

DOOR+ACCESS

The Newsmagazine of the Door & Access Systems Industry

systems

C.H.I. SOLD FOR \$3 BILLION

Employees earn windfall payouts,
dealers reap sales and supply chain benefits

40 Porch Pirates Beware

42 The welcome return of industry
trade shows

48 New York Times article highlights
industry supply chain issues

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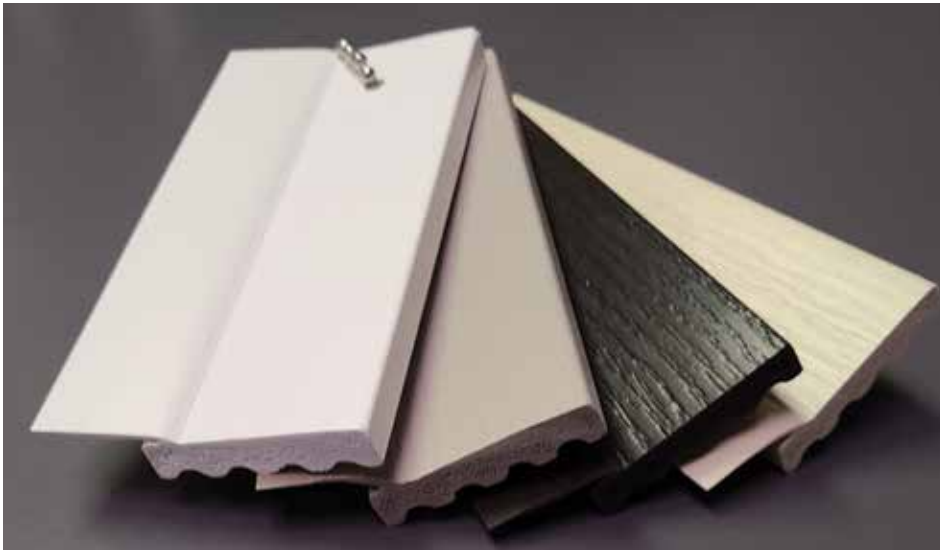
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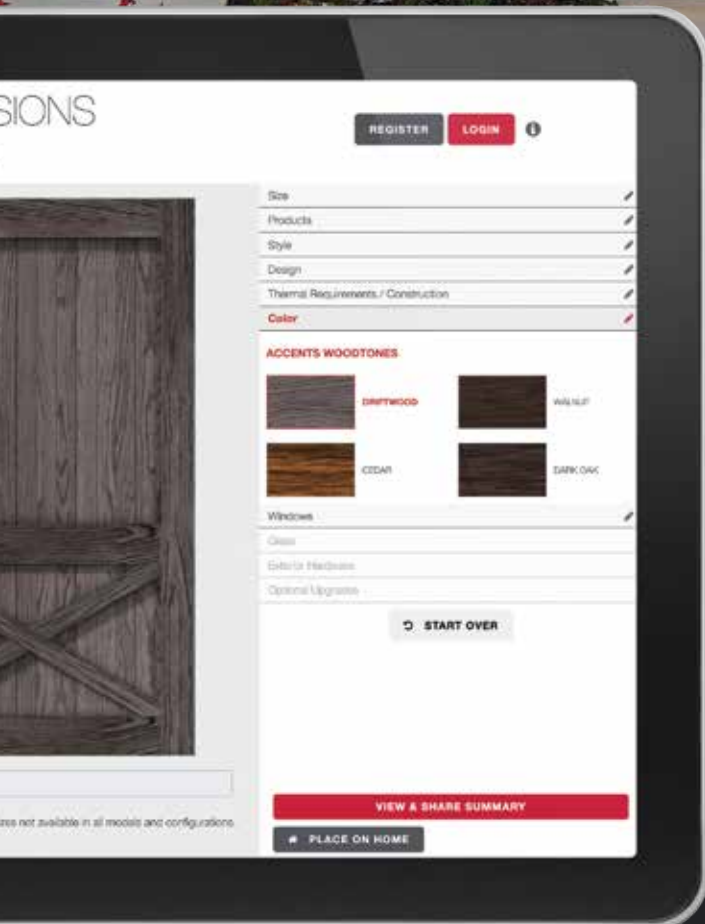
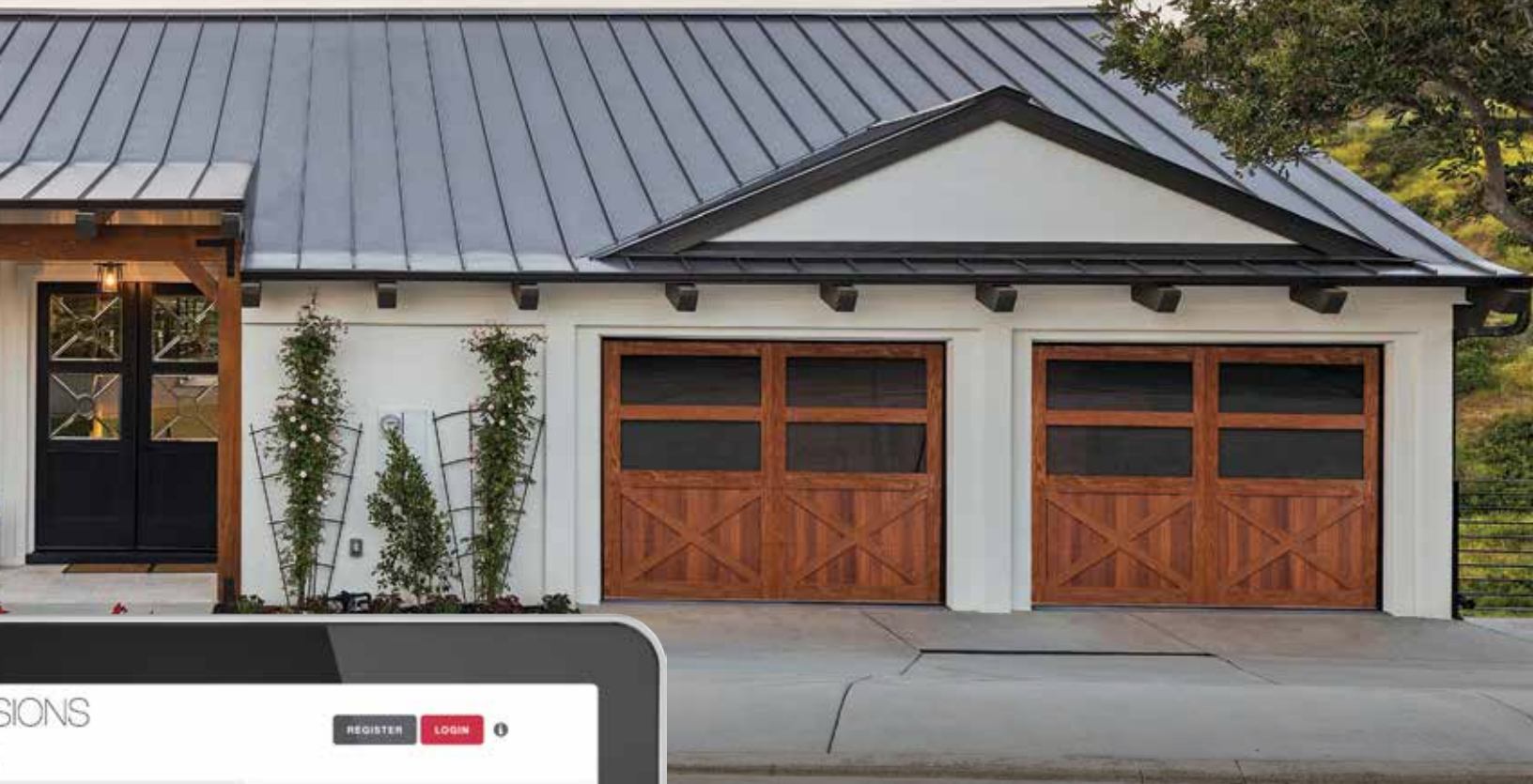
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C.H.I. 
OVERHEAD DOORS

Door + Access Systems is mailed quarterly to 20,000 professionals in the door and access systems industry. Approximately 90% of our readers are door and access systems dealers.

The magazine is published by the Door & Access Systems Manufacturers Association (DASMA), North America's primary association of manufacturers of garage doors, rolling doors, door and gate operating devices, high performance doors, and related products. Our members' products are sold in virtually every county in America, in every Canadian province, and in more than 80 countries worldwide.

We seek to increase communication, knowledge, and professionalism in the industry. While striving to maintain the best journalistic practices, the magazine also strives to maintain DASMA's role as the recognized voice of the industry.

Opinions expressed in Door + Access Systems are not necessarily those of the editor or DASMA.

Door + Access Systems is circulated free of charge to qualified companies in the United States and Canada that manufacture, distribute, or install the industry's products. For others, the magazine is available for \$10 US per issue.

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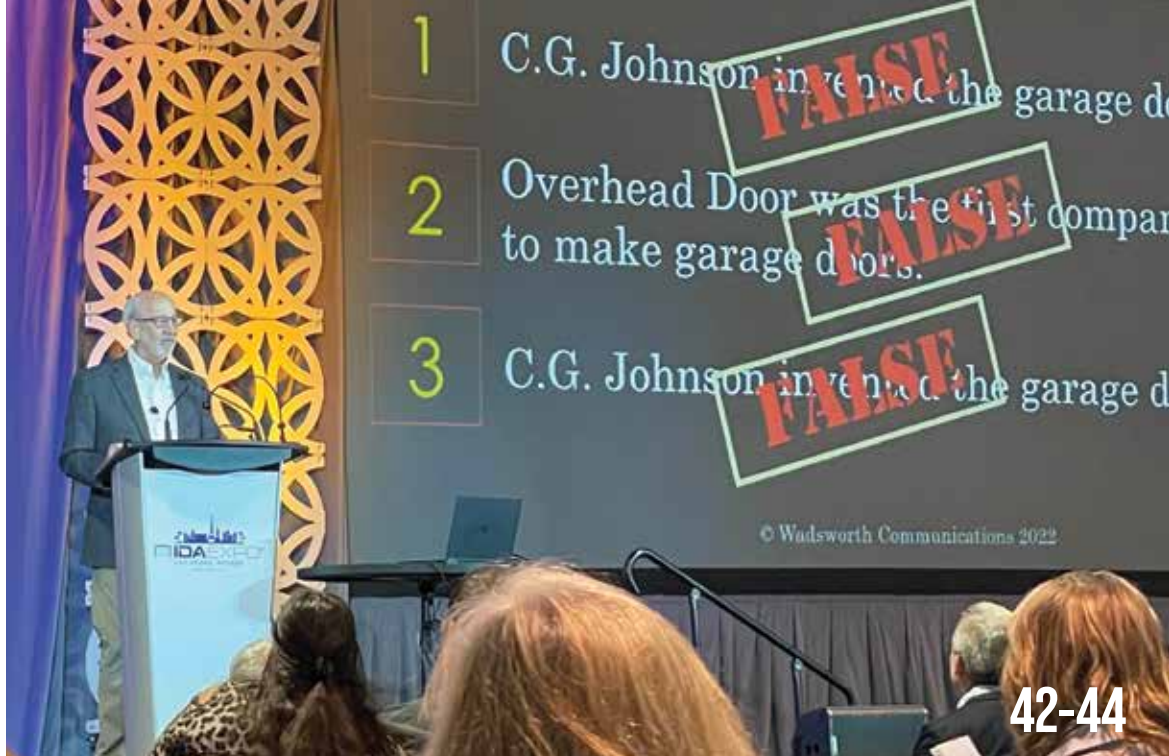
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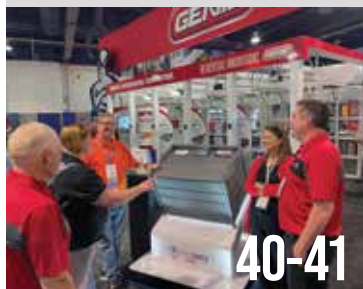
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DASMA is North America's primary association of manufacturers of garage doors, rolling doors, door and gate operating devices, high performance doors, and related products. Our members' products are sold in virtually every county in America, in every Canadian province, and in more than 80 countries worldwide.

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THE FRONT PAGE

OUR TOP NEWSLINES STORIES



Page 8 DoorKing unveils 2112 Video Entry system
DoorKing launched the Model 2112 eVolve, a video telephone entry system for residential applications.

Page 18 AkzoNobel appoints new managing director
AkzoNobel appointed Daniela Vlad to the managing director position.

Page 24 Raynor Garage Doors announces new facility
It was announced that the company will acquire a 575,000-sq.-ft. facility located at 200 E. Corporate Drive, Dixon, Ill.

Page 28 Garaga commercial doors now available in Revit files
Revit is a tool in the AutoCAD family and the most popular software for making 3D drawings.

Page 30 Federal jury finds for Overhead Door in patent infringement trial
The patent infringement case between Chamberlain Group (CGI) and Overhead Door involving inventions related to wireless or smart garage door opener technology has been decided.

Page 34 New DASMA TDS: Motorized garage doors used in entertainment venues
The new TDS is designed for applications not intended for vehicular access such as restaurants, bars, and other venues where the intended use is to separate indoor from outdoor seating or entertainment areas.

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DoorKing unveils 2112 Video Entry system

In April, DoorKing launched the Model 2112 eVolve, a video telephone entry system for residential applications. The 2112 is an advanced cloud-based system that operates on an internet or cellular connection. The companion DoorKing apps, available free of charge for both Android and iOS, provide video calling and relay control, programming, event logging, and more for system administrators.

The 2112 can control up to three entry points and features broadcast calling, which allows up to four phones to ring simultaneously when the call button is pushed. www.doorking.com ■



Rytec introduces SmartSurround detection and alert system

In February, Rytec introduced SmartSurround, a patented, intuitive object detection and safety alert system now standard on most



Rytec Spiral door models. The advanced safety system combines intelligent optical light curtains, LED lights, detection, warning, and signaling capabilities.

SmartSurround provides a visual cue and alerts traffic to door activity near the opening while simultaneously communicating with the Rytec System 4 Door Controller. The integrated communication and recognition technology adjusts door movement and speed based on multiple traffic pattern scenarios.

