

## Safe-Way Door Announces New CEO

In November, Safe-Way Door announced the appointment of Kyle Howard to the position of CEO. Howard brings several years of operational and sales experience to the newly created role.

Bryan Horton will continue in his current role as president. Several members of the operations team will have their positions reorganized.

“This change will allow Bryan to focus on key areas of sales growth, product expansion, distribution, and acquisitions while allowing Kyle to focus on driving manufacturing, operational, and financial improvement,” says Eric Stetzel, principal of Equity Capital Partners, Safe-Way’s owner. ■



Howard

## Abe Brenner, Amarr Co-Founder, Dies

On Dec. 6, 2010, Abraham “Abe” Brenner died at the age of 93. He was the last surviving founder of Amarr Garage Doors.

Born on Dec. 25, 1917, in Roanoke, Va., Brenner moved to Winston-Salem, N.C., in the early 1920s. In 1935, he went into business with his brother Morris, creating Brenner Iron & Metal Co. Their brother Herbert (father of Amarr CEO Richard Brenner) later joined them, and they created other businesses including Brenner Steel, Sanitary Container, and Amarr Garage Doors.

Known for their philanthropic work, the Brenner brothers started the Brenner Foundation in 1961, giving money to various charities. They are perhaps best known

for establishing Brenner Children’s Hospital (part of Wake Forest University Baptist Health) in Winston-Salem in 1986. ■



(from left) Herb, Abe, and Morris Brenner.

## Linear Names Senior VP

In February, Linear announced that Duane Paulson had been named senior vice president of product and market development, reporting to Mike O’Neal, president.

Paulson has 20 years of experience in security manufacturing in executive product management, business development, and marketing roles. He was vice president of marketing for ITI and its successor organization, Interlogix, and vice president of global residential marketing for GE Security.

In 2005 Paulson co-founded Sequel Technologies, a provider of hybrid security systems. Prior to founding Sequel, Paulson served as president of Gibson Audio, the consumer electronics division of Gibson Guitar. ■



Paulson

## Genie Announces Two New VPs

In January, Genie announced Kevin Buckner as its new vice president of sales and marketing and Tim Ikeler as vice president of manufacturing and engineering.

Buckner worked for the Masco Corporation for the past seven years. He served as the president and general manager for Liberty Hardware, a division of Masco. Prior to Liberty Hardware, he held several marketing and sales leadership roles with Masco and other companies in the durable goods industry.

Ikeler will oversee the continual development of Genie’s entire product line. Its latest products, such as the TriloG and IntelliG openers, are the result of a multimillion-dollar investment. ■



Buckner



Ikeler

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## Miller Edge Employees Earn CDDC

In January, Miller Edge announced that eight employees had received the Certified Door Dealer Consultant (CDDC) designation. The CDDC designation, developed by IDEA, is the door industry's first comprehensive training and certification program for manufacturer sales representatives.

Miller Edge employees from sales, technical support, and marketing passed the CDDC exam. Miller Edge plans to have additional CDDC certified staff in the near future.

"Studying and testing for CDDC was a meaningful learning experience that will help all of us better understand and serve the needs of door dealers," says Flossie Mohler, VP marketing. Mohler also passed the exam. ■



## Bircher Reglomat Appoints New Sales Manager



In February, Bircher Reglomat announced Nancy Miller as a new regional sales manager for the Southeast and Eastern Canada.

Miller brings 16 years of experience in the automatic door industry and many established relationships. She will sell the full line of Bircher Reglomat motion and presence sensors to the pedestrian and industrial markets. ■

## FlexiForce Adds Two Sales Managers

In February, FlexiForce announced two new sales managers to cover the United States and Canada. Tom



Hamilton covers the eastern U.S. and two Canadian provinces, and Wade Bennett is responsible for a dozen western states and two Canadian provinces.

Hamilton has served the door industry as a customer service manager, regional sales manager, national sales manager, and business development specialist. He has been associated with sectional doors, rolling doors, and component sales.

Bennett has a 29-year sales and marketing history in the door and access systems industry. He has served on the boards of the Far Western Garage Door



Association and the International Door Association. ■

## C.H.I. Welcomes Regional Sales Manager

In January, C.H.I. Overhead Doors announced the addition of Angel Colon as regional sales manager for Latin America. Colon has been in the garage door industry for more than 20 years and has experience exporting to garage door distributors in Mexico, Puerto Rico, and the Dominican Republic. ■



## Linear Restructures Sales Force

In February, Linear announced the reorganization of its outside sales representatives into the new system sales group.

Customers now have a single point of contact for all of Linear's products and brands, including garage door operators, commercial door operators, gate operators, access controls, radio frequency controls, communication systems, central vacuums, and security solutions.

Larry Foisie, formerly vice president of entry systems, now serves as vice president of the new system sales group. Todd Hokunson, formerly vice president of electronic systems, was concurrently named vice president of the business development group. ■



## Commercial Door OPERATOR



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## NewsLines

people

### Martin Names Strategic Account Manager and Plant Manager

In December, Martin Door announced that Scott Johnson had been named strategic account manager to lead a team to train all of Martin's dealers in the U.S., Mexico, and Canada.

Johnson has been with Martin Doors for six years and holds a master's degree in business administration from the Thunderbird School of Global Management.

Martin also announced that Ginny Phommavongsay had been named plant manager at Martin Door. She has 15 years of experience and five years at Martin. She previously worked for Purolator Products and Parker Hannifin. ■



Johnson



Phommavongsay

### AFA Honors Encon President

In January at Fencetech 2012 in Miami, the American Fence Association (AFA) presented Betty Mullin, Encon Electronics president and CEO, the Distinguished Service Award. This award recognizes significant contributions to the fence industry and high standards of excellence.



“(Betty) was and continues to be one of the few female owners in the industry, although she prefers to humbly disregard this impressive milestone,” says Brad Howard, AFA 2012 awards chairman. “After working in the fence industry for over 35 years, her success can

be attributed to her expansive knowledge, her relentless integrity, and her strong business savvy.”

Howard also noted Mullins's extensive contributions to industry training. Encon general manager Jeff Harris attributed Encon's success to Betty's commitment to customer service and free training. ■