



Miller

Flossie Miller receives IDA Jerry R. Reynolds Volunteer Leadership Award

In April, President of Miller Edge Flossie Miller received the Jerry R. Reynolds Volunteer Leadership Award during the International Door Association (IDA) Presidential Awards Ceremony at IDAExpo+ in Las Vegas. The award recognizes individuals nominated by their peers for outstanding volunteer leadership and long-standing commitment to the garage door industry.

A second-generation leader at Miller Edge, Miller has spent more than 30 years supporting safety, education, and industry advancement within the door and access systems market. Her volunteer leadership has included service with DASMA, IDA, IDEA, the Far Western Garage Door Association, and the Tri-State Door Association.

Miller served on the inaugural boards of both IDA and IDEA and later returned to the IDA Board as industry vice president and chair of the Member Services Committee, where she helped establish the Young Professionals Network mentorship program. ■



Foster

National Door announces retirement of Brian Foster

In May, National Door Industries (NDI) announced that Brian Foster has retired after 37 dedicated years with the company. During his tenure at NDI, Foster managed multiple departments, including shipping, paint, design trim, and purchasing. He also worked in the sales and customer service departments. NDI appreciates all the contributions he made to the company's success over the last 37 years and wishes him all the best in a well-deserved retirement. ■

Titan Home Products welcomes Matthew Loughnane

In May, Titan Home Products (THP) named Matthew Loughnane as national director of sales and strategic partnerships. Loughnane brings 25 years of industry experience to the role. He will lead THP's national sales strategy, expand the company's dealer and distributor network, and develop strategic partnerships that drive adoption of the Black Knight hardware kits and the patent-pending Modulinx modular system. ■



Loughnane

Jim Smith retires from the industry after 35 years

In April, Safe-Way Garage Doors announced Jim Smith's retirement after having worked in the garage door industry for 35 years. Smith started with Safe-Way