Customizable, high-intensity LED light settings provide adjustable brightness control, color choice, timing, and flash rates. SmartSurround is ideal for high-traffic areas where both vehicles and pedestrians are present. www.rytecdoors.com ■

Nice/Nortek Control launches Soon Pro commercial operator

In April, Nice/Nortek Control launched the Nice Soon Pro commercial door operator. The new all-in-one control unit is reliable, easy to install, and features LED lighting and optional battery backup.

The Soon Pro is designed for sectional doors up to 16' tall with lighter cycles (up to 25). The narrow enclosure and compact size (4.5" wide) make it suitable for applications with tight, limited wall space.

A three-button open/close/stop station comes standard with each Nice Soon Pro. Each operator also features advanced technology that secures the door's positioning without mechanical limit switches and allows for gradual start and slowdown during door operation. ■



Advanced Plastic releases new press-in astragal and retainer assembly

In January, Advanced Plastic Corp. introduced a new patent-pending press-in astragal and retainer assembly designed to fit all standard residential and commercial overhead doors. The goal of the new assembly is to simplify the replacement of worn and damaged astragals.

The press-in astragal allows for a smooth, effortless, and secure installation, ending the struggle of pulling and feeding from



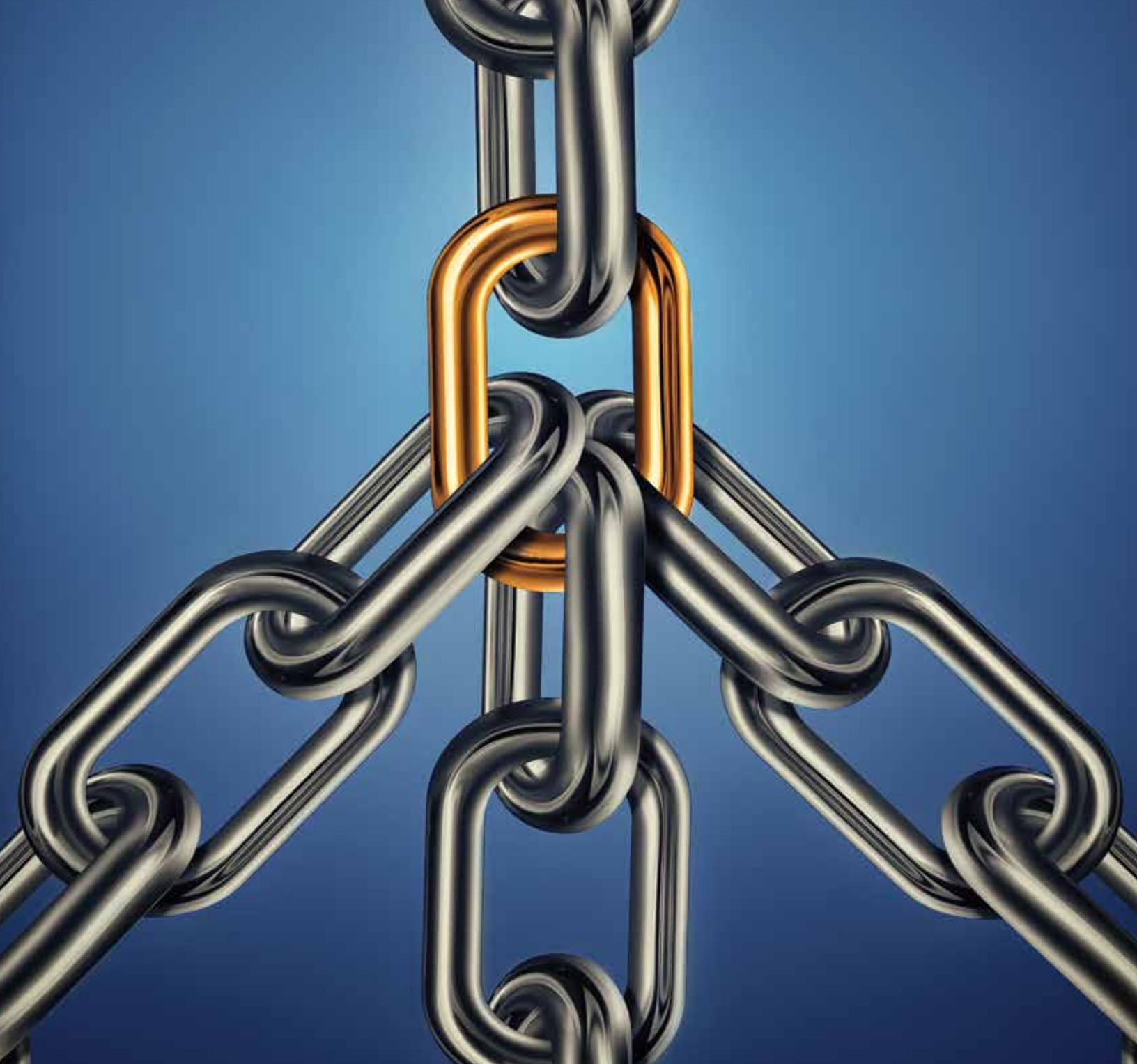
Experiencing problems with replacing old & damaged astragals?

the side with the track in the way. No special tools or lubes are needed. Instead, a technician will simply press in a new FRP astragal to a new URP universal slotted retainer.

The new URP universal slotted retainer series is available in widths of 1-3/8", 1-3/4", and 2"; and lengths of 4'1" and 6'1". The new FRP press-in astragal series is available in widths of 3-3/4", 4-3/4", and 6".

The assembly also offers companies the opportunity to repackage for reselling to the DIY market. www.advancedplastic.com ■

continued on page 10



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& SECTIONAL DOOR
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Amber Controls announces new Fork Lift Truck transmitter

In April, Amber Controls released its Model 4244 Fork Lift Truck mounting transmitter, featuring 433.92

MHz frequency with secure rolling code transmissions and a lithium battery with a life of over 10 years. The transmitter can be mounted on the truck fascia panel or the engine cover using the TEK screws provided.

The 4-button transmitter can open four or more doors at one site. For easy reference, each door can be painted to match the transmitter button color. All doors should be set to auto-close with photo-eye safety control so pressing a wrong button will not cause another door to close. The case is Nima 4X weatherproof with an operating temperature range of -20 to +60 degrees Celsius.

The Fork Lift Truck transmitter operates in conjunction with Amber Controls' Model 4224 four-channel receiver.

www.amber-controls.com ■



Haas unveils new Graywood option

In April, Haas Door launched a new woodgrain color — Graywood. The deep gray is now available for residential and commercial models in their American Tradition, Insulated Steel 2000, 700, and 600 Series.

On-trend gray tones like Graywood complement warm and cool exterior materials and finishes, including brick, stone, wood, slate, and a variety of paint colors. The unidirectional woodgrain pattern of Graywood adds a modern feeling to a classic gray with a warm woodlike element. The hue is consistent across the door, yet the woodgrain pattern is still clearly visible. www.haasdoor.com ■

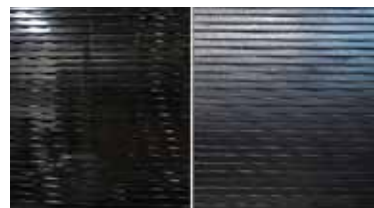


Miller Edge introduces RBand for the door industry

In January, Miller Edge launched the latest addition to their monitored wireless system product offerings, expanding their RBand product arsenal. RBand for Doors grants dealers and installers in the door industry a new wireless system composed of the same advanced features and technology that have been proven reliable in the gate industry for years.

The RBand for Doors features several upgrades, including improved RF immunity through software upgrades, improved software allowing RBand units to self-assess and increase power output, and a shortened response timing.

www.milleredge.com ■



CornellCookson adds two new finish upgrades

In April, CornellCookson introduced Galvanex Ultra and SpectraShield Ultra finishes, which serve as a protective topcoat for their Galvanex and SpectraShield finishes.

The new finish upgrades are polyester-based, textured, and feature water-resistant clear coats that increase the curtain's resistance to corrosion and help prevent deterioration. Both Galvanex Ultra and SpectraShield Ultra improve durability against normal abrasion and scratching as the door opens and closes — increasing the door's longevity and aesthetic.

www.cornellcookson.com ■

Action Industries introduces E-Z ZIP Push-In Bottom Seal

In February, Action Industries launched the E-Z ZIP One-Piece Push-In Bottom Seal. The patent-pending bottom seal eliminates the need for conventional retainers by offering a two-in-one solution. A rigid portion creates structural support while a flexible portion creates the seal. A push-in barb retainer design makes assembly and installation easy, while the compact box cuts down on shipping costs. www.action-ind.com ■



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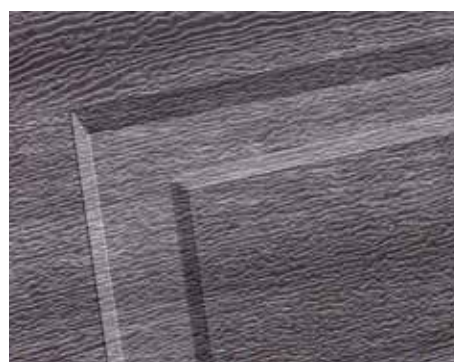


Townships Collection
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Clopay makes Black finish standard on select steel doors

In May, Clopay announced that Black is now available as a standard paint color on one- and two-layer 24-gauge Classic, Bridgeport, Gallery, and Modern Steel residential garage door models.

The steel has an embossed woodgrain surface texture, and the thermal reflective "cool paint technology" is used to reduce heat absorption from sun exposure.

Clopay also announced a 2" uniflex Black stop mold. The Black hollow and high heat stop mold is also still available. www.clopaydoor.com ■



Miller Edge announces RBand Grand Giveaway Sweepstakes

In April, Miller Edge launched a new giveaway sweepstakes designed to give back to their door and gate customers. From Apr. 1 to Sept. 20, 2022, qualified Miller Edge RB-P-K10 and RB-G-K10 systems will come with a unique six-digit code that can be used to enter their RBand Grand Giveaway. RB-P-K10 and RB-G-K10 systems installed during the giveaway period will only be eligible for entry.

A total of six winners will be randomly selected and awarded a check for \$1,000. To register your qualified systems and for giveaway rules, please visit www.milleredge.com ■



Amber Controls releases four-channel transmitter and receiver

In April, Amber Controls announced that the Model 4216 four-channel white fob transmitter with 433.92 MHz rolling code is available. The transmitter incorporates a sliding cover to protect the buttons, and a lithium battery, with an average life of over six years, is included.

The 4224 four-channel White Receiver is powered from a 24V or 12V door controller supply, operates on a 433.92 MHz rolling code frequency, and has memory for 30 address codes. Case-mounted buttons allow each channel to be tested without used a transmitter. An internal antenna is included. www.amber-controls.com ■



Alpine Overhead Doors introduces Speed-Grille

In May, Alpine Overhead Doors added the Speed-Grille to its line of high speed door solutions. The new high-performance, heavy-duty rolling grille features a variable frequency operator, which provides increased speeds up to 24" up and 12" down with a soft start/stop element.

Speed-Grille also offers a springless design and is engineered and built to last for at least 300,000 cycles. Standard safety and entrapment features include light curtains and photo-eyes. Additional customizable options are available.

The Speed-Grille is ideal for any application requiring high speed and security with heavy duty specifications, including parking garages, high-security entrances, municipal facilities, storefronts, malls, and shopping centers. www.alpinedoors.com ■

continued on page 14



EXPERIENCE THE TORSION DIFFERENCE

Torsion Plastics wants to be your strategic partner. Our industry-focused technical resources combined with the latest manufacturing and material options allow our customers to design and implement products that differentiate them from the competition. That's the Torsion Difference.



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THERMOFORMING

Torsion Plastics is exhaustive in its pursuit of providing the latest decorative options in the industry. Torsion utilizes a thermoforming process to create an extensive portfolio of decorative window inserts. The product offering includes the latest shapes and designs in the industry. New designs can also be created for a minimal upfront cost.



INJECTION MOLDING

Torsion Plastics recently added Injection Molding to its expansive manufacturing capability. Molded frames provide an aesthetically pleasing, lower-cost option for short and long panel offerings. Combining this technology with Torsion's stick welded capability, Torsion provides the most flexible and comprehensive window system offering in the industry.



RAPID PROTOTYPES

Torsion Plastics's Product Development team assists in the design phase of your project. Auto CAD engineering supports 3-D modeling, and ASTM standard tests that allow for materials and designs to be approved in the application before production begins. If design changes are needed, they can be done inexpensively in the prototyping phase before significant capital is spent on the program.

ABOUT US

Torsion Plastics is a full-service engineering, manufacturing, and logistics resource for the garage door industry. Our resident experts develop value-added solutions using the latest manufacturing technology and materials in the industry. Our New Product Development team will work with you to design and implement the most cutting edge products being offered in the industry today. Torsion's extensive material selection includes Rigid and Flexible PVC, wood-filled composites featuring FIBREX material technology, all major TPE's, high heat deflection materials including ASA, and EPDM. Torsion processes these materials with an expansive range of manufacturing capabilities including plastic and EPDM extrusion, thermoforming, injection molding. Value-added services include: Hot plate weld and clean, window frame assembly, and custom cutting and kitting. Contact Torsion Plastics today!

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Amber Controls announces Wireless Photo-Eye Set

In April, Amber Controls released its Model 9044-PW set of through beam wireless photo-eyes, including the Infrared Receiver (prewired with 6-1/2' of cable) and the lithium battery-powered Infrared Transmitter with a six-year battery life.

The product saves installation time by eliminating the need to wire cable over tall commercial doors as required for standard through beam photo-eyes.

The Infrared Receiver is suitable for both 24V and 12V supplies, and the package comes with adjustable reach brackets, screws, and more. Additional features include a slide switchselectable, relay output control function, and 300 c/s two-wire pulse output to meet both UL325 and European fail-safe safety standards, and a relay output control function.

The transmitter includes a low battery beeper, which will start beeping after six years. The 9044 photo-eyes are available without the prewired receiver cable.

www.amber-controls.com ■



CornellCookson offers Sloping Bottom Bar for Extreme grilles

In April, CornellCookson announced that its Sloping Bottom Bar is now offered on Extreme 300 Series grilles. With up to 1" of slope per 1' DBG, the Sloping Bottom Bar has double the sloping capability of a standard pitch plate.

