

Linear Renamed Nortek Security & Control

In December, Nortek announced that its Linear subsidiary has been renamed Nortek Security & Control. Linear, 2GIG, and GoControl will be the subsidiary's cornerstone brands, each targeting key markets.

"We are not only renaming the Linear business but also repositioning its brands and allocating greater resources to accelerate its growth in the exciting home control market," said Michael J. Clarke, Nortek president and CEO.

"Our success is now being driven by factors that are bigger and different from our historical Linear business," added Mike O'Neal, president of Nortek Security & Control. He said the newly named company is "the preeminent smart home platform provider and strategic OEM/ODM partner to leading players in the smart home industry." ■



DSI to Distribute DBCI Products in Seven States

In January, DBCI announced a new partnership with DSI Distribution of Framingham, Mass. DSI will service all DBCI commercial door requests in Massachusetts, Connecticut, Rhode Island, Vermont, New Hampshire, Maine, and parts of New York.

Beginning in January, the regional door installer and wholesaler became an exclusive Curl-Lok dealer. DBCI president Larry Miller said DSI is an ideal partner, thanks to its established supply chain and good people.

In addition to its main office in Framingham, DSI Distribution has five regional facilities throughout New England. ■

Janus Acquires Steel Storage Europe

In December, Janus announced the acquisition of Steel Storage Europe, a leading manufacturer, supplier, and installer of self-storage systems in Europe.

"We expect Steel Storage to be an important part of Janus' plan to lead the development of self-storage infrastructure in the UK/European region," said David Curtis, Janus president and CEO. "The combined organization now offers a full suite of solutions for operators and builders of self-storage facilities."

Steel Storage Europe and Janus International UK will be led by Colin Jeromson, the current CEO of Steel Storage Europe. ■

Arm-R-Lite Moves Plant and Offices

In December, Arm-R-Lite Door moved its manufacturing facility and offices from South Plainfield, N.J., to Piscataway, N.J.

Arm-R-Lite upgraded to a more modern and efficient facility to better serve its customers and maintain high quality production with "the best lead times." ■

Lawrence Doors Celebrates 90th Anniversary

In 1925, the Chrysler Corp. was founded, Paul Newman and Yogi Berra were born, the Grand Ole Opry made its radio debut ... and Lawrence Doors had its beginnings. Originally a steel sash manufacturer, the company transitioned to fabricating and installing roll-up doors.

Today's Lawrence Doors product line includes rolling and side-folding doors, grilles and closures, high-performance doors and grilles, folding gates, motor operators and retrofit fire door operators, and custom-designed products. ■



Upwardor Announces Brand Enhancement

In February, Upwardor announced a new identity and tagline: "Garage Doors Designed for Life."

The new branding "reflects our progressive, collaborative, and innovative culture while remaining true to the history of our organization," said Tony Anderson, Upwardor co-owner. Anderson and James McEwen acquired the company in 2014. ■



C.H.I. Announces New Manufacturing Process

In January, C.H.I. Overhead Doors announced the implementation of a new continuous foamed-in-place urethane line for making polyurethane sandwich doors.

The tongue and groove design of the new sections has been modified, but the new sections remain thermally broken and are interchangeable with C.H.I. existing sections. ■

Amarr Announces Photo Contest Winners

In January, Entrematic announced the winners of a photo contest on the Amarr Garage Doors Facebook page. Held during November and December, the contest called for Amarr dealers to submit photos of Amarr residential garage doors with the Amarr brand name plates affixed.

One entry was randomly selected each week to win a \$50 Visa gift card. The dealer with

the most number of qualified photo entries received a set of Amarr promotional display banners.



The weekly winners were A-1 Door Company in Richmond, Va.; DC Garage Door & Services in Addison, Ill.; Rose City Garage Doors in Fairview, Ore.; and Evans Garage Doors in Augusta, Ga. Rose City Garage Doors won the grand prize promotional banners. ■

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“Graveyard Carz” Facility Gets Cornell/Cookson Door



In February, Cornell and Cookson manufactured a custom insulated rolling door with powder-coated graphics for the new shop for “Graveyard Carz,” a reality television show about restoring wrecked muscle cars.

“Cornell/Cookson had installed a rolling door for us years ago,” said “Graveyard Carz” owner, Mark Worman. “We use it all the time, and it’s held up really well over the years.”

