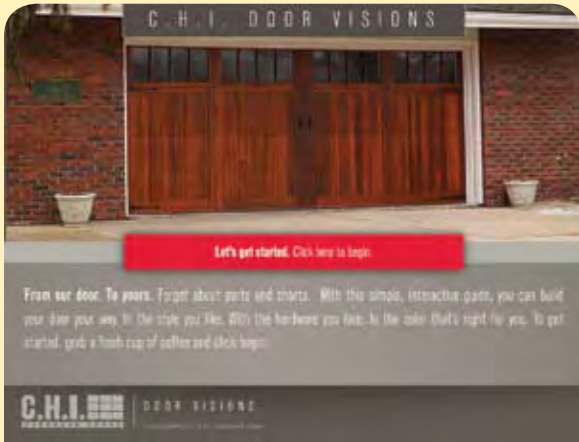
Delden joined thousands of American employers who have reviewed their current human resources policies to ensure compliance with the Uniformed Services Employment and Re-Employment Rights Act Law. Delden provides "Above and Beyond" support with pay to offset the loss of wages and an extension of health care benefits. ■

Safe-Way Supports Wounded Warrior Project

Safe-Way Door recently sponsored a cross-country motorcycle ride that benefitted the Wounded Warrior Project that helps severely injured service men and women. Safe-Way personnel and dealers rode their motorcycles from Indiana to Expo 2010 in Las Vegas where the company made its \$2,500 donation.

Participating in the ride were Safe-Way personnel Bryan Horton, Frank Gallucci, Billy Thompson, and Wayne Goins; Mike Matuszek of Consolidated Garage Door; Bill Brucker of Electro Door Systems; Gordon Hannaford of Capital Door; and Joe and Derek Earwood of Napoleon/Lynx. ■





C.H.I. Unveils New DoorVisions

In April, C.H.I. Overhead Doors introduced an updated DoorVisions design tool at www.chiohd.com. DoorVisions lets homeowners build a C.H.I. door, add windows or decorative hardware, and print a customized detail sheet for their nearest C.H.I. distributor. ■

LiftMaster Offers EverCharge Marketing Kit

In April, LiftMaster announced that it had posted a downloadable EverCharge Standby Power System Marketing Kit for dealers at www.dealer.liftmaster.com. The kit gives dealers tips on how and when to advertise EverCharge systems and provides examples of customizable TV and radio spots. ■

Raynor Launches E-newsletter

In May, Raynor launched the Raynor Insider, an electronic newsletter for Raynor dealers. The monthly publication, delivered via e-mail, spotlights promotions, products, and important industry information. ■



Raynor WebConnect Generates LEED Documents

As of May, the Raynor WebConnect online ordering system allows Raynor dealers to automatically generate LEED (Leadership in Energy and Environmental Design) response letters that enhance bids for commercial products.

LEED is a third-party verification system to validate that a building was designed and built for improved environmental performance.

The auto-generated LEED letter explains how a particular garage door's environmental features qualify for a bid. The letter also helps dealers position themselves as LEED experts for garage doors. ■

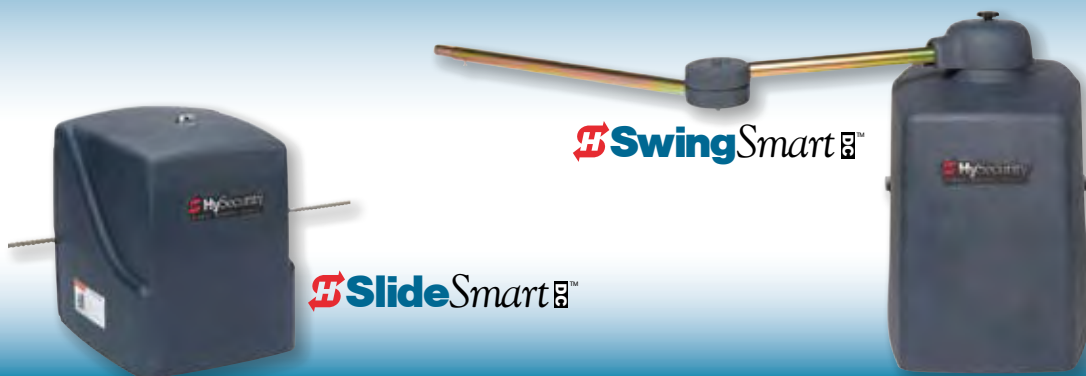
BD Loops Updates Loop Calculator



In March, BD Loops updated its Loopalator, a way to calculate the size and layout of loops needed for a gate or door installation. The newest version of the loop calculator is a free download from www.BDLoops.com.

Just by knowing the width of your door or gate installation and the type of door or gate, the Loopalator will calculate the sizes of loops needed. It also prints a detailed diagram of the recommended layout for a specific installation. ■

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