The low-profile tubular design, combined with a grille that gradually increases in length, creates a highly finished appearance. The Sloping Bottom Bar allows Cornell's Extreme grilles to provide security for sloped openings without sacrificing aesthetics. www.cornellcookson.com ■



Clopay expands Bridgeport Steel door options

In May, Clopay expanded the Bridgeport Steel residential garage door line, adding one-layer, non-insulated and two-layer, 1-5/16" polystyrene insulated construction options.

Bridgeport Steel has a symmetrical recessed panel design with an embossed woodgrain surface texture reminiscent of traditional stile and rail-built wooden garage doors. Homeowners can choose a long or narrow panel style and customize it with optional windows and decorative hardware.

The doors come in five standard paint colors: White, Almond, Desert Tan, Sandtone, and Chocolate, as well as three premium finishes: Black, Ultra-Grain Walnut, and Ultra-Grain Slate.

The new Bridgeport Steel doors are offered in both 24-gauge and 25-gauge models. Certain height and width restrictions apply. Premium colors and WindCode reinforcement are only available on 24-gauge doors. www.clopaydoor.com ■



Guardian introduces new residential jackshaft GDO

In March, Guardian Access & Door Hardware launched the Model 928 residential jackshaft garage door opener. Model 928 features a powerful motor designed to open garage doors up 850 lbs., 14' high, and up to 54" of high lift. Its space-saving design operates with or without a cable tension monitor, and an automatic garage door deadbolt lock secures the door on closing.

The 928 includes built-in motion-activated LED lighting (bright enough to illuminate an entire garage, providing added security), two automatic lock ports, a hardened steel collar to reduce the chance of motor/torsion shaft slippage, and a 9' clutch release rope. Like every Guardian operator, this new model is directly compatible with any version of HomeLink.

www.adhguardianusa.com ■



continued on page 16

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DoorKing releases new Secure readers and cards

In April, DoorKing released the new ProxPlus line of card readers, featuring a higher degree of security than standard 125 KHz proximity card reader systems. Card clone products, available on the internet, can quickly and easily duplicate 125 KHz cards; to help address this issue, DoorKing launched the ProxPlus Secure line.

ProxPlus Secure readers use 13.5 MHz technology, and DoorKing adds encryption to the cards so that the card can only be read by a ProxPlus Secure reader, preventing unauthorized duplication of the access card. www.doorking.com ■



EMX releases CellOpener-365

In March, EMX launched the Cell-Opener-365, a new GSM-activated access control solution. The CellOpener-365 allows users to open an automatic gate, barrier, or overhead door using a mobile phone. The device also has all of the features of a 365-day timer, making it easy to set specific open or close times for any device that utilizes a simple switch input.

All programming is done via SMS text message from anywhere. Since the CellOpener-365 uses GSM cellular service, all time and date settings happen automatically, which eliminates any required site visits to adjust a timer. It also includes a SIM card that can be activated by the users and works on any cellular network.

With the ability to add up to 1600 standard users and an additional 400 special users, the CellOpener-365 is designed for large, high traffic facilities. The CellOpener-365 is in stock and available through EMX's international distribution network.

www.emxaccesscontrolsensors.com ■



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AkzoNobel appoints new managing director

In May, AkzoNobel appointed Daniela Vlad to the managing director position to lead the company's strategic direction across a diverse product portfolio, including coil and extrusion coatings, packaging coatings, wood finishes, and wood adhesives.

She brings a wealth of experience and expertise from her previous company, Philips. Since joining AkzoNobel in 2019, Vlad has held key leadership positions and successfully led many initiatives within the company's coatings businesses and automotive and aerospace activities. ■

Nice announces new hires and internal promotions following acquisition of Nortek Control

In February, Nice announced several key promotions and new appointments following their acquisition of Nortek Control in October 2021.

Luca Longhin, a veteran of Nice, was promoted to deputy CEO and will co-lead Nice North America with President and CEO Edoardo Malfè. The company hired Lisa Potok as chief financial officer in the pro-install smart home segment.

Internal promotions include Amanda Repp, who steps into the newly created role of chief people & diversity officer, and Jim Hardiman will take over as general manager of the China Innovation Center.

Additional appointments include Jari Niemela as chief technology officer, Craig Copley as chief information officer, Mark Owen Burson as chief marketing officer, and Daniel Schatz as general counsel. ■

Nice/Nortek appoints director of sales and hires manager of builder services

In February, Nice/Nortek Control announced that Jay Cary had been promoted to director of sales in the East Region, which includes Del., Md., Mich., Ohio, and Pa. Cary has more than 40 years in the AV industry and over five years with Nice. He will now serve as the director for the region's control, power, and AV brands. Previously, Cary worked at the Bose Corporation helping to launch the Bose "built-invisible" product line, and he played a key part in starting the HES (now ProSource) buying group.

Nice also added Michelle Chesnut as the new manager of builder services. She will be responsible for supporting Homesphere builders and sharing the Builder Services Program with other builders, integrators, and designers.

Prior to Nice, Chesnut served as vice president of operations at a California alarm startup company, helping to generate millions in revenue and gain thousands of customers. ■



Bruce Gunton unveils new Amber Controls product line

In April, Bruce Gunton, a 35-year door industry veteran, announced that he has launched a new product line — Amber Controls. Following the sale of his 48 patents for the "Zap" range of DC operators and other products, Gunton has spent the past couple of years developing innovative products designed for the residential and commercial door industry. His new product line is branded under the new name Amber Controls. ■

Guardian appoints new sales representative

In March, Guardian Access & Door Hardware hired Dennis Bottorf as a sales representative for Mich., Ind., and Ohio. Bottorf will be based in the Detroit area.

With over 30 years of industry experience, Bottorf is well known throughout the garage door and operator industry. Most recently, he served as district sales manager for LiftMaster. Previously, he held sales management positions at Moore-O-Matic and represented Delden Doors and Edwards in his own agency. ■



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Service Spring appoints Midwest sales manager

In February, Service Spring (SSC) promoted Edward Nottage to Midwest sales manager. Nottage joined the SSC team over 15 years ago and worked as a machine operator, a team lead, and in sales before being promoted to the sales manager position in the company's Maumee, Ohio corporate office.

With years of production and sales experience, Nottage is a knowledgeable addition to the SSC territory management team. He will cover territory in the Midwest region, which includes Minn., Wis., Ill., and Ind. ■

Miller Edges welcomes new marketing representative

In April, Miller Edge welcomed Mary Adams as their new marketing and communications coordinator. Adams brings years of experience and enjoys all aspects of marketing, from social media content curation to writing informative press releases.

She graduated from West Chester University with a bachelor's degree in Communications Studies and a minor in Psychology. ■



Nice/Nortek Control selects new chief product officer

In February, Nice/Nortek Control appointed Paul Williams as chief product officer. In this role, Williams will lead product management teams and develops the product road map across all brands. Williams excels at aligning real world problems and anticipating customer needs to create unique and innovative solutions.

Previously, he served as GE Lighting's general manager of product management and growth. In three years, his team created a DIY smart home ecosystem and grew the consumer mobile app from 30,000 users to more than two million. During his 14 years of executive leadership at Control4, Williams helped build the company from startup to IPO with double-digit, year-over-year growth.

Williams holds a bachelor's degree in Business Administration from Southern New Hampshire University. ■



Tiffanie Lightner joins Hörmann

In March, Hörmann Burgettstown welcomed Tiffanie Lightner as a parts support representative. Lightner was born and raised in Georgetown, Pa., and has multiple degrees and certifications within the healthcare field as well as a master's from Chatham University. She has a proven track record of excellent communication and leadership skills and will be working alongside April Brown, the parts department manager. ■



Hörmann adds a service support technician

In March, Kyron Mason joined Hörmann Burgettstown as a service support technician. Mason was born and raised in Pittsburgh, Pa. After high school, he joined the Navy where he became a Navy electronics technician and gained training on HF and UHF communications equipment. He also has experience as a logistics supervisor for Ross Distribution. ■

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Wadsworth earns PhD in retirement

In May, Tom Wadsworth received a Doctor of Philosophy (PhD) degree in New Testament from Midwestern Baptist Theological Seminary (MBTS).

In March, he successfully defended his 294-page PhD dissertation, "A Worship Service or an Assembly? An Investigation of the Terminology used to Describe Church Meetings in the New Testament." The dissertation challenges the common notion that church gatherings in the New Testament were considered worship services.

After completing his coursework and exams for the MBTS doctoral program in 2016, Wadsworth dedicated more than two years to researching and writing his dissertation. He plans to devote his retirement publishing and speaking on topics related to his research.

Wadsworth also holds a bachelor's degree in Biblical Studies, a MDiv degree with emphasis in New Testament, and a ThM in Biblical Studies. ■



Wadsworth

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A New Classic.

Haas Door introduces Graywood uni-directional wood grain that brings a modern feel to a classic color. Gray exterior colors have the longevity of a classic look but are being modernized by using darker hues. Graywood captures this trend yet is a perfect blend of shades to match multiple gray tones. The subtle contrast within the grain pattern is intentional but still provides a cohesive look to the door. The color blends well with gray exteriors yet stands out as a focal point for increased curb appeal. Graywood has a perfect balance that offers versatility to match and accent home exteriors.

GRAYWOOD FEATURES

- Uni-Directional Wood Grain Color
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- Wind Load & Impact Options



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Raynor Garage Doors announces new facility

In April, Raynor Garage Doors announced that the company will acquire a 575,000-sq.-ft. facility located at 200 E. Corporate Drive, Dixon, Ill. The facility will enable Raynor to substantially increase warehouse space and gain manufacturing efficiencies.

Due to the increased demands in volume post-pandemic, the Raynor management began exploring options for new and improved manufacturing and warehouse spaces. The Dixon manufacturing facility is located off Route 26 with immediate access to Interstate 88 and provides Raynor convenient access for receiving raw materials and transporting their products across the country.

Raynor has been headquartered in Dixon, Ill. since 1946 and is an important fixture in the Dixon locale. ■



Garaga's investment in Barrie plant pays off

In March, Garaga announced that its decision to convert two of its product lines in its Ontario plant has delivered. Expanding the Barrie, Ontario plant, located near the U.S. border and Northeastern states, has allowed the company to provide a wider selection of products.

Garaga now produces its Regal N24 and N25 garage doors in Ponca City, Okla. and in Barrie, Ontario, ensuring top-quality garage doors and better delivery dates across the country. Both Regal models are offered in two construction options — a galvanized steel layer with polystyrene insulation or a noninsulated layer. ■



Overhead Door promotes IDA "Dealer of the Year"

In March, IDA honored John R "Jack" Schrader III, president, CEO, and owner of Overhead Door Company of Lycoming County, as the 2021 "Joe A. Caputo Dealer of the Year." The award is considered the most prestigious form of recognition in the industry and is bestowed upon garage door dealers who demonstrate high integrity and are respected by their peers.

Schrader has previously won the IDA "Humanitarian of the Year Award," the "Small Business of the Year Award," and the "Eagle Award" for continued sales performance.

Schrader is also highly involved in his community. He founded the annual "5K Run for Kids" in Williamsport, Pa., has participated in church choir for 27 years, and coaches for the Special Olympics. He is on the Board of Directors at the Kiwanis Club of Williamsport and is a part of the West Branch Susquehanna Builders Association. ■



Clopay partners with Meyer Shank Racing for 2022 IndyCar season

In March, Clopay announced its new partnership with 2021 Indianapolis 500 winners Meyer Shank Racing (MSR) for the 2022 NTT IndyCar Series.

Clopay is featured on Meyer Shank Racing's dual IndyCar lineup and debuted on Mar. 20 at the XPEL 375 at Texas Motor Speedway. The Clopay Gold Bar logo was featured on both MSR Indy Cars. In May, the company hosted a booth inside the track at the Indianapolis Motor Speedway, showcasing residential garage doors and registering fans for an opportunity to win an official fire suit signed by the MSR drivers.

2019 & 2020 IMSA Champions, Meyer Shank Racing is in its third decade of racing. The Ohio-based team has raced to victory lane in the inaugural years of the Acura NSX GT3 on the way to securing the 2019 and 2020 IMSA GTD Championships. ■

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Assa Abloy named Environmentally Preferred Supplier

In April, Assa Abloy announced that the company had been designated as an Environmentally Preferred Vizion-awarded Supplier. Vizion is the largest member-driven healthcare performance improvement company in the U.S. They are dedicated to helping hospitals and clinics reach their goals through their Environmentally Preferred Sourcing (EPS) program.

Participating EPS manufacturers like Assa Abloy must provide a list of products that meet predefined environmentally preferred standards and specific third-party certifications to indicate independent auditing of environmental standards. ■



AkzoNobel expands products and services with “Discover more” campaign

In February, AkzoNobel launched its “Discover more behind the door” campaign featuring a renewed portfolio of products and services, including expanded Polydure coating options designed for a range of rolling, entry, residential garage, and commercial track doors.

AkzoNobel introduced Polydure N D2000, D2020, and D2030. D2000 is a hybrid coating optimized for scratch and abrasion resistance. D2020 is a maximum flexible coating that increases protection through its forming, bending, and embossing flexibility. D2030 is a tough and rigid coating that offers maximum scratch, abrasion, and wear resistance. Each comes in a broad range of color, gloss, print, and texture options.

The new campaign also highlights the services that AkzoNobel offers OEMs, specifiers, coaters, and its service centers. The company’s entire portfolio of steel door products is backed by its commercial and residential entry doors warranty. ■



Schweiss doors selected for aeroplane and automobile museum project

In May, Schweiss Doors highlighted a door project at the Western Antique Aeroplane & Automobile Museum in Hood River, Ore. The 3.5-acre museum houses about 170 antique airplanes, 210 antique automobiles, and 30 antique motorcycles.

Schweiss doors were selected for the recent museum hangar expansion project. A 65' x 22' bifold liftstrap automatic latching door was installed on an outside storage building for overflow items. Three additional Schweiss bifold doors are featured in the main complex of the museum. ■



Hörmann North America demonstrates “Stronger Together” campaign

In April, all Hörmann North American sales and manufacturing locations (Hörmann LLC, Hörmann Northwest Door, Hörmann High Performance Doors, and Hörmann TNR) showcased a unified display of products under one name and one booth at the 2022 IDAExpo in Las Vegas.

