



Clauss

Clauss Replaces Rauch at FlexiForce

On Jan. 1, Joe Clauss became general manager of FlexiForce North America, replacing Mike Rauch, who left the company in February. Clauss reports to Juan Vargues, the interim president of FlexiForce.

Based in Abbotsford, British Columbia, Clauss joined the company in 2008 as the business unit manager for hardware products. He was promoted to general manager of the Abbotsford plant in 2013. ■

North Central Announces New President/CEO

In February, the ownership group of North Central Door announced the promotion of Steve Palmer to president and CEO. He replaces Steve Holley, who retired at the end of 2013.

Steve has been general manager of North Central Door for eight years and has been in charge of all day-to-day operations of the company and has been instrumental in leading the company's growth and expansion.

Palmer holds a bachelor's degree in finance and a master's degree in business administration from St. Cloud State University. Prior to coming to North Central, he served as general manager/controller for McKechnie Vehicle Components. ■

Entrematic Promotes Five Team Members

In February, Entrematic announced five promotions within its Sectional Doors Americas business area that manufactures and distributes Amarr garage doors, garage door openers, and accessories.

Vickie Lents is now vice president of marketing. Lents started with Amarr in 2006 as residential garage door product manager and became director of marketing in 2010. Brian Lunsford, formerly the controller for eight years, is now chief financial officer for the company.

Scott Williams and Mike Howell have been promoted to district managers of operations in the West and Midwest, respectively. Howell has been with the company for 18 years and Williams for 10. Both will oversee operational management of seven Amarr Door Centers.

Keith Marcou is now regional director of operations for a region that includes almost 20 Amarr Door Centers from Ohio to southern Texas. He is an 18-year veteran with the company, most recently serving as district manager of operations. ■



Lents



Lunsford



Williams



Howell



Marcou



Palmer

Janus Hires Vice President

In January, Janus announced the hiring of Terry Bagley as vice president of business development. Bagley has been in the self-storage industry for 14 years.

He previously served as president and CEO of Centershift, a software provider to the industry. He currently serves on the Self Storage Association board of directors and is the co-chair of the Utah Technology Council (UTC) Public Policy committee. He earned a bachelor's degree in accounting from Brigham Young University and a master's degree in business administration from San Jose State University. ■



Bagley



C.H.I. Adds Two Key Positions

In February, C.H.I. Overhead Doors announced the hiring of Gary Wood as architectural consultant. He will call on the architectural community throughout the eastern United States. Wood has 12 years of experience working with the architectural community in the building products industry.

In November, C.H.I. announced the addition of Chris Manolis as the business development manager. He has more than 15 years of experience in the garage door industry. ■



Wood



Manolis

Entrematic Hires Architectural Sales Manager

In February, Entrematic named Mark Johnson architectural sales manager for its national Sectional Doors Americas business area that includes Amarr.

A licensed architect, he previously served as national director of architect relations and education at Masco Cabinetry in Cleveland, Ohio, and senior manager of architecture

and design marketing for Whirlpool Corporation in Benton Harbor, Mich. He also served in several roles at CertainTeed Corporation.

A recipient of architectural industry awards, he is a Fellow of the American Institute of Architects and serves as an advisory board chairman for Architectural Research Associates. He holds a master's degree in business administration from Washington University and a master's in architecture and urban design from the University of California, Los Angeles. ■



Johnson

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Miller Edge Adds Two Sales Staff

In February, Miller Edge announced the hiring of Amancio Sanchez as business development specialist for Canada and the U.S. Northeast. Sanchez has 15 years of experience in sales, sales management, and new business development. Before joining Miller Edge, he was strategic account executive for Class C Solutions Group and key account manager for Aramark Canada.

In December, Miller Edge welcomed Erica Marvel as inside sales representative for the East Coast. She holds a bachelor's degree in business administration from Neumann University. ■



Sanchez



Marvel

Raynor Promotes Two

In January, Raynor announced the promotion of Whitney Smith to business development associate, acting as a liaison between the business development manager and the sales team. Employed at Raynor since 2013, Smith has been a customer service representative.



Smith

Raynor also announced the promotion of Donna Behrens to credit manager. Behrens has been working in credit at Raynor since 2005. ■



Wisdom

Hörmann Flexon Adds Regional Sales Manager

In October, Hörmann Flexon announced the appointment of Charles Wisdom as its new West Coast regional sales manager. With deep experience in sales and the door industry, he will cover the entire West Coast.

His 30 years of experience in the industry includes 22 years of owning and operating a door and hardware manufacturers' sales agency and several years as a sales manager in the automatic door industry. ■

Marantec Hires Regional Sales Manager

In November, Marantec America announced the appointment of Tony Badalamenti to Western regional sales manager, covering all of the Western states including Alaska and Hawaii.

Badalamenti has 27 years of door industry experience in a variety of sales and manufacturing management positions. He is a graduate of St. Clair College in Windsor, Ontario, specializing in manufacturing engineering, and he holds a bachelor's degree in operation management from Arizona State University. ■



Badalamenti

Airlift Doors Announces Sales Manager

In November, Airlift Doors announced that Sabrina Shrack had been promoted to sales account manager. An Airlift employee since 2008, she is a graduate of Alexandria Technical College and has six years of experience in garage door sales and management. ■



Shrack

Denco Honors General Manager

In December, Denco honored its general manager, Mike Gerber, for his 30 years of service to the company. Gerber is credited as the first Denco employee.

“He is more than my right-hand man,” said Dennis Schlabach, president. “He is my rock and my friend.”

Jodi McCracken was also honored for 10 years of service. ■



From left: Mike Gerber and Dennis and Kathy Schlabach.

TNR Adds U.S. Sales Staff

In September, TNR Industrial Doors announced the addition of Paul Hard as regional sales manager for the North Central United States. Prior to joining TNR, he was a district business manager for Assa Abloy, selling Albany doors for more than 15 years. ■



Hard



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