



## Arrow Tru-Line bought by investment firm

In January, an affiliate of Sun Capital Partners, a leading private investment firm specializing in leveraged buyouts and investments in market-leading companies, announced the acquisition of Arrow Tru-Line. Terms of the private transaction were not disclosed. For the full story and an interview with Marvin Miller, Arrow Tru-Line CEO, see page 42.

“Our investment in Arrow Tru-Line is an exciting opportunity for Sun Capital to leverage its resources and expertise to drive growth,” said Marc Leder, co-CEO at Sun Capital. “We are looking forward to working with management to further expand Arrow’s market share.”

Since 1995, Sun Capital has invested in more than 340 companies worldwide across a broad range of industries and transaction structures. Sun Capital has offices in Boca Raton, Los Angeles, and New York, and affiliates in London, Frankfurt, and Shenzhen. ■

## C.H.I. unveils new education center

In January, C.H.I. Overhead Doors celebrated the grand opening of its new 2,000-sq.-ft. Education Center. The facility includes a classroom learning environment and an installation room for hands-on installation training of residential, commercial, and rolling steel doors.

The Education Center is an integral part of C.H.I. Education, a program designed to offer an assortment of instructional courses for C.H.I. dealers, staff, and the architectural community. ■



## Assa Abloy acquires Southeastern Dock & Door

In late February, Assa Abloy announced that it had acquired Southeastern Dock & Door, an industrial and commercial door and dock distributor to customers in South Carolina, North Carolina, and Georgia.

“This is another important step to further increase our penetration both in equipment and service of entrance automation products in the North American commercial and industrial segments,” said Juan Vargues, president of Assa Abloy Entrance Systems.

## ASSA ABLOY

Southeastern Dock & Door, headquartered in Greenville, S.C., was established in 1996 and has about 70 employees. Assa Abloy also has company locations in Charlotte, Raleigh, Hickory, Rock Hill, Chattanooga, Knoxville, and Nashville.

Johan Molin, president and CEO of Assa Abloy, reported that Assa Abloy Entrance Systems’ U.S. sales are expected to reach approximately \$19 million USD. ■

## Nortek expands manufacturing capacity

In November, Nortek Security & Control announced that it will be expanding its ISO 9001:2008-compliant manufacturing capacity by 25 percent. Nortek designs and manufactures products under its family of brands (such as Linear, GTO, and GoControl) and provides contract manufacturing services for branded and private-labeled security and home automation products.

Michael O’Neal, Nortek president, said, “We are expanding our manufacturing capacity to better serve our customers in growing market environments, which include smart home technology and the Internet of Things.” ■

## Rasco marks 25th anniversary

At Expo 2017 in Atlanta, Rasco Industries will celebrate its 25th anniversary with giveaways and prizes. The company is also taking its employees and their families on a riverboat trip on the Mississippi this summer.

Rasco Industries, a woman-owned business, was founded in 1992 in Minneapolis by Dick Brown and his son, Rick. Starting the company in Dick's garage, they invented the idea of stainless-steel screen doors as a way to keep bees out of a factory.

In 2009 after the sudden death of Rick Brown, his widow, Rosy Brown, took over the company. Today, Rasco has a 50,000-sq.-ft. factory and is the industry leader in commercial screen doors. Many of its first doors are still in use today. ■