From sectional residential and commercial products to high-performance and industrial doors, Expo attendees were able to see firsthand examples of the full line of doors available from Hörmann North America. Exhibits included new sectional residential models along with a new high-speed rubber door model and high-speed rolling steel door. ■



“Real Housewife” selects modern ArmRLite doors

In May, “Real Housewife” Dolores Catania, a popular television personality, entrepreneur, and philanthropist known for her home

design and decorating skills, selected ArmRLite modern garage doors for her recent home renovation. The Black Alexander aluminum and glass garage doors offer protection and feature cross bucking, adding a rustic touch to the entryway and accenting the newly remodeled home. ■

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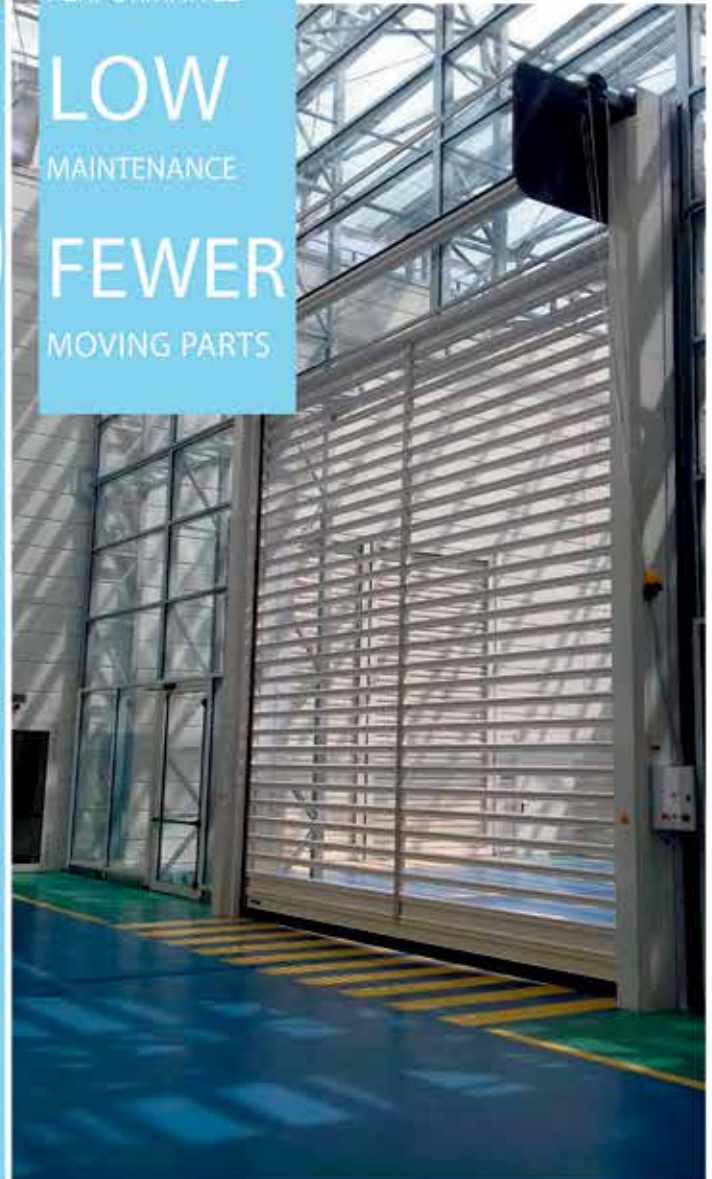
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Garaga commercial doors now available in Revit files

In March, Garaga announced that their commercial overhead doors are now available in Revit drawings. Revit is a tool in the AutoCAD family and the most popular software for making 3D drawings. Garaga has made their Revit drawings easy to access and download by adding them to each product page of their dealers' websites and by writing a new FAQ on the subject.

Garaga has also joined BimObject, a free virtual 3D object library used by many construction professionals. The products hosted on this platform were downloaded 5.2 million times in 2020 alone. BimObject is a great way to increase brand awareness and ultimately attract new customers. ■

Nice/Nortek Control release ELAN software upgrade



In April, Nice/Nortek Control released Software Upgrade 8.7 for ELAN Control Systems. New features and enhancements include direct control functionality, Bluetooth player capability, a new subcategory of utility product integration, and the 2GIG EDGE Security Panel integration.

The upgrade also provides integration with home wellness and security products. Specific utility solutions include ELAN Control Systems integration with the 2GIG EDGE panel, Moen Flo and Phyn water leak detection, TED energy-efficiency monitoring, and Broan-Nutone Overture indoor air quality control.

Authorized dealers can see the full list of features and access the new ELAN 8.7 software via the Management Cloud. ■

CPSG launches web-based learning management platform

In April, Controlled Products Systems Group (CPSG) launched its CPSG-U online learning management platform. The new platform offers growing businesses comprehensive and interactive curriculums for their employees and brings structure to CPSG's customer learning and development programs. Business owners can track employee progress, and users can earn continuing education credits.

A gate operator installation course is available now. The curriculum includes core disciplines of gate automation and access control, including UL 325 and ASTM F2200 safety standards, circuits, vehicle detection, and more. ■



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Federal jury finds for Overhead Door in patent infringement trial

The patent infringement case between Chamberlain Group (CGI) and Overhead Door involving inventions related to wireless or smart garage door opener technology has been decided.

In March of 2021, CGI filed suit against Overhead Door, claiming that the Genie 7155 TKV, Overhead Door Destiny 1500 products, and the Aladdin Connect and Overhead Door Anywhere Wall Controller and Door Sensor Kit infringed on Chamberlain's patented technology. GMI Holdings Inc., doing business as Overhead Door's Ohio-based Genie division, was named a codefendant in the suit.

On March 11, 2022, the federal jury in the United States District Court for the Eastern District of Texas concluded that no infringement had occurred and ruled in favor of the defendant, Overhead Door, with regard to the following United States Patent numbers: 8,57,404, 8,144,011, and 9,644,416.

The jury also found that the '404 and '011 patents were invalid, meaning that the patented smart technology that allows a person to open and close a garage door from anywhere using a smartphone is not a novel idea.

Chamberlain was seeking \$62.7 million in the case. Because the jury determined that no patent infringement occurred, no money was awarded. ■



Distribution of select LiftMaster products halted due to amended ITC patent decision

On February 9, 2022, the International Trade Commission (ITC) issued a final order on the Overhead Door proceeding pending against Chamberlain Group. The ITC order found that Chamberlain Group did infringe on three of the five Overhead Door patents identified in the suit.

CGI is required to wait to sell products deemed to infringe until after those products have been approved by the ITC Customs team. Until approved, there will be a temporary halt in distribution of select LiftMaster products.

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The exclusion order **does apply** to garage door operators, accessories, and select commercial products. The order **does not include** gate operators, most commercial door operators, and all service parts for warranty, services, and repair work on existing products. ■

Residential remodeling remains hot in 2022

Throughout 2022 and early into next year, home renovations and repairs are expected to grow, according to the April Leading Indicator of Remodeling Activity (LIRA) released by the Remodeling Futures Program at the Joint Center for Housing Studies of Harvard University.

The LIRA projects that year-over-year increases in residential renovation and maintenance spending will peak at 19.7% in the third quarter of 2022 before decreasing to 15.1% in the first quarter of 2023.

Increases in house price appreciation and home equity both support remodeling activity this year and into next, said Carlos Martín, project director of the Remodeling Futures Program at the Center. Existing home sales, renovation permitting, and retail sales of building materials also continue to grow at high, albeit slowing, rates, he added.

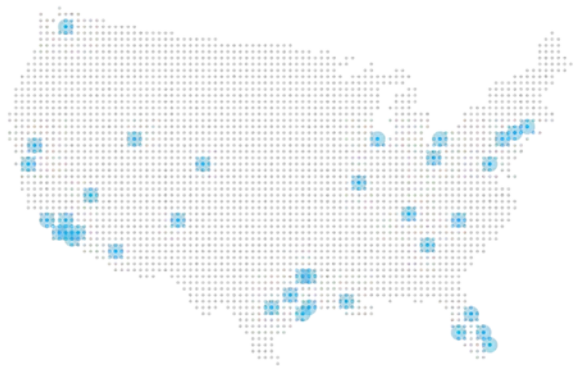
The next LIRA update is July 21. ■

Leading Indicator of Remodeling Activity – First Quarter 2022



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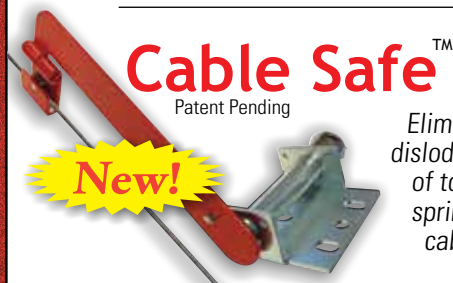
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DASMA provides several presentations at Expo

In April, DASMA hosted four seminar presentations at the Expo. Dan Gregoriou of Rytec discussed "High Performance Doors for High Performing Businesses," and Mark Westerfield of Clopay provided a "Wind Load Garage Door Installation" presentation. DASMA Technical Director Dave Monsour outlined the newly approved "DASMA Thermal Performance Verification Program" covering U-factors for residential and commercial garage doors.

Additionally, an "all-star cast" of DASMA Members participated in the "DASMA Mock Trial." The seminar offered audience members a chance to "be part of a jury that deliberates as part of a realistic "mock trial" and learn more about product liability. ■



WASA announces 2022 trade show

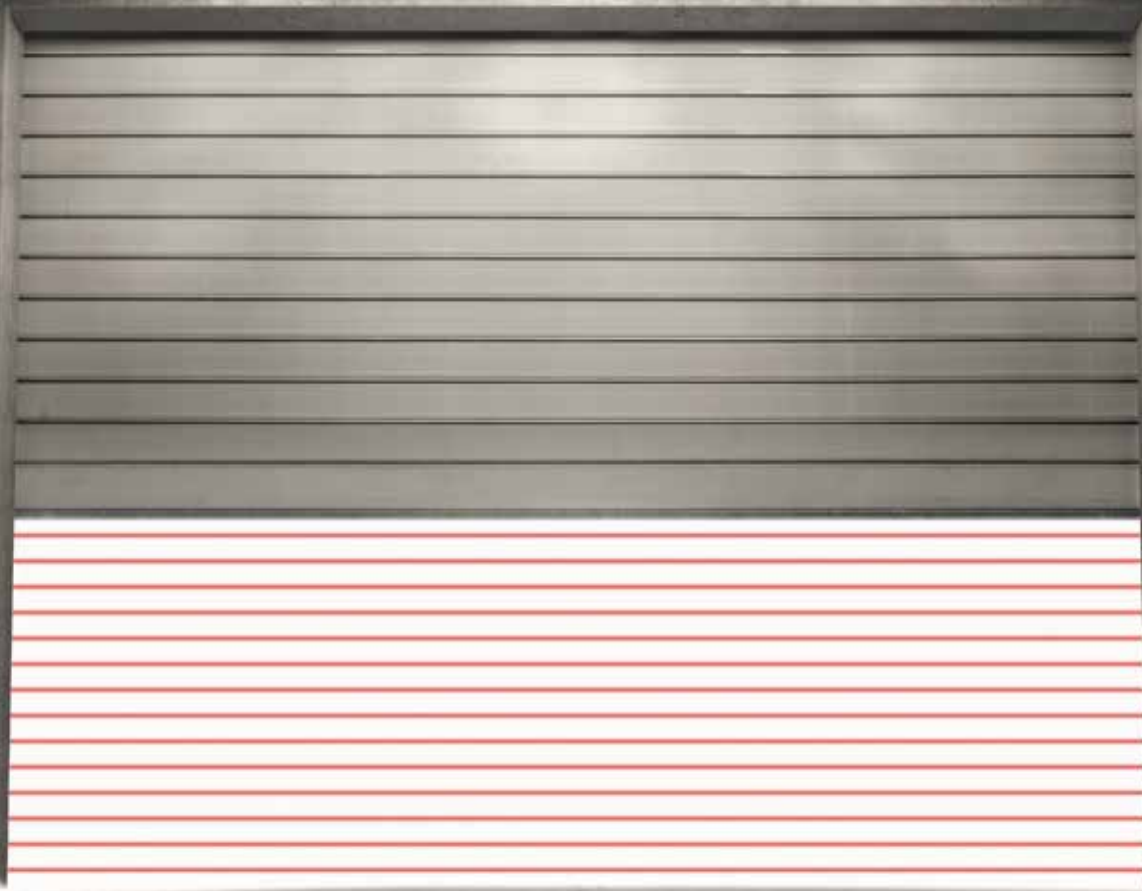
The Western Access Systems Association (WASA), originally incorporated as the California Operator & Door Association (CODA), announced their regional trade show will be held at the Morongo Casino Resort & Spa in Cabazon, Calif. from Sept. 29-Oct. 1, 2022. Prospective exhibitor information and registration information are available at www.wasaonline.org. Hotel reservations must be made by Sept. 13 to receive the WASA group discount.

Industry professionals from all sectors of the door, gate, safety, and access control sectors are invited to attend for free. The show includes a bowling tournament, exhibitor demonstrations, educational seminars, and IDEA testing and certification opportunities. ■



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New DASMA TDS: Motorized garage doors used in entertainment venues

On April 28, DASMA released TDS 386 addressing motorized garage doors used in entertainment venues. The new TDS is designed for applications not intended for vehicular access such as restaurants, bars, and other venues where the intended use is to separate indoor from outdoor seating or entertainment areas.

