

## Ray Neisewander Jr., Industry Leader, Dies at 81

(See complete story on page 40.) On Oct. 25, Ray Neisewander Jr., the chairman of the board of Raynor Worldwide, died at his home in Dixon, Ill., after a long illness. He was 81.

He began his garage door career in 1956 when he started a Raynor dealership in Bettendorf, Iowa. In 1961, he moved to Raynor headquarters in Dixon, Ill., and worked in many aspects of the company's operations in the factory and office.

In 1979, he became the president, CEO, and chairman of the board for Raynor as well as the Kwik-Wall Company and Raynor Hotel Corporation of Springfield, Ill. Under his leadership, Raynor sales grew from \$30 million in 1979 to more than \$100 million in 2000.

In 1972, he was elected to the board of directors of the National Association of Garage Door Manufacturers (NAGDM). He served as NAGDM president from 1973 to 1974 and as treasurer from 1986 to 1996. He remained on the DASMA board of directors until 2000.

In 2004, he became Raynor's chairman of the board. In 2006, the International Door Association named him as the recipient of the industry's first Heritage Award for outstanding contributions to the garage door industry. ■



## Linear President Speaks at Executive Conference

In November, Michael O'Neal, president of Linear, was a featured speaker at Securing New Ground (SNG), the Security Industry Association's (SIA) executive conference at the Sheraton Times Square Hotel in New York. O'Neal contributed to the View from the Top panel, featuring executives whose companies are driving change in the security landscape.

At the event, security industry executives and financiers interacted with their peers and end users of technology. Since taking over as president of Linear in 2011, O'Neal has helped streamline internal operations, make strategic acquisitions, develop more efficient vendor partnerships, and improve the working environment for employees. ■



## DBCI Hires New Sales Manager

In November, DBCI announced the addition of Jim Smith as its new sales manager. In this role, he services key accounts, develops new markets, supports DBCI's outside sales team, and establishes strategic partnerships throughout the U.S.

Smith is a graduate of Carl Sandberg College and comes to DBCI with 23 years of experience in overhead door sales and management.



In a related move, Roc Hughes, the former sales manager at DBCI, has been promoted to general manager. In this position, he focuses on the company's long-term vision and strategic market position. ■

## Raynor Appoints VP of Engineering

In October, Raynor announced the appointment of Darren DeVriese to vice president of engineering, responsible for product, process, manufacturing, and quality engineering.

DeVriese started his career with Caterpillar in production supervision before moving up to manufacturing engineer. He then held plant manager roles for Tier 1 suppliers to the automotive industry. He comes to Raynor from Amway, where he worked as a process manager for all Amway plants nationwide.

DeVriese holds a bachelor's degree in physics, a master's degree in manufacturing engineering, and an MBA in operations management. ■





Ward

### Linear Appoints Product Line Manager for Operators

In November, Linear announced the appointment of Kevin Ward as product line manager in charge of product development for garage door openers, gate operators, and telephone entry systems.

“Kevin’s appointment ... comes at a critical time because of our ongoing development plans with Z-Wave and other wireless technologies,” says Duane Paulson, senior vice president of product and market development.

A 15-year veteran of Linear, Ward previously served as engineering manager in the company’s Grand Rapids, Mich., location. In his new role, he also focuses on training for dealers. ■

### Raynor Appoints Director of Supply Chain Management

In October, Raynor announced the appointment of David Cook to director of supply chain management. In this role, he is responsible for procurement, supplier alliance management, global component and assembly sourcing, inventory management, and distribution strategies.



Cook

Cook began his career with Ecolab as a senior buyer/planner before being promoted to senior materials manager. He then held a global commodity manager position for Sloan Valve. He comes to Raynor from Southern Imperial where he was the materials manager.

Cook holds a bachelor’s degree in mathematics and received his CPIM (Certification in Production and Inventory Management) in 2004. ■

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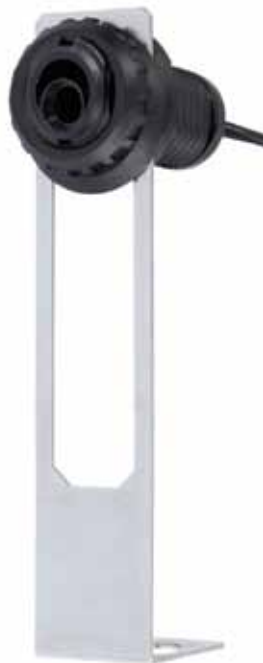
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### C.H.I. Hires New Staff

In November, C.H.I. announced four changes and additions to its staff.

Phil Osenni joined the commercial support team, where he works with customers' architectural and specifications needs on commercial jobs.

Steve Smith has been added to the Accents graphic design team, bringing 14 years of experience in digital printing and graphic design.

Ryan Grisamore joined the sectional customer service team. With C.H.I. for nine years, he recently worked in the full-vision department. Troy Kilpatrick is the newest addition to the sectional customer service team. In the door industry for 23 years, he became a master technician in 2012. ■



*Osenni*



*Smith*



*Grisamore*



*Kilpatrick*



*DeSilvia*

### Gate Systems Coalition Names New Chair

Tom DeSilvia, director of regulatory engineering and engineering documentation for The Chamberlain Group, has been named chair of the Automated Vehicular Gate Systems Coalition.

DeSilvia has also been a member of the Automated Vehicular Gate Systems Coalition Committee for the past eight years. Active in DASMA since 2005, he served as chair of DASMA's Access Systems Committee and chair of DASMA's UL 325 Gate Operator Subcommittee.

The Automated Vehicular Gate Systems Coalition includes members from the American Fence Association, the Door & Access Systems Manufacturers Association, the International Door Association, and the National Ornamental and Miscellaneous Metals Association. DeSilvia holds a bachelor's degree in mechanical engineering, a master's degree in mechanical engineering, and an MBA. ■