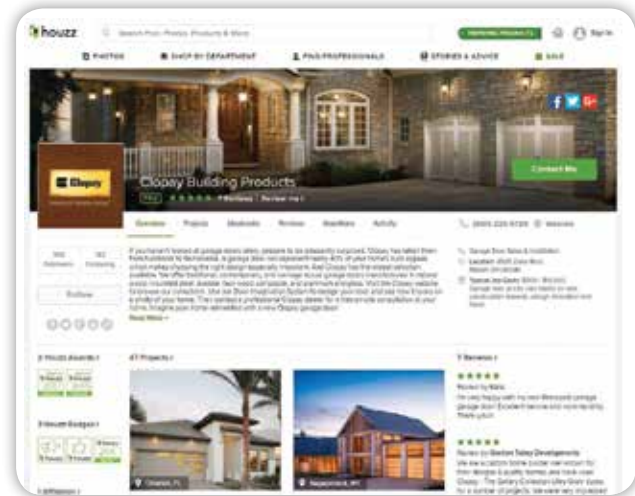


## Overhead Door wins 2016 product innovation award

In November, Overhead Door announced that its Model 653 Allura Shutter was awarded Architectural Products Magazine's 2016 Product Innovation Award.

The Model 653 rolling security shutter is ideal for areas with high pedestrian traffic, such as retail stores, pharmacies, and hospitals.

The Architectural Products Product Innovation Awards, now in its sixth year, honors innovation in the development and refinement of building-related products. The entries are judged by a group of 28 independent industry professionals. ■



## Clopay awarded Best of Houzz 2017

In January, Clopay announced that it had won the "Best of Houzz - Design" award for the second time. Houzz is a popular online platform for home remodeling and design. Clopay said it was chosen by the more than 40 million monthly unique users that comprise the Houzz community from among more than one million active homebuilding, remodeling, and design industry professionals.

The annual Best of Houzz awards consist of three categories: Design, Customer Service, and Design Photography. Design award winners' work was the most popular among the users on Houzz.

Clopay was also recognized with a Best of Houzz award in the Design category in 2015. Clopay garage door project photos have been saved more than 25,000 times by Houzz users around the world. ■

## Garage door screen company expands

In January, Advanced Screenworks announced the expansion of its production facility to include a 10,000-sq.-ft. warehouse in Winder, Ga. Advanced Screenworks LLC. currently sells its Lifestyle garage door screen and related products to 1,000 independent dealers throughout North America.

"The additional space will allow us to hold more inventories to cover the peak demand for the product without the need for extending production time," said Brian Jones, managing member. This is Advanced Screenworks' second facility in Winder. ■





## New Garaga Experts logo

In December, Garaga revealed the new logo and a new slogan for the Garaga Experts network. The two were developed to better promote the network, the Garaga brand, and to simplify its use. The logo was last revamped in 2008.

The Garaga Experts network has existed for over 20 years. Garaga supports the network by providing marketing support and sales tools to help them stand out in their markets. ■



## Service Spring volunteers at Ronald McDonald House

On Jan. 31, 2017, 11 employees of Service Spring volunteered at the Ronald McDonald House of Northwest Ohio. The employees served 20 families at this event, donating ingredients, preparing lunch and dinner, and encouraging those at the house.

“Working alongside co-workers to make a difference in the community is a great feeling. I’m glad to be a part of a company that values community involvement to this extent,” said Nate Reid, Service Spring’s director of corporate social responsibility.

Ronald McDonald House is a non-profit organization that serves as a “home away from home” for traveling families of children who are hospitalized with specialized medical conditions. ■



## Garaga launches “Win a Smart Garage” contest

In February, Garaga launched a contest aimed at homeowners who want a smart garage door system.

The grand prize includes a new Garaga garage door system, an 8550 belt-drive LiftMaster smart garage door opener with MyQ and a battery back-up, a garage door monitor, a laser-assist for parking, a Google Nest indoor security camera, and a control unit to program all the accessories, which includes lighting inside the home.

Entries can be made at [www.garaga.com](http://www.garaga.com). No purchase is necessary to enter. The contest runs until June 28, 2017. The drawing for the grand prize will take place July 5. ■



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## Clopay extends imagineNation Makeover Contest

In January, Clopay announced that its imagineNation Makeover Contest will continue through 2017. Homeowners who have replaced a garage door or entry door can submit before and after photos to the Clopay imagineNation Makeover Contest for a chance to win \$1,000.