The rationale behind TDS 386 is to educate architects and installers about the unique considerations and recommended practices. ■



Rolling Door Division holds all-day strategy session

On March 24, the DASMA Rolling Door Division held a unique, all-day strategy session in Cleveland. Members began by reviewing DASMA's mission and then conducted a comprehensive review of DASMA procedures for everything from document review and creation to the assignment of project priorities. Emerging topics and short and long-term goals were also discussed. Milt Prosperi, Division Chair, said, "We looked at the big picture, and considered how to make DASMA work the best for the members. The engagement and open dialogue made the day a great success." ■

UL 325 proposals undergo STP review

In April, DASMA announced that 11 proposed changes to ANSI/CAN/UL 325 Standard for Safety For Door, Drapery, Gate, Louver, and Window Operators and Systems are currently under review by the UL 325 Standards Technical Panel (STP). DASMA submitted a major bifold gate proposal, and Chamberlain Group submitted nine miscellaneous changes. The review period began on March 4 and comments were due May 10. ■

The most-used Technical Data Sheets

Page Views*

DASMA Technical Data Sheet

- | | | |
|-----|---|--|
| 946 | ● | TDS-171 Official Codes for Torsions and Extension Springs |
| 171 | ● | TDS-163 Garage Door – R Value |
| 43 | ● | TDS-353 Gate Operators and the ANSI/UL 325 Standard |
| 25 | ● | TDS-158 Glazing in Garage Doors |
| 25 | ● | TDS-354 Loop Systems and Depth in Road Pavements |

More than 130 Technical Data Sheets are freely available at www.dasma.com under Publications. These documents have been prepared by and are continually reviewed and updated by the DASMA Technical Committees and staff. ■

*Unique page views tallied from Jan. 1, 2022, to May 15, 2022.



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ENHANCED FEATURES OF THE NEW HD SERIES EASIER INSTALLATION, LESS MAINTENANCE, GREAT RELIABILITY



1

Galvanized mounting angles



2

NEWGEN® aluminum guides
with integrated light curtain



3

Aluminum pivoting bottom bar
for easy reset after an impact



4

Low maintenance drive system
with variable frequency drive

C.H.I. SOLD FOR \$3 BILLION

Employees earn windfall payouts, dealers reap sales and supply chain benefits

On May 16, 2022, KKR, one of the nation's largest investment firms, announced the sale of Illinois-based garage door manufacturer C.H.I. Overhead Doors (C.H.I.) to Nucor Corporation, the largest steel producer in the United States.

The transaction is valued at \$3 billion. KKR and C.H.I. employees will profit generously from the sale, which is expected to close by early third quarter of 2022 following customary regulatory approvals.

The breaking news rocked not only the garage door industry but financial and private equity circles as well. Within 24 hours, the story was featured in Bloomberg, the Chicago Tribune, the Wall Street Journal, and CNBC, to name a few.

Employees reap rewards

At an owner's meeting in the company's Arthur, Ill. headquarters, C.H.I. employees

were informed that every employee, from the hourly truck drivers to the salaried executives, would receive large payouts determined by tenure and salary.

The return to employees was substantial due to the exceptional performance of the business since having been purchased by KKR in 2015. The Wall Street Journal (WSJ) reported that hourly workers at C.H.I. will receive an average of \$175,000 in a payout, with the most-tenured earning more than \$800,000 as a result of the sale.

As part of the overall package, all 800 C.H.I. employees will receive 12 months of prepaid personal financial coaching and tax preparation services. C.H.I. CEO Dave Bangert said, "It was critically important to offer these additional services to our teammates. We recognize the impact the payouts could have on C.H.I. families and their communities for decades to come."

Employee-ownership model works

The windfall from the Nucor deal can be linked to the equity-ownership program implemented by KKR when they acquired the company in 2015. Bangert said, "We knew then that KKR would be

a different partner and that the employee-ownership model was fundamentally different. We were excited about the opportunity it offered C.H.I. and its employees."

Pete Stavros of KKR has been a leading advocate for implementing

employee-ownership models, stating that they build stronger companies and financially elevate working families.

As the son of a 45-year construction worker, Stavros recognized the challenges his father experienced when trying to create long-term wealth on an hourly wage. So, Stavros dedicated his education and early career to exploring employee-ownership, profit-sharing, and engagement initiatives.

continued on page 38

By Vicki Jones, Editor

WE HAVE SEEN FIRSTHAND THE IMPACT THAT THE OWNERSHIP MINDSET CAN HAVE ON INDIVIDUAL OWNERS AND THE BUSINESS.



ON AVERAGE, HOURLY WORKERS AT C.H.I. WILL RECEIVE \$175,000 IN A PAYOUT, WITH THE MOST-TENURED EARNING MORE THAN \$800,000 AS A RESULT OF THE SALE.

continued from page 36

Today, he's witnessing firsthand the positive results and financial gains that employee-ownership models can offer companies, and C.H.I. is a prime example. He said that this model has "delivered great results for companies and great outcomes for workers."

Bangert agreed, adding, "It creates a better work environment because everyone has a stake in the game. It reinforces that every voice is critical and matters to the overall success of the company."

"This isn't charity, it's not a gift," Stavros said. "They [C.H.I. employees] earned it. They drove an unbelievable amount of productivity in the business."

THE ACQUISITION PUTS C.H.I. IN A GREAT POSITION TO MINIMIZE SUPPLY CHAIN ISSUES.

Trickle-down effect

Nucor is expected to continue with its own profit-sharing model. Some C.H.I. employees say that this model breeds employee loyalty.

In the CNBC report, C.H.I. General Manager Kenroy Morrison said, "I am all in with C.H.I., simple as that." Team Lead Jim Hill said, "They're going to have to wheel me out of here."

The local community is also reaping the benefits of the sale and employee-ownership program. C.H.I. is located in Arthur, Ill., and has approximately 800 employees. With a population of roughly 2,200 people, the city of Arthur and its surrounding community will indirectly benefit from the employee payouts generated from this sale.

WSJ interviewed Josh Ryan, an assembly-line supervisor for C.H.I., who said, "I can't explain how much it's going to change — not just people's lives here — it's going to change the entire community."

WSJ adds that Ryan, his fiancée, and future mother-in-law all work for C.H.I., and together they expect to reap \$750,000 before taxes.

Worth the investment

KKR reportedly paid more than \$600 million for C.H.I. in July 2015. The \$3 billion deal with Nucor marks one of KKR's largest returns in over

30 years, generating 10 times the original equity invested (inclusive of distributions).

KKR said in a press release that C.H.I. has experienced an impressive transformation since being purchased by KKR. "C.H.I.'s EBITDA [Earnings Before Interest, Taxes, Depreciation, and Amortization] margin steadily improved over a seven-year period and revenue grew by nearly 120% organically."

KKR attributes the growth to key investments in the workforce and plant, the addition of a second plant in Indiana, and operating improvements, including scrap reduction and increased labor productivity. Workplace improvements included air conditioning in the factory, new break rooms, a new cafeteria with healthier food options, and an on-site health clinic.

However, the most influential contributor could be the employee ownership culture. "We have seen firsthand the impact that the ownership mindset can have on individual owners and the business," said Stavros.

Company culture continues

C.H.I.'s entire leadership team and CEO Dave Bangert will remain in place and continue to run the business under the C.H.I. name.

"Nucor is our forever home. For the past 41 years, we've advocated faith, family, and C.H.I., in that order. Nucor shares the same principles, and they want to continue to grow the company by investing in C.H.I. and promoting our shared core values."

"Our employees are excited about the payouts, but also about the company's future with Nucor," added Bangert.

Dealers benefit from "steel" of a deal

The Nucor acquisition offers another obvious advantage for the garage door company.

"Under Nucor's ownership, C.H.I. will have strong continuity with our supply chain," said Bangert.

Nucor is the largest steel producer in the U.S. "The acquisition puts C.H.I. in a great position to

minimize supply chain issues," he added.

However, the acquisition offers C.H.I. access to more resources than just steel. As Bangert pointed out, Nucor has a good number of commercial businesses under its family of brands.

He said, "This is great news for our dealers! The stability in our supply chain is one part; we're also excited about the reach of Nucor's existing downstream businesses."

"Their commercial businesses offer a range of products, such as metal building systems, warehouse racking, paneling, joists, and decking, that provide C.H.I. and our dealer partners a great opportunity to work together to grow our respective businesses."

Starting a movement

As C.H.I. looks ahead under its new ownership, Stavros is on a mission to make the shared-ownership model the norm. He recently launched Ownership Works, a nonprofit company dedicated to "reimagining equity to build wealth for all." Its website says the shared-ownership model creates a better business and is "the right thing to do."

"We can't thank our strategic partners at KKR enough for believing in us at C.H.I., providing a life-changing experience for us all, and driving a movement not only across the industry but across the country," said Bangert.

The C.H.I. story is certainly an example of a lucrative deal that generated significant payouts for its employees and fostered a culture of dedicated and loyal employees in the process. As a CNBC news anchor asked ... "Do you think other firms are watching and listening?" ■

Editor's note

This is the first of two D+AS articles covering the sale of C.H.I. Watch for the follow-up story in the fall issue featuring an exclusive interview with the leadership teams.

COMMENTS FROM GARAGE DOOR TECHS ON FACEBOOK

- "I wonder what the people who quit last year are thinking."
- "Makes me happy to see those employees so happy."
- "[Employees] are all going to stay because they love their jobs and they love the company."



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PORCH PIRATES BEWARE



Smart and security-driven products dominate Expo

By Vicki Jones, Editor

Our 16th annual “Hottest New Products” survey*, conducted immediately after Expo, asked, “In your opinion, what were the hottest new products displayed at Expo 2022?” For this year, there was no clear “winning product.”

Instead, 17 different products were identified as the “hottest.” Furthermore, 14% of the survey respondents who answered this question said that there were “no new hot products” and an even greater percentage of respondents skipped the question altogether, possibly indicating that they couldn’t identify a “hot new” product.

Considering the past two years of supply chain issues, the limited supply of raw materials, and challenges with labor and resources, it is no surprise that companies had less time and money to dedicate to the development of new products. Nonetheless, Expo 2022 gave manufacturers a platform to showcase their products (existing and new) to thousands of attendees.

While it was hard to pinpoint one hot product, there definitely was a hot trend — smart and security-focused products. The top three “hottest products” at Expo, according to our survey results, epitomized this trend.

#1 — Genie’s Bench Sentry

A remarkable 15% of our survey respondents identified Genie’s Bench Sentry as the “hottest product.” 2022 marks the third consecutive time that The Genie Company has earned hottest product honors from our post-Expo survey results.

Genie’s Bench Sentry, featuring Aladdin Connect technology, offers a contactless and secure location for the delivery of packages. Using a single app, homeowners can designate whether they want their packages delivered in the porch box or in their garage. It also notifies them when a package is delivered and when the garage is opened and closed.

Bench Sentry works with tracking numbers used by all major carriers. Genie created the

new package security solution to help prevent package theft and to allow customers to monitor activity while they are away. As the battle to discourage “porch pirates” continues, products like Bench Sentry are on-trend and becoming more necessary.





#2 and #3 — LiftMaster and Genie's "smart" residential openers

LiftMaster and Genie's smart residential operators tied for the second most votes, with each operator receiving 12% of the hottest product survey results. LiftMaster's Smart DC operator is the first opener to offer remote diagnostic capability. Homeowners can control, secure, and monitor their garage from anywhere using the myQ app. The operator links with Amazon Key for in-garage delivery, and the LED lighting and camera upgrades, featuring live-streaming video, motion detection, and HD video, offer even more security benefits.

Genie's wall-mounted smart garage door opener is a direct-drive side mount unit that includes a wireless wall console, integrated battery backup, and a remote door lock. The opener also features integrated Aladdin Connect Wi-Fi capability that provides the ability to remotely monitor and control your garage door with your smart device.

Honorable mention

Findoor was the only door product to top our hottest products list. With 11% of the votes, the flexible swing doors were a standout at Expo according to our survey respondents. The folding door manufacturing company has been serving Finland for over 30 years, and they entered the North American market just five years ago.

Their industrial-grade folding doors are designed for heavy usage while requiring minimal maintenance. Every door is fabricated at their factory and customized to fit specifications provided. Their doors are ideal for applications such as barns, fire stations, airports, fabrication plants, and carwashes. The thermally insulated door core and weather-stripping help to prevent transmission of heat and offer cost savings throughout the year.

This is only the second time that Findoor has exhibited at Expo. Director of Sales – North America, Boyd Waldner, said, "We had a much

larger booth this year which included a trailer featuring a 12' x 12' manually operator door. We like that IDA switched to the every other year format, and we look forward to exhibiting again in 2024."

Smile! You're on camera

Manufacturers continue to release video-driven products to cater to growing customer demand; these types of products were predominantly featured at Expo.

DoorKing exhibited their new Model 2112 Evolve Video Intercom System. The cloud-based system allows owners to access and program the unit from a laptop, tablet, or smartphone. Additional features include real-time video and broadcast calling for up to four phone numbers at once.

LiftMaster highlighted their new Smart Video Intercom-S (CAPXS) — a cloud-based video intercom. Powered by myQ, the CAPXS allows owners to remotely manage access points. Additional features include an integrated camera, live video streaming, and the capability to record video clips.

As property owners do their best to trace property damage, vandalism, and other nuisances, these video-driven features are becoming more essential than ever before.

Garage vision

Cameras are not just for access control products. As the destination for packages expands from the porch to the garage, companies are adapting their products to accommodate.

At Expo, several companies unveiled garage door opener products with camera options. In addition to the Genie and LiftMaster residential openers already mentioned, Skylink launched its ATR-6912P opener featuring two LED lights for increased visibility, an add-on camera upgrade, and/or Wi-Fi capability for door monitoring from anywhere using a smartphone.

That's secure and smart

Marantec displayed two smart products at the show. The new maveo pro allows dealers to configure door openers from a smartphone and enables remote monitoring of GDOs. The maveo pro dashboard enables users to manage, organize, and remotely diagnose all door openers from anywhere, and at any time, with one single simple interface.

Their new plug-and-play Wi-Fi adaptor — the maveo bluefi stick — was also on display. It can be easily added to Marantec openers to enable wireless connectivity and operation via a smartphone.

Sommer also unveiled its Telecody Courier, a keypad for in-garage parcel delivery. With this new product, homeowners can grant full or limited access to their garage and customize the height of the opening based on the size of the package being delivered.

Sommer's ENTRAsys fingerprint scanner presented another alternate option for entering the garage. The highly secure radio transmitter is activated by fingerprint and can store up to 80 fingerprints (with up to nine admin prints).

These are just a small sample of the security-focused products featured at Expo 2022, but it does reveal a lot about the evolution of products today. Advances in technology, a video-driven culture, and Wi-Fi capability have changed the game. Homeowners want to see it all, literally, and manufacturers will have to continue to develop products that meet the demands of our customer base. ■

*About our survey

Invitations to our online survey, conducted immediately after Expo 2022 from April 6 to April 22, 2022, were sent to 1,835 random garage door dealers throughout the United States and Canada. Of the 173 dealers who completed the survey, 60 had attended Expo, and 28 of these Expo attendees responded to our question about the hottest new products.



