

### Tony Burbach, of Rytec, passes away

On August 22, 2022, Anthony J. ('Tony') Burbach, vice president of sales at Rytec, passed away in Dubuque, Iowa, following a long illness.

'Tony B.' — as many knew him — served as a long-standing sales leader for Rytec, a high-performance door manufacturer based in Jackson, Wis., for over 15 years. He was a trusted, respected, and beloved member of the Rytec family and its executive leadership team. His significant contributions to the company's sales and market success endured over the course of his long tenure with the company.

Coworkers said that Tony worked throughout his health challenges and always brought his characteristic work ethic, humor, and collaborative spirit to the team. His spirit, passion, enthusiasm, effort, and competitiveness personify what Rytec is and has been for more than 35 years. Tony forged many long-standing relationships and left his distinctive — and indelible — mark on the company.

"Tony was a true leader. He led by example and mentored people with a guiding hand. He was respected both inside and outside of Rytec. He was a friend and will be sorely missed," said Donald Grasso, chief executive officer of Rytec. ■



Burbach

### Miller Edge welcomes new regional sales manager

In October, Miller Edge introduced Glenn Smith as the new regional sales manager for the U.S. Eastern Region.

Smith brings over 30 years of safety experience working in production and sales for companies throughout the United States and Canada. Previously, he served as the Eastern regional sales manager at TSI, regional and national sales manager at Bacharach, and North American sales manager at Sensidyne.

Smith graduated from Widener University with a bachelor's degree in business management. While in attendance, Glenn worked for Ritter Engineering Company in their production shop. His proficiency in sales and product knowledge comes from firsthand experience fielding service calls, performing installations, and troubleshooting in the field. ■



Smith



### Dana Naylor joins Encon Electronics' senior management team

In October, Encon Electronics promoted Dana Naylor to vice president of the company. Naylor joined Encon as the Sacramento branch manager in Sept. 2017. Since, she has been integral to both the success of the Sacramento office and helping to grow the surrounding dealer network. As vice president, Naylor will still manage the Sacramento office while overseeing the Encon sales team.

Prior to Encon, she worked for a Sacramento-based distributor of gate automation and access control products for 12 years and held various positions for a distributor of electromechanical hardware.

Naylor is an IDEA-certified Automatic Gate System Designer, holds a bachelor's degree in social work from Sacramento State University, and is a successful novelist with 13 published works in the romance genre under her pen name Lane Martin. ■

### Nice hires Jason Meyers as regional sales manager

In November, Nice hired Jason Meyers as the regional sales manager for Alaska, Hawaii, Northern California,

Northern Nevada, and the Pacific Northwest region, with a focus on supporting partners — including dealers, integrators, builders, and developers — through plans to grow the territory.



Meyers

Meyers has over 25 years of experience in the residential custom install market. Before moving to sales, he worked as an integrator and has extensive relationships with architects, builders, developers, and end users, and expertise in building, designing, and integrating control systems. His experience leading and managing sales, design, programming, and project management have prepared him for his new role with Nice. ■

*continued on page 16*

## Nice announces new director of sales

In November, Nice welcomed Ryan Knavel as their new director of sales. Knavel will lead sales for the Western United States region with a focus on establishing and growing the local markets.

Knavel is an established sales leader in the residential technology industry with over 25 years of experience developing sales programs. Prior to Nice, he served as regional sales manager for Snap-on and Control4.

His experience leading and managing sales for broad, multiproduct portfolios will be key in supporting regional teams and partners during the transition of ELAN, Speaker-Craft, and Panamax to a comprehensive CI-solution-branded Nice. ■



Knavel



Eckert

## Raynor welcomes new regional sales manager

In April, Raynor Garage Door welcomed Brad Eckert as regional sales manager covering Minn., N.D. and S.D.

Eckert has been working in the building products industry for over 20 years and has spent over three years working in the garage door industry. As regional sales manager, Brad will be responsible for driving mutual success for Raynor and for the company's valued dealers in this region. ■

## ASTA America promotes within to support growth in Houston plant

In October, ASTA America appointed Fredy Orellana to shipping supervisor and Ajjeta Moon to office manager in the company's Houston, Texas plant. Orellana joined ASTA in 2015 as a warehouse technician and later transitioned to a warehouse lead. As shipping supervisor, he will oversee the shipping department in the Houston plant.

Moon joined ASTA America in 2019 as an administration assistant and was quickly promoted to distribution center coordinator. As the new office manager, she will manage the Houston office's staff.

ASTA America President Jimmy French said, "We have experienced tremendous growth with our Houston operations, and both Fredy and Ajjeta have been key contributors to the success of our efforts, continually going above and beyond in their service to our customers." ■



Ertais

## Nice Canada welcomes Mike Ertais

In September, Nice Canada hired Mike Ertais as sales representative for Ontario and Western Canada. Ertais has spent 35 years as a dealer in the commercial/industrial overhead door and loading dock equipment industry and has a wide range of experience in all levels of the operation.

After starting his career with field service and installations, he quickly moved into a sales manager position and then general manager position for a service and installation company. Ertais has a passion for providing excellent customer service and developing strong, long-term relationships. ■