The new door’s imagery was custom designed and features three vibrantly colored Mopar cars and the logos of “Graveyard Carz,” Cornell, and Cookson. Interior Technology, the local Cookson dealer, installed the door. The door installation video will make an appearance on the show later this year. ■

Clopay Wins Best of Houzz Award

In January, Houzz.com, the leading online platform for home remodeling and design, named Clopay a winner in the design category of its Best of Houzz 2015 Awards.

The award means that Clopay’s portfolio of garage door and entry door project images is the most popular among the more than 25 million monthly users on Houzz, known as “Houzzers.”

Winners earn a “Best of Houzz 2015” badge on their profiles, showing the Houzz community their commitment to excellence. These badges help homeowners identify popular and top-rated home professionals in every metro area on Houzz. ■

BEA Expands Into Vehicle Flow Management

In February, BEA announced the formation of its newest business segment, Vehicle Flow Management, to provide solutions and services for the industrial gate, parking, and traffic industries.

In addition to a full line of loop detector modules and access control devices, BEA offers sensing solutions for gate activation and safety, integration into license plate recognition systems, and wayfinding parking systems.

Michael Fowler, a veteran of the BEA Industrial sales team, is now the vehicle flow segment manager. ■

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Clopay Doors Rank First in Survey

In December, Clopay announced that it had been named the preferred garage door brand for the second year in a row in Peninsula Publishing's 2014 Building Products Brand Survey.

Readers of Builder and Developer, Green Home Builder, and the e-newsletter Builder Bytes voted for their favorite brand in multiple



product and service categories. Clopay ranked first in the garage door category among

the 100,000 builders, developers, engineers, architects, and contractors who responded. The winners were featured in the holiday issues of the magazines. ■

LiftMaster Donates Gate Operator for Charity



In December, LiftMaster announced that it had donated a new gate operator to the Victory Junction Gang Camp in Randleman, N.C. The camp provides free year-round programs for children with serious illnesses. LiftMaster donated a swing gate operator (CSL24V), an access control keypad, and a proximity reader for the doctors' facility entrance.

LiftMaster also provided installation training as part of a North American Fence Contractors Association's event. Training participants could meet NASCAR legend Richard Petty and attend the NASCAR race at Charlotte Motor Speedway that weekend. ■

Amarr Door Featured on Ty Pennington TV Series

NextGen Home TV recently featured an Amarr garage door as part of an online series called the "First to the Future Project."

Hosted by home construction expert Ty Pennington, the new home included energy-efficient construction and extra protection against severe weather. The Amarr Heritage Collection door was approved for 185 mph winds and impact resistance.

"Let's face it. Severe weather is something we have to deal with," said Pennington in the episode. "Homes have to be stronger. It just makes sense."

Research indicates that only 25 to 33 percent of homes in hurricane-prone areas have adequate wind-load reinforcement. In addition, only 40 percent of consumers in these areas know that their garage doors are required to meet building code criteria for wind pressures. ■

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First United Door Redesigns Website

On Jan. 19, First United Door Technologies launched its newly redesigned website at www.firstudt.com. The new website encourages visitors to explore the design possibilities of the company's garage door products.



The new Design-A-Door feature allows you to save your designed door and send it to an email address or post it to your Facebook page. The site will easily adjust to your smartphone, tablet, or PC for easier navigation.

The site also includes a dealer section that provides technical and marketing support including product training, technical and installation information, and warranty assistance. ■

Garaga Helps Dealers Get on YouTube

In February, Garaga announced a new 30-second ad to be used by its dealers on YouTube.

According to recent statistics, 51 percent of adult Americans regularly access YouTube, and a little more than half of the 30-to-64 age group gets their information from social media.

Garaga offers its dealers an ad placement program for YouTube, Google, and Facebook. The program lets dealers know how many people viewed the ad, at what time, etc. ■



Delden Adds Dealer Locator to Website



In January, Delden announced the addition of a dealer locator to www.deldenmfg.com.

Users can now enter a ZIP code and receive the names and locations of up to 15 authorized Delden dealers within 100 miles. The locator provides a dealer's contact data and indicates whether the dealer has a showroom, 24-hour emergency service, and/or accepts credit cards. ■

Garaga Adds Parts to Extranet

In February, Garaga announced that its GaragaNet extranet now includes photos and technical details for each hardware item. The information is useful for new Garaga dealers and new employees of current dealers.

Since hardware parts from different manufacturers can vary, the information and photos help to avoid misunderstandings in ordering or shipping. ■



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