THE WELCOME RETURN OF INDUSTRY TRADE SHOWS

By Vicki Jones, Editor

Expo 2022 in review

After a little over two years, the now-biennial industry door show, IDAExpo, was held in Las Vegas from April 5-8. Exact attendance numbers were not available for publishing at the time that this article was written. However, Door + Access Systems can attest that the trade show floor and Expo booths were crowded with dealers, especially during the first day of the two-day show.

118 Exhibits at Expo 2022

The event featured 118 exhibiting companies. While the number of exhibits was down compared to the average over the past five years, most of the manufacturers that we spoke with seemed pleased with the overall attendance.

Exhibit totals from 2017-2022

Year	Exhibit total
2022	118
2020	123
2019	144
2018	148
2017	152

2021 Expo was cancelled due to COVID-19.



Solo show

Expo was held as a standalone show for the first time since 2018. In 2019 and 2020, IDAExpo was held in conjunction with AFA Fencetech/NOMMA MetalFab. The 2021 show was canceled due to COVID-19.

The three organizations had decided to host a combined show to help mitigate travel and exhibitor expenses and to expose attendees to crossover companies and products. In 2022, IDA returned to a solo show. The association plans to host similar Expo events every other year going forward.

Back to Vegas

For the tenth time since 2000, Expo was held in the most historically popular location — Las Vegas. Attendance was healthy, and attendees took advantage of Nevada's fully opened casinos, bars, restaurants, and other local attractions.

While Vegas is typically a popular destination, according to our D+AS post-event survey conducted immediately following Expo, 65% of respondents reported that they did not attend Expo 2022. Of that group, 32% indicated that the show location in Vegas was the primary reason they did not attend, reporting that it was either "too far away" or "not an appealing location."

COVID-19 still a deterrent

The lingering virus was another factor that influenced attendance numbers. Several survey respondents indicated that they did not attend the 2022 Expo because of it. One said, "I am still not comfortable traveling, especially with the lax attitude about COVID in the United States." Another said, "I am letting COVID-19 settle down a little more before flying."



27 WORKSHOPS

The Expo week began with multiple educational sessions and workshops beginning on Tuesday, April 5 and ending with a SuperTech training session on Friday, April 8.

In addition to Expo's 27 workshops, IDEA also presented two two-day schools, including a course on Residential/Commercial Sectional Doors and the Commercial Rolling/Rolling Steel Fire Door course.

The SuperTech — Gate Systems Technical Level 1 workshop, presented by Jason Webb and Tom DeSilvia, provided training on a recently launched IDEA certification program. The hands-on workshop helped educate gate systems technicians on how to diagnose and repair gate systems, understand licensing requirements, and troubleshoot systems.

CERTIFICATION OPPORTUNITIES

The return of in-person trade shows provided members in the industry a convenient opportunity to get certified. On Wednesday, April 6, IDEA hosted three review sessions for the following certification exams: Automated Gate Systems Designer, Automated Gate Operator Installer, and Gate Systems Technician Level 1.

Time to get certified

Throughout Expo week, IDEA administered 200 exams, and the vast majority of testers passed.

IDEA certification type	Number of certifications awarded
Bundled: Residential Installer & Commercial Sectional Door Systems	53
Bundled: Commercial Rolling Door Systems Technician & Rolling Steel Fire Door Technician	41
Door Dealer Accreditation	46 exams administered
Automated Gate Operator Installer	19
Commercial Rolling Door Systems Technician	2
Commercial Sectional Door Systems	9
Gate Systems Technician Level 1	5
Residential Installer	28
Rolling Steel Fire Door Technician	6

The next "open" IDEA testing event will be held at the WASA (Western Access Systems Association) regional trade show on Oct. 1, 2022.

NOTEWORTHY SEMINARS

Industry woes

Attendees who arrived early enough to catch the first seminar of the week, the "State of the Industry Roundtable," said that it was relevant and helpful. The roundtable was hosted by Tim Castello (Miller Edge) and included panel members: Brenton Cheney (Frontier Building Products Pacific), Jeremy Evener (Service Spring), Paul McManus (Haas Door), and Val Sigmon (Amarr).

Castello provided a brief but detailed presentation outlining the effects the pandemic and global purchasing changes have had on the global supply chain. The panel discussed key issues currently affecting the industry, such as material shortages, supply chain woes, managing stock, and more. Attendees appreciated guidance from leading manufacturer representatives during these unprecedented times.

It pays to delegate

During the "Learning to delegate" workshop, Todd Liles and Chris Elmore of Service Excellence outlined key strategies to delegate successfully. They explained how to determine the value of a leader and the importance of letting go of distractions and time wasters. They also challenged the audience to categorize their tasks to improve efficiency and increase revenues.



It's showroom time!

The "Build it, promote it, they will come!" workshop hosted by Randy Oliver and John Noren of Hollywood-Crawford Door catered to dealers. Oliver and Noren shared the necessary steps to create a perfect showroom on a budget. They also outlined ways to utilize outside resources, like suppliers, and demonstrated how to track the effectiveness of your investment.

Be proactive, avoid legal troubles down the road

Nathan Breen's "Employee conflict issues" seminar was well-attended and struck a chord for dealers and owners. Breen presented various employee-related issues that could lead to conflict, or worse, legal retaliation, between an employee and management. He covered hypothetical retaliation claims, the complexities of discrimination issues, the recently altered guidelines/laws for independent contractors, and more.

Expo 2024 is scheduled for April 9-12 in Las Vegas. Learn more at www.idaexpo.org.

continued on page 44

KEYNOTE PRESENTATION

Wadsworth exposes the true history of the door industry

If you didn't know, now you do!

Award-winning journalist and former editor of Door + Access Systems, Dr. Tom Wadsworth, kicked off the two days of exhibits with a fact-packed, eye-opening keynote address. In honor of the garage door industry's 100th anniversary, Wadsworth was asked to present about "The birth of the garage door industry" during the originally scheduled 2021 Expo. When the show was postponed, so was his presentation. The good news for Expo 2022 attendees is that his presentation was worth the wait.

True inventor of the garage door revealed

While conducting investigative research on the life and career of C.G. Johnson, Wadsworth uncovered key historical documents that revealed the true inventor of the garage door. Spoiler alert! It's not who we thought it was.

That information was featured in our fall 2020 cover story, "The founders of the garage door industry; the story that has never been told," and it was also the premise of Wadsworth's keynote address at Expo.

He presented historical patents, rare photos, and detailed information from the past 100 years of the door industry. That indisputable evidence revealed the true inventor of the garage door, and ultimately, the foundation of the door industry. The presentation also provided door dealers and entrepreneurs with insight on how to apply lessons from the industry's history (and its pioneering figures) to be successful today.

Letters to the keynote speaker

- Those in attendance were floored by some of the revelations unveiled during Wadsworth's keynote. Here are some comments:

Masterful storyteller

- "Tom's keynote address is one of the main reasons I attended Expo this year. In a nutshell, it was superb! Tom's command of the subject matter was masterful, and his oratory skills are top shelf. He presented this topic in a storytelling fashion, occasionally interjecting his opinion but always supported by well researched facts."

Dan Apple — *Managing Partner, The Apple Group*

Exceptional journalism

- "I found Tom's keynote address about the history of the garage door industry to be enlightening and entertaining. What he was able to uncover is exceptional journalism and helps clarify our industry's history. Thank you, Tom!"

Pat Lohse — *Consultant, Clopay Corporation*

Another fantastic presentation

- "Knowing Tom Wadsworth never disappoints, I sat in the front row to prepare for the resulting adventure of his investigative research. Tom's ability to locate little tidbits of information and take us on this journey was impressive. I find myself asking, "How did he find these pictures and this information?"

- "The depth of his research was impressive. Over two decades, Tom has mastered the ability to keep an audience's attention, and retirement has not diminished that skill one bit. I left his keynote entertained, more informed, and more motivated."

Kevin M. Pettiette — *Owner, Smokey's Garage Door*
Past-President, International Door Association



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Fencetech/MetalFab 2022 in review

After a year off due to COVID-19 precautions, the American Fence Association (AFA) and the National Ornamental & Miscellaneous Metals Association (NOMMA) teamed up for their Fencetech/MetalFab industry trade show on Feb. 15-18, 2022. The co-located event was held at the New Orleans Ernest N. Morial Convention Center.

The trade show schedule included a total of 35 seminars (14 provided by MetalFab and 21 hosted by Fencetech) including keynote presentations. Attendees also had the opportunity to attend the Gate Automation Design School and/or the Sales Training School.

Live auctions and awards dinners were also part of the jam-packed agenda. ■

Fencetech Numbers:

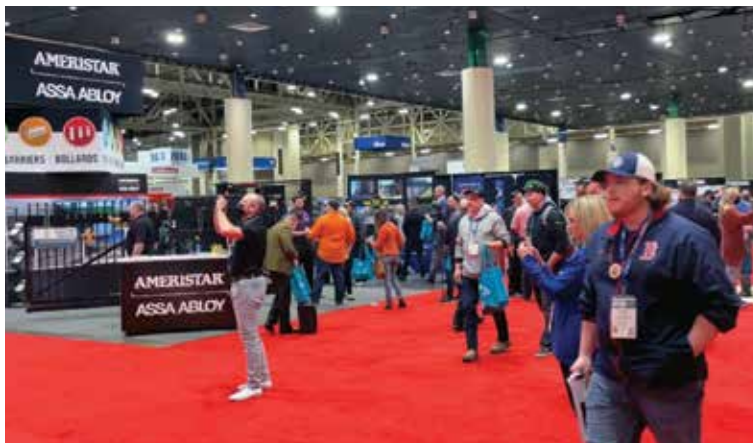
- 240+ exhibitors
- 3 days of exhibits
- 3,000 AFA and NOMMA combined attendees
- 33 combined educational seminars/workshops
- 835 attendees at educational seminars and schools

MARK YOUR CALENDAR

The next Fencetech/MetalFab trade show will be held in Oklahoma City, Okla., from Feb. 28-March 3, 2023.



The show was scheduled at the beginning of local Mardi Gras festivities, and the opening Kick-Off Party set the tone for the show.



Fencetech organizers were pleased with the turnout, boasting over 240 exhibitors, 3,000 combined AFA and NOMMA trade show attendees, and 835 individual attendees at the various educational seminars and schools.

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A NEW GARAGE DOOR IS #1 PROJECT FOR ROI AGAIN ... AND AGAIN

Cost vs. Value 2022 report reaffirms value of garage door replacements

By Vicki Jones, Editor

In Remodeling magazine's 35th annual Cost vs. Value report (www.costvsvalue.com) by Zonda, a garage door replacement* retained its number one spot in rankings of all 22 remodeling projects examined.

Remodeling magazine's survey examines typical home-improvement project costs and the value each project adds to the sale price of a home. The 2022 report calculated the average cost versus value for 22 popular remodeling projects in nine U.S. regions and 150 U.S. markets.

In the 2022 study, the approximate \$4,041 cost of a garage door replacement delivered an estimated resale value of \$3,769, equating to a 93.3% return on investment (ROI). The manufactured stone veneer project took second place with a 91.4% ROI.

Garage door replacements have consistently ranked in the top five projects for ROI since first being included in the report in 2010, and they have held the top spot for ROI six out of the past seven years.

The remarkable return means that a garage door replacement still virtually pays for itself, and that no other remodeling project delivers better value. The average cost recouped on all 22 projects was 62% of a project's investment dollars. At a nearly 94% ROI, the garage door replacement project far exceeds the ROI of the average remodeling project.

Key statistics for garage doors

- The cost versus value for all nine regions examined was 91% or higher.
- In 96 of the 150 individual metro markets, a garage door replacement ranked first for overall ROI.
- The garage door replacement project ROI dropped less than 1%, from 93.8% to 93.3%.
- Garage door replacement and manufactured stone veneer are the only two projects with a ROI of 90% or higher. The next closest project is a minor kitchen remodel (midrange) at 71.2%.

Great ROI in every location

The regional data in this year's report reveals that a garage door replacement is a great investment no matter where you live in the United States. In all 150 individual markets, a garage door replacement had a recoup cost of 89% or higher.

In this past year, all nine regions generated an ROI between 89% and 99% for garage door replacements, and it was reported as the number one project for ROI in seven of the nine regions.

Exterior projects deliver more value

Once again, exterior home projects continue to yield the greatest ROI in the 2022 Cost vs. Value Report. Of all 22 projects examined (11 interior

VALUE

and 11 exterior), all 11 exterior projects ranked within the top 12 for the highest ROI.

The data supports academic research and expert opinions asserting that projects that promote curb appeal offer greater value.

Bigger bang for the buck

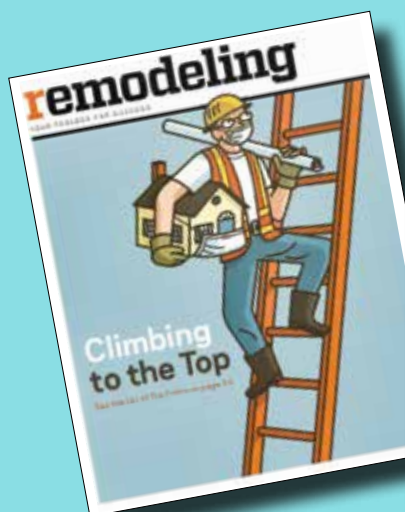
A garage door replacement is still the least expensive project of the 22. At an average cost of only \$4,041, a garage door replacement costs 80% less than the average exterior project (\$20,033). That supports the reputation of the garage door as the lowest-cost project with the biggest impact on a home's curb appeal.

Even though there were sharp cost increases for building materials in 2021 for all projects, the decline in overall ROI for all projects in 2022 was a modest 1.2%. For garage door replacements, it was even less at .03%, with a project cost increase of \$134.

These figures reaffirm the "resiliency of the robust remodeling markets amid economic concerns and supply-chain challenges" (www.costvsvalue.com).

