

Miller Edge appoints new general sales manager

In July, Miller Edge promoted David Makepeace to general sales manager, where he will oversee the inside and outside sales departments. Makepeace has served in various roles during his eight years with Miller Edge, including his most recent position as regional sales manager for the U.S. Eastern region.

Makepeace has over 13 years of sales and leadership experience in various capacities. He has worked on numerous sales related projects involving a wide breadth of Miller Edge customers and partners. ■



Makepeace

Raynor announces Dixon facility distribution center manager

In April, Raynor promoted RJ Shannon from regional sales manager to distribution center manager at the company's Dixon, Ill. facility. In this position, Shannon will lead the day-to-day operations of material flow, finished goods warehousing, and international distribution of customer orders.

Shannon will continue to participate in Raynor's Next Generation Management Development Program. He began his Raynor career as a customer service representative, where he gained essential training on Raynor's product lines, the front-end business processing systems, and customer interactions. After a brief stint as residential product manager, he was promoted to regional sales manager in January 2020.

Prior to Raynor, Shannon worked in various sales positions. He earned his bachelor's degree in Industrial Distribution with a minor in Business Administration from Texas A&M University. He also recently graduated with his master's degree in Business Administration from the University of Chicago Booth School of Business. ■



Shannon



Qualtier

Controlled Products welcomes new sales and marketing director

In May, Controlled Products Systems Group (CPSG) hired Frank Qualtier as its new director of sales and marketing. In this new role, Qualtier will lead CPSG's sales and marketing teams nationwide. He will be responsible for expanding the company's business, brand building, and the development and execution of the company's go-to-market strategy.

Prior to CPSG, Qualtier represented the LiftMaster brand for Chamberlain Group for over 13 years. He joined the LiftMaster team in 2009 as inside sales coordinator and held various roles throughout his tenure, including field and national account sales, channel marketing, and sales leadership, where he was instrumental in the launch and success of the LOGIC 5.0 Commercial Door Operator line.

Qualtier holds a marketing degree from the Eastern Illinois University. ■

Wayne Dalton VP honored with leadership award at IDAExpo+

In June, Wayne Dalton announced that Tim Matthews, their vice president of national accounts and builder sales, was selected as the International Door Association (IDA) Jerry R. Reynolds Volunteer Leadership Award winner. The award, named in honor of one of IDA's founding fathers, recognizes industry leaders who have demonstrated dedicated service to the IDA as a volunteer.

Each year, the IDA recognizes companies and individuals who have served the association or the garage door industry in an extraordinary way. The IDA depends extensively on recommendations from its membership to determine award recipients.

Matthews was honored at the 2022 IDAExpo+ in Las Vegas on April 7, 2022. ■



Matthews

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Marsden

Miller Edge promotes Whitney Marsden to marketing manager

In July, Miller Edge promoted Whitney Marsden to marketing manager. Marsden served as the company's creative brand manager for seven years, where she demonstrated top-level work in marketing and advertising. In her new role, Marsden will be overseeing the day-to-day operations of the marketing department while building and supervising new marketing campaigns and promotional programs.

Marsden brings over 15 years of marketing, branding, and design experience prior to joining Miller Edge. As the creator of two American Fence Association award-winning Fencetech booths and numerous promotional programs, her industry knowledge and dedication to her craft make her an excellent fit for the marketing manager position. ■

Hörmann North America announces senior management restructuring

In May, Dirk Fell, newly appointed president of Hörmann Group North America, restructured several senior management positions based on individual areas of expertise, with a focus on efficiency and growth. Hörmann Group North America, headquartered in Sparta, Tenn., includes additional locations in Montgomery, Ill., Burgettstown, Pa., Puyallup, Wash., and Barrie, ON, Canada.

Camron Rudd transitioned into a new role as chief operating officer of all sectional door operations, responsible for creating synergies

and efficiencies across the various sectional door product lines. Rudd has been part of the team at Hörmann for 17 years, bringing a wealth of knowledge and experience. He will oversee the sectional door product lines in Montgomery, Sparta, and Puyallup.

In February, Hörmann welcomed Zachary Buckner as director of marketing for Hörmann Group North America, overseeing all marketing functions. Buckner brings 15 years of marketing experience and a team-centered approach.

Jeff Steinworth assumed the vice president

of product and sales education position for the sectional door division. Steinworth has been instrumental in the formation of internal technical documents, pricing pages, and customer-facing collateral for the sectional product lines.

Brian Miller, vice president of sales and marketing for Hörmann Northwest Door, has been appointed to the vice president of sales for the Hörmann Group North America sectional door division. He will now oversee both the Hörmann Northwest Door and Hörmann LLC sales teams. ■



Rudd



Buckner



Steinworth



Miller

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Larsen

Miller Edge hires new manufacturing and supply chain manager

In April, Miller Edge welcomed Doug Larsen as their new manufacturing and supply chain manager. Larsen brings extensive experience in manufacturing and industrial distribution.

After serving as a helicopter pilot in the United States Marine Corps, Larsen received an honorable discharge in 1993 and began his career in operation management with specialties in fabrications and inventory administration. His prior experience includes production and material control manager at Sikorsky Aircraft and sales team leader at Grainger. ■

Marcus von Reden promoted to president of Hörmann TNR and Hörmann Northwest Door Canada



von Reden

In January, Marcus von Reden was promoted to the president of Hörmann TNR and Hörmann Northwest Door Canada, responsible for all Hörmann operations in Canada.

Von Reden's leadership exemplifies Hörmann's goal to become "stronger together," and will work to enhance growth across Canada for customers with the existing product lines and the new polyurethane sectional doors available soon at Hörmann Sparta. ■

Miller Edge welcomes new regional sales manager

In August, Miller Edge welcomed Ben Rodriguez as regional sales manager for the company's new Central U.S. region. After graduating in 2015 with a bachelor's degree in International Business from California University of Pennsylvania, Rodriguez began his career with Miller Edge as an inside sales representative. He was promoted to senior sales representative in 2017.

After a brief stint working in the recruiting industry in 2021, Rodriguez returned to Miller Edge to fill the newly established regional manager position. ■



Rodriguez

Miller Edge welcomes new support services technician

In May, Miller Edge welcomed Walter Barnes to the product support services technician position. Barnes brings over 37 years of technical and management experience serving for several notable telephone companies and long distant carriers as well as TV providers in the Pennsylvania and New Jersey areas.

Barnes' extensive training in electronics and years of experience providing technical support in the field made him the natural choice for the position.

Barnes earned his bachelor's degree from Penn State Wilkes-Barre in Science and Electrical Engineering Technology. ■



Barnes