Clopay will select one winning makeover per month through the end of the year. The contest runs through Dec. 31, 2017. All entries and winners are featured at [www.clopaydoor.com/imagination-garage-door-photos](http://www.clopaydoor.com/imagination-garage-door-photos).

Clopay launched the contest in June 2016 to promote the impact a new door has on a home's curb appeal and to inspire homeowners who are looking for fresh ideas to transform their home's appearance. ■

## Garaga offers new garage door display

In February, Garaga announced a new style of garage door display, ideal for locations where floor space is limited. This portable display is on rollers and can hold two 8' x 7' doors back to back. It is also easy to set up and take down when used for trade shows. ■



## Miller Edge donates sports equipment after Fencetech

In February at Fencetech in San Antonio, the Miller Edge booth featured a sports theme with equipment from various sports. After the show, Miller Edge donated all sports equipment to two local nonprofit organizations: Lackland Fisher House and Children's Association for Maximum Potential (CAMP).

"This year, we decided to give back to two organizations that provide so much to the military who protect us and the surrounding community," said Flossie Mohler, vice president.

Lackland Fisher House is a "home away from home" for families of seriously ill or injured military patients receiving treatment in the San Antonio Area. CAMP was started by Air Force physicians and is a center for children and adults who face adversity with either a mental or physical illness. ■



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## Clopay door featured on NEXTadventure home at IBS

In January, Clopay's Modern Steel Collection garage door was featured on the 2017 International Builders' Show's NEXTadventure home, a project that showcases the future of the 55+ lifestyle. The home's features were handpicked to meet the needs of this buyer group, as identified in two recent studies polling their preferences, values, and attitudes.

Clopay says that its Modern Steel Collection garage door is the perfect choice to meet their preferences for personalized design, performance, and convenience. Architect Deryl Patterson selected a grooved-panel Modern Steel design with a custom five-window layout to heighten its curb appeal and blend its modern aesthetic with the home.

The door featured a 2"-thick three-layer construction with polyurethane insulation for an 18.4 R-value. According to a comparison study by Clopay engineers, replacing an older garage door with an insulated model can reduce energy loss through the garage by up to 71 percent. ■

## Service Spring sends veterans to visit war memorials

In January, Service Spring concluded its Flight Challenge, begun in August 2016 to raise funds for the Honor Flight Network. More than 250 Service Spring customers and three vendors participated, raising \$25,000 to send American war veterans to see the war memorials in Washington D.C. ■



## Delden holds second ugly sweater garage door contest

In December, Delden Garage Doors held its second Ugly Sweater Garage Door Contest on its Facebook page. Mike Kappler of Kansas City won the contest (see photo), earning the most 'likes.'

Contestants were urged to post a photo of their ugly creation on Delden Garage Doors' Facebook page between Dec. 1-15 for a chance to win a LiftMaster 8550W Elite Series operator. ■





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### New features in GaragaNet

In February, Garaga announced that its GaragaNet extranet tool now makes it easier to efficiently manage consumer requests and ensure close tracking for every request for quote.

The GaragaNet assigns each request to a sales representative, collecting information on every customer, responding promptly to each request, and, if needed, setting up a consultation at the customer's home or the dealer's showroom. The tool helps dealers measure the effectiveness of each salesperson and calculate closing ratios for each. ■



### Hörmann announces new BIM objects

In January, Hörmann High Performance Doors announced that it has developed its fabric and rigid high-speed doors for BIM. (BIM stands for Building Information Model, a digital description of every aspect of a building asset.) Hörmann's new BIM objects are available at [www.hormann-flexon.com/BIM](http://www.hormann-flexon.com/BIM).

The data-rich content is available to customers working with Autodesk Revit projects at no charge and is intended to enable informed design decisions to architects, engineers, and other building industry professionals. Hörmann's graphics accommodate the user's needs in a variety of levels of detail, ideal for architects.

Hörmann High Performance Doors' architectural support manager is Joshua Harter, AIA, NCARB, LEED AP BD+C. ■