*The report's definition of garage door replacement: "Remove and dispose of existing

16x7-foot garage door and tracks. Install new four-section garage door on new heavy-duty galvanized steel tracks; reuse existing motorized opener. New door has a lifetime warranty and is made with high-tensile-strength steel with two coats of factory-applied paint, is foam insulated to minimum R-12, and includes thermal seals between pinch-resistant panels. Windows in top panel are 1/2-inch insulated glass. Hardware includes galvanized steel hinges and ball-bearing urethane rollers." ■



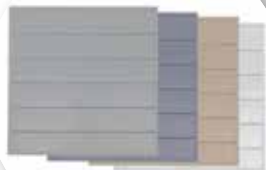
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2022 PROJECTS	COST	RECOUPED COST
#1 Garage Door Replacement	\$4,041	93.3%
#2 Manufactured Stone Veneer	\$11,066	91.4%
#3 Minor Kitchen Remodel (Midrange)	\$28,279	71.2%
#4 Siding Replacement (Fiber-Cement)	\$22,093	68.3%
#5 Window Replacement (Vinyl)	\$20,482	67.5%
#6 Siding Replacement (Vinyl)	\$18,662	67.2%
#7 Window Replacement (Wood)	\$24,388	66.3%
#8 Deck Addition (Wood)	\$19,248	66.3%
#9 Entry Door Replacement (Steel)	\$2,206	63.8%
#10 Deck Addition (Composite)	\$24,677	62.1%

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NEW YORK TIMES ARTICLE HIGHLIGHTS INDUSTRY SUPPLY CHAIN ISSUES

Why garage doors are a
challenge for homebuilders

By Vicki Jones, Editor

On Feb. 3, 2022, New York Times reporter Emily Badger contacted DASMA about a story concerning supply chain issues. Her inquiry began after several homebuilders singled out garage doors as a key source of housing delays. Badger was curious about the role garage doors were playing in the broader bottlenecks taking place in the homebuilding industry.

One real estate analyst told her that garage doors have among the most complex supply chains of any homebuilding component. Badger wanted to know more about the complexity of garage doors. "I suspect most consumers think of it as quite a simple product," she added.

She also wanted to know which components and/or variables were causing the delays. "Is it a particular component? Labor? Material? Chips? Sensors? Rails?" As anyone in the industry knows, the answer is all of the above and sometimes more.

Turning to DASMA

Badger was connected with DASMA Technical Director Dave Monsour, who used the interview to showcase the door industry's sophisticated and diverse product lines.

Monsour said, "I was able to explain the wide array of products that the door industry offers and the extensive features and upgrades that are available." In addition, he outlined the intricacies and various components required to manufacture garage doors.

He said that "Badger was shocked by the extent of the components we use and the variety of our product offerings."

continued on page 50

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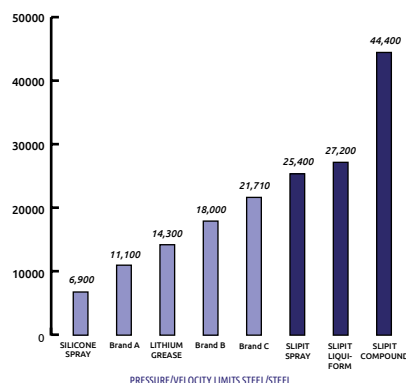
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continued from page 48

On Feb. 15, 2022, Badger's story, "4 bed, 3 bath, no garage door: The unlikely woes holding up homebuilding," was published. The story detailed several of the variables directly affecting our manufacturers and installing dealers.

New construction starts

Building a home from start to finish takes time, and when you tack on the supply chain delays going on right now it takes even longer. The booming housing market and an increase in house starts in 2021 are contributing to the cascading supply chain issues.

"After nearly two years of consistent decline, residential construction starts turned positive in the second half of 2021," according to the firsttuesday Journal story on Feb. 16, 2022. "Single family residential starts are 34% above one year earlier in the six-month phase ending December 2021." During the same six months, multi-family construction starts are also up 71%.

Garage doors are a problem

Building more new houses with a limited availability of supplies is a recipe for delays. While many industries and their related shortages can be linked to delays in homebuilding, it appears garage doors have been of particular concern.

Badger said, "The homebuilding industry is having the most difficult time in decades meeting demands, the sum of many pandemic complications." The Director of Research at John Burns Real Estate Consulting, Rick Palacios Jr., noted that garage doors have emerged as the latest aggravating factor.

"One issue is that a builder can't pass final inspection for a home that is otherwise perfectly complete — but that is missing its garage door. As a result, builders don't get paid and homebuyers can't move in," he said.

"A typical single-family home might have taken seven months to construct. Today, it can take up to a year," said Badger. In some cases, homebuilders are ordering the doors before the foundation is even poured in anticipation of the extended lead times.

President and CEO of the Brookfield Properties development group, Adrian Foley, said, "It used to take 20 weeks to build a house. And now it takes us 20 weeks to get a set of garage doors."

Sophisticated products are the root

One of the primary reasons garage doors are causing homebuilders headaches is because of the sophisticated nature of the products.

"Take apart one of these doors and it has a couple of hundred individual subcomponents: panels, tracks, brackets, hinges, springs," said Badger.

Additionally, as manufacturers continue to expand their product lines — by incorporating more custom choices like window configurations, size, color, and woodgrain options, insulation type, inlays, decorative hardware, etc., — the potential for door delays grows with each upgrade.

According to an index created by John Burns Real Estate Consulting, garage doors have a more complex supply chain than windows, HVAC systems, and plumbing fixtures. "They present more possibilities for something to go awry than just about everything other than appliances and lighting fixtures."

Subcomponent culprits: Steel and spray-foam

The inconsistent supply of both steel and spray-foam insulation are two components currently causing delays. The spray-foam shortage began when a severe winter storm hit Texas in February 2021. The storm caused widespread power outages across Texas and much of the American South,

The New York Times

shutting down five of the major chemical plants that produce a key chemical needed to make the foam.

The widespread shortage combined with the sheer number of industries utilizing these products leads to even more issues. Badger said, "If you make garage doors, you are also competing for polyurethane or polyvinyl chloride with window frames, vinyl siding, caulking — and the aerospace, cruise ship and automotive industries."

The limited supply of steel is equally daunting and cannot be as easily traced. In the Matmatch.com article "How the steel shortage impacts the manufacturing industry," Emily Newton identifies several key reasons for the limited steel supply:

- Mines and steel production facilities were shut down or otherwise impacted by COVID-19.
- Steel imports were also impacted by shutdowns, tariffs, and trade wars.
- There are fewer manufacturing plants and fewer workers, which contributes to the continued delays in new production.
- Warehouse inventory levels were depleted slowly and are now at an all-time low.

Since so many garage door components are made from steel, the ongoing shortage will continue to plague our industry. And to make matters worse, there doesn't appear to be any end in sight. Newton said, "All indications point to a continued shortage for the remainder of the second quarter of 2021 and likely far beyond. Inventory is low, supplies are depleting, and the future looks grim."

"Even companies that manufacture the finished doors domestically typically source parts from China that have been snarled in global shipping," added Badger.

New multi-purpose space needs a door

Material shortages, coupled with new home builds and an increased need for garages, makes the demand for door products even greater. Badger describes how, during the pandemic, the "real front door" has become the solution for all kinds of problems.

"It's the remote office, the home gym, the one-room schoolhouse, and the makeshift bedroom for doubled-up family. The pandemic has effectively completed the decades long evolution of the garage from a detached carriage house to a connected car annex to a space inseparable from the home itself," said Badger.

It's fair to say that homeowners are valuing and utilizing their garage space now maybe more than ever before. With remote and hybrid work opportunities increasing, a garage is valuable square footage.

While the supply chain woes are frustrating for homebuilders and door dealers, having the spotlight on our industry isn't all bad. Garage doors are getting exposure for homebuilding delays, but at the same time, the general population is becoming more educated about the complexities of garage door products. They are also being informed about the many upgrade options and custom choices that homeowners have today. ■



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MEET VAL SIGMON

An interview with the new DASMA president



By Vicki Jones, Editor

In January, Val Sigmon of Amarr was elected president of the Door & Access Systems Manufacturers Association (DASMA) when Michel Gendreau's two-year term concluded.

Sigmon is the president of Amarr, an ASSA ABLOY company founded in 1951 with 1600 team members.

We talked to the manufacturing association's new president to get his perspective on the current state of the industry and his vision for the association during the next two years.

1. You have always seemed to be a very approachable and down-to-earth leader who is respected by his employees. How would you describe your management style at Amarr?

I passionately believe in a servant leadership management style. This style allows me to engage with all parts of the organization to understand the needs of our team members and our customers so that actions can be developed to meet these needs.

A key aspect is to empower team members to make decisions to take care of the customer. My job as a leader is to give people the resources and tools to be successful. Simply put, I am here to serve them, not the other way around.

2. From a leader's perspective, what do you consider the biggest issue affecting the industry right now?

Over the past two years with a global pandemic that included supply chain shortages, inflationary costs, and a shrinking labor pool, it is difficult to choose which is the biggest. The easy answer is supply chain challenges, but focusing on our people in our company and the industry will help us best manage through the challenges the market brings.

All businesses are a collection of people, nothing less and nothing more. For me it is crucial that we get more people engaged in our industry. This is a healthy, growing industry and we need to develop and keep our talent as well as recruit people into it.

3. DASMA recently announced the valuable progress the association has made regarding the Thermal Verification Performance program. Why are these changes important for the industry and the association?

The thermal performance program is a key step in our industry to provide more reliable and helpful information to architects and end users to make informed buying decisions. Great progress has been made by Doug Geeslin and numerous other DASMA members to get us to this point.

Driving education of U-factor to architects and end users will be crucial, so they understand how the insulated sectional door improves the energy efficiency of an enclosed structure. Sustainability within construction continues to be important, and insulated doors can be a contributing factor to thermal performance.

4. During your two-year term as president, what are your primary goals for DASMA?

The first goal is to continue to build engagement within the organization. After two years of remote meetings, we had good attendance at our annual meeting in Florida in January. It is important that all members participate in our various meeting sessions so all voices are heard and DASMA can continue to drive action to improve our industry.

Our industry is changing and becoming more diverse, so our organization needs to represent this same change at all levels. If not, we are at risk of not understanding current market needs and becoming less relevant.

Secondly, it is important to continue to drive industry alignment and awareness of the thermal performance program. Key next steps are to ensure manufacturers' participation with the start of testing and marketing implementation.

Finally, my goal is to continue collaboration with IDA and IDEA to ensure that we are collectively supporting all aspects of our industry. It is crucial that IDA be successful with

the new Expo+ and Educon events as well as ensuring that IDEA continues to develop content that is desired and needed in the industry.

5. What are the unique contributions that DASMA brings to the industry, and what are the benefits of being a member of the association?

This is my fourth year of being involved in DASMA, and I have been amazed at how engaged the membership is to ensure all issues are being addressed whether they be standard, code, or regulatory related. It is gratifying to see all manufacturers work together towards a common purpose.

Membership allows you to be included in the discussions on what actions to take within the industry. You cannot impact the game if you are on the sideline, you must get into it. I challenge all those who are eligible to be part of DASMA and are not already members or associate members to reach out to myself or someone involved in DASMA to learn more about the organization and to get involved. ■

VAL SIGMON PROFILE

Education

1995: Bachelor's degree — Industrial Relations and Psychology from the University of North Carolina

2007: MBA from Wake Forest University — Babcock Graduate School of Management

Career path

Started with Amarr straight out of college

1995: Door Center Manager for Amarr

1997: District Manager for Amarr

2002: Director of National Accounts for Amarr

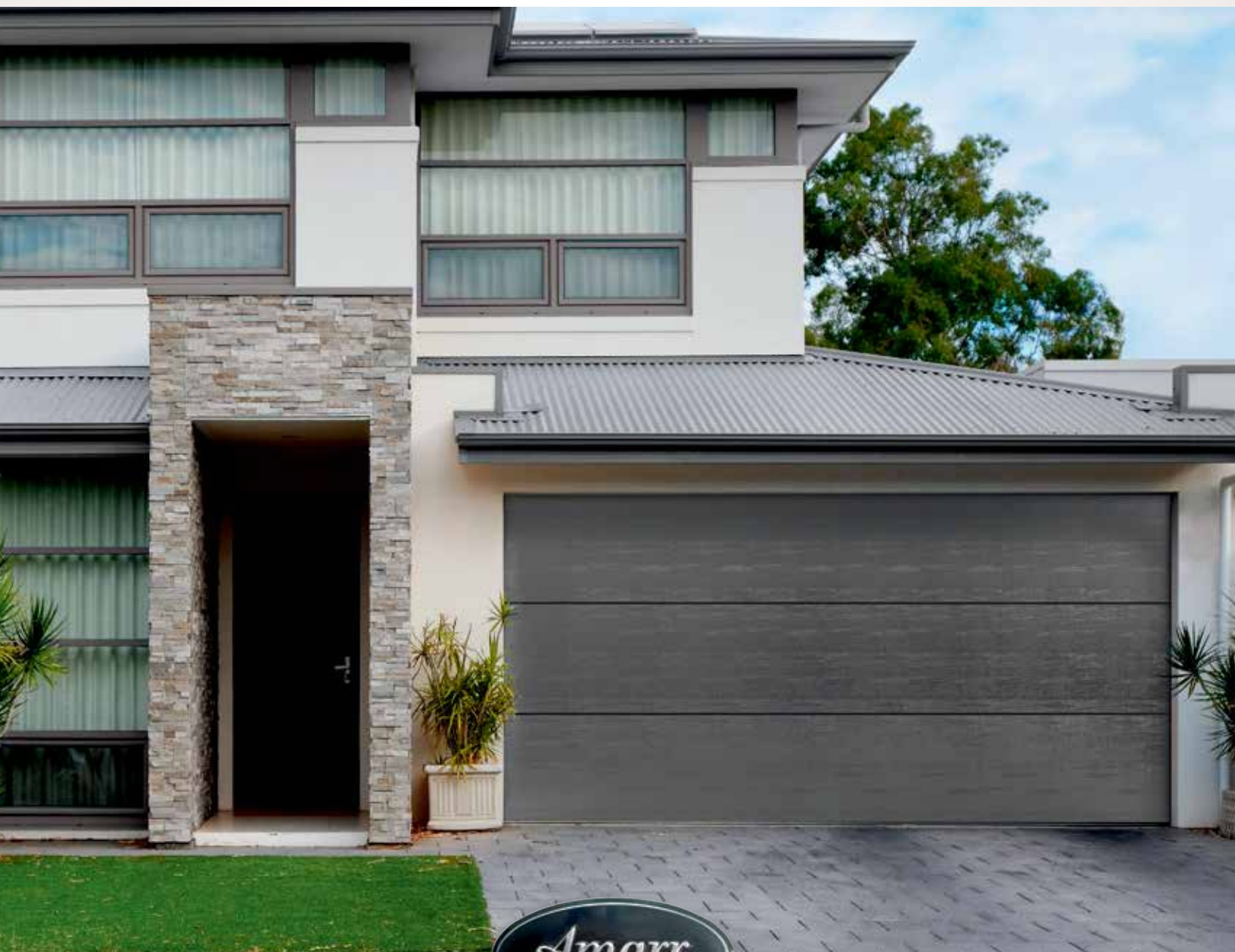
2010-2017: Several executive-level positions (including Executive Vice President)

November 2017: Promoted to President of Amarr

Industry leadership

2019-2021: DASMA Board Member and Vice President

2018-2019: DASMA Board of Directors



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THE DASMA THERMAL PERFORMANCE VERIFICATION PROGRAM HAS BEEN APPROVED

Answers to your questions

The Thermal Performance Verification (TPV) program was initiated and developed by the members of DASMA. After years of collective work and coordination, the program was approved on Jan. 25, 2022 and is scheduled to launch by no later than July 1, 2023.

At Expo 2022, DASMA Technical Director Dave Monsour provided a “Thermal Performance Verification Program” seminar defining the program and outlining how it will directly affect the industry in the future. The following Q&A with Monsour highlights everything you need to know about the program.



What is the Thermal Performance Verification Program?

A voluntary program to certify and label the thermal transmittance (“U-factor”) of some door products via third-party testing and inspection.

Which manufacturers are participating in the program?

As of April 2022, there are 11 manufacturers that have signed onto the program: Amarr, C.H.I., Clopay, Garaga, Haas, Midland, North Central, Overhead Door, Raynor, Safe-Way, and Wayne Dalton.

What are the requirements needed to be a program participant?

The core of the program is third-party testing,

certification, and quality control, along with common agreements on certain marketing practices.

What products are affected by the program?

The program applies to residential and commercial sectional garage doors. The program does not apply to rolling or high performance doors. Doors that meet the criteria of “highly thermally efficient” must be listed. Doors that do not meet those criteria are permitted to be listed.

To be considered “high thermally efficient,” the door must consist of an insulated core and have a meeting rail design that incorporates a thermal break.

How are glazed doors handled in the program?

Adding glazing to an insulated door may or may not invalidate the U-factor label. When small amounts of glazing are added, the solid door label may still be used. When a lot of glazing is incorporated to the door, the solid door label may not be used.

What amount of glazing is OK?

The dividing line is 16% of the door area. Cutting away more than 16% of the door area to add glazing will invalidate the solid door label. If a door with that much glazing is to be listed, a separate test and listing are required.

How is thermal performance assessed?

U-factor is a tested measurement of the thermal transmittance of an installed door assembly. The lower the U-factor, the better the insulation. Units are Btu/hr-ft²·°F.

R-value is a calculated estimate of the thermal resistance of a manufactured door section. The higher the R-value, the better the insulation. Units are hr-ft²·°F/Btu.



How do you differentiate between U-factor and R-value?

For garage doors, the U-factor is not the reciprocal of the R-value. U-factor will be governed by the program, and R-value will not be governed by the program.

U-factor is tested and measured and applies to the entire door assembly as installed. R-value is calculated based on an individual section of the door as manufactured.

Why can't R-value be tested?

For garage doors, the standard R-value test methods, such as ASTM C 177, C 518, and C 976, are not always suitable. For example, the sections of the door are not always flat, making it unsuitable for proper testing. In addition, estimating the value based on one small section of the door versus the complete door assembly does not offer a complete picture.

Are program participants permitted to use R-value?

Program participants must use U-factor for their “highly thermally efficient” doors and are permitted to use R-value for “highly thermally efficient” doors under certain conditions.

Under what conditions are program participants permitted to use R-value?

There are provisions in the program to de-emphasize R-value and subordinate it to U-factor as an expression of thermal performance. For example, R-value, if presented, will be in tandem with U-factor and the R-value will be shown less prominently on labeling and marketing materials.

continued on page 56



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What about U-value? Is that just another way of saying U-factor?

The term U-value is used in a variety of ways by different industries. Some garage door manufacturers have presented U-value as the reciprocal of R-value, which further complicates the thermal performance picture and confuses the marketplace. Building codes use the term U-factor for doors and windows. U-factor will be used in DASMA's TPV program. U-value will not be used in the program, and program participants that currently use this term in any context will no longer do so.

What about air leakage?

For now, the program is limited to U-factor. Air leakage is next on the agenda.

What about solar heat gain?

Solar heat gain and other glazing properties are not included. There are no current plans to include solar heat gain in the existing program.

Why is the industry moving toward U-factor?

The primary reason is to help create a level playing field. Thermal performance is a key selling point for manufacturers, and R-value has not provided an even playing field for our industry. With established, standard test procedures and third-party administration of the tests, it is fairer.

Each participant must adhere to the same rules, and the testing is mediated by an objective third-party. The U-factor-centric program will also allow architects, dealers, end users — everybody concerned — to focus on the benefits of insulated garage doors and the

other features that can be promoted by manufacturers.

Is U-factor more accurate than R-value?

Yes. Through testing and measuring (versus calculating and estimating), we can determine a true measure of the actual thermal performance of a garage door. Components such as section interfaces, perimeter seals, thermal breaks, stiles, and hardware are accounted for with U-factor, and again, the entire door is considered.

The U-factor is also necessary for design professionals to perform building analyses. Computer programs such as ComCheck require garage door U-factors as part of their input data.

Does the program offer increased credibility?

Yes, a test program governed by a third party that demonstrates repeatable and reliable results offers instant credibility. External code and regulatory agencies will see the industry policing itself, which will in turn lead to increased recognition and acceptance. There will be no need for others to impose labeling programs outside of our control or influence.

What industries already use U-factor?

The window and entry door industries have adopted the use of U-factors. The window industry has operated a third-party verification program for years, and the entry door industry has developed a program like ours.

So, was moving to U-factor inevitable?

Probably. The International Energy Conservation Code (IECC) has required U-factor labeling for

commercial doors since 2018. We are moving forward with the program, and ultimately, we want to convert our industry from R-values to U-factors. R-value is ingrained in the industry. It's been around for many decades. During the transition, we will have to work together to educate and accommodate our customers.

What does the IECC require?

The U-factor required for commercial doors is ≤ 0.31 . Higher values are permitted for residential doors and doors with glazing.

Who is doing the 3rd party certification?

Intertek will be responsible for administration, verification, certification, and quality control.

intertek

Third-party verification company responsible for administration, verification, certification, and quality control.

Is there a common test standard?

The common standard test is ANSI/DASMA 105 Test Method for Thermal Transmittance and Air Infiltration of Garage Doors and Rolling Doors.

How does the program affect dealers and installers in the industry?

Dealers are crucial in the thermal performance of doors because they are providing installation, maintenance, repair, and in some cases, accessories. They will also play a key role in explaining the program to customers. DASMA is in the process of preparing materials to offer dealers to help properly educate their customers. ■

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Advancing the professionalism of the industry is a key objective of DASMA, IDA, and AFA. In the fourth installment of Door + Access Systems' "Certification Matters" series, our readers can learn directly from industry professionals who are certified or accredited.

ACI Certification: ACI has a total of 240 certified technicians, with 151 Gate Automation Designer and 89 Gate Automation Technician certifications awarded in 2021 and 2022.

IDEA Certification: IDEA has a total of 4,460 total certified technicians, accredited dealers, and sanctioned trainers, with 352 added in 2022.

Don't take our word for it. Listen to your peers!

DASMA and IDA are working together to encourage members of the industry to take advantage of training and certification opportunities. In previous articles, we have provided general certification information, and we have focused on the specific programs available to installers and business owners in the door and access systems industry.

DASMA and its member companies believe training and certification are good for installers, manufacturers, and end users. Perhaps more convincing are testimonials from individuals who are trained and certified themselves.

TESTIMONIALS

We asked certificants to share their experiences and opinions. Here are some insights from these industry members.

Makes a huge difference

"We've found that advertising that our service professionals are certified builds confidence in our clients and results in more jobs. We also use it as a tool to recruit and retain employees. Our team gets great satisfaction knowing they are either certified or in the process of getting certified.

Our employees feel more confident once they pass their first test, and it increases leadership within the team. We strongly promote our certifications on our website and through marketing. I believe it makes a difference and offers a huge ROI both monetarily and in company culture. Employees like to work for employers who invest in them professionally and personally."

Ryan Lucia
Owner, Aaron Overhead Doors

Immediate credibility

"I display my certification on the company truck so customers can clearly see that I am an accredited technician. This helps give me immediate credibility, and hopefully, it negates any reservations a customer may have about a female technician arriving on the job site."

Robynn Nehl
Overhead Door Company, Gillette, Wyo.

Motivator and confidence booster

"To me the certification or accreditation is extremely valuable. It motivates me and my coworkers to strive every day to do our best and to take new projects head on and with an open mind.

It also creates a level of comfort with customers, builders, and contractors, ensuring that they are employing an above-qualified person or company to execute the job. Lastly, it has created a boost of confidence in myself to be a leader to my peers."

Jack Floyd
Gaithersburg Garage Door, Rockville, Md.

Truly essential

"IDEA Certification has become a cornerstone in our industry. It shows consumers that we adhere to the highest standards in training and preparing our staff and technicians in all aspects of what we do. It instills a certain degree of consumer confidence and provides each dealer the opportunity to demonstrate the high caliber of their company and the people in it. It is truly essential and must be readily available to all dealers across the country."

Jerry Trask Jr.
R&S Erection of Southern Alameda Co.
Hayward, Calif.

Many more testimonials are available from IDEA on their YouTube channel:
<https://www.youtube.com/channel/UCobgdIhOE3ASgsSb1RK-J3w>



ACI Certification, Gate Automation Designer (CGAD)

The following individuals received their CGAD between Feb. 1 and May 1, 2022:

Certificant Name

James Ahern	Brandon Chapman
Ralph Angiuli	Matt Clarkson
Sam Barrentine	Bryan Colson
Dennis Blake	Clint Doggett
Grey Boutwell	Brandt Edwards
Steven Brennan	Tyge Eldridge
Scott Briggs	Donald Keely Grim
Travis Canady	David Gros
Jonathon Champagne	Jason Habegger

Robert Hall
Corey Harrelson
Bryan Henn
Justin Hinote
Cannon Johnson
Timothy Kearns
Travis Kromhout
Justin Lamparter
Matthew Lewis

Hays Livingston
Corey Long
John Marshall
Robert Mauck
McKinly Meherg
Karl Morin
Dylan Mrkich
Robert O'Neal
Maor Peretz

Robert Perrini
Aaron Petty
William Prichard
Nicholas Reisdorfer
Vanessa Roeger
Cliff Rogers
Chris Sibole
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Binford Supply
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Chamberlain Group — LiftMaster
DMV Gates and Security Solutions
Door Systems of Charleston
Fencing Solutions & Construction

Gate Logic Security
Jackson Fence Co.
Jefcoat Fence
Integrous Fences and Decks
Magnolia Fence Company
Mid Atlantic Entry
Mr. Fence of Florida
POE Services
Premier Fence

Pritchard Electric
Pro Max Fence Systems
Quality Gates and Openers
Rutkoski Fencing
Savannah Fence & Entry Systems
Security Fence
Sloan Security Group
Soltero Ornamental Iron
Southeast Access Technologies

Spitale Construction Resources
The Gate Guys
The Genie Company
TriWest Fence
Tusco
United Fence & Construction Co.
Wizard Works Security Systems

ACI Certification, Gate Automation Technician (CGAT)

The following individuals received their CGAT between Feb. 1 and May 1, 2022:

Certificant Name

Scott Briggs	Tyge Eldridge
Scott Davis	Nathan Pelham
Lee Courtney	Shane Simpson
Brandt Edward	David Turner

One or more technicians from the following companies were awarded with the Gate Automation Technician certification:

Company Name

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R-value heads for the rocking chair

Thermal performance has been integral to the garage door industry for over five decades. All along, the metric of choice has been R-value — i.e., the resistance to heat flow, measured in units of $\text{hr}\cdot\text{ft}^2\cdot^\circ\text{F}/\text{Btu}$.

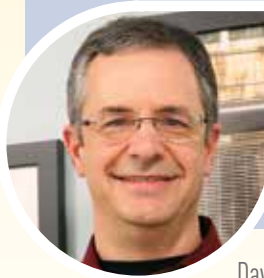
R-value attempts to describe how many degrees Fahrenheit temperature difference (from inside to outside) it takes to push one Btu of heat through one square foot of door area in one hour. R-value has helped the industry by providing a common language to discuss the crucial subject of energy efficiency; however, its limitations have been long known.

Simply put, you could say R-value “attempts to describe” the resistance to heat flow but “doesn’t really describe” it very well! To make matters worse, there has been little consistency between door manufacturers in the methods of determining R-value. For details on these limitations, see the Thermal Performance Verification Program article on page 54 of this issue of Door + Access Systems.

With the launch of the DASMA U-factor Program, R-value is now heading for retirement. The result will be an increase in professionalism and respect for our industry. The launch of this program marks a turning point for our industry and an important achievement. Let’s work together to bring it across the finish line sooner rather than later.

DIRECTOR'S

CORNER



Dave Monsour,
DASMA Technical Director

What can dealers and manufacturers of insulated garage doors do to promote the transition to U-factor?

1. Understand the reasons for the transition and the advantages of using U-factor to determine thermal performance. See DASMA TDS #163 for details.
2. Educate your customer base about true thermal performance. Reference specs, for example, by pointing out the absence of R-value from building codes since 2018.
3. For manufacturers, join the program! DASMA's U-factor program is just getting started, with eleven of the largest industry players already on board. Test and enroll products and use the labels.

Contact us

If you have questions about this topic or suggestions for future content, please email Dave Monsour at dasma@dasma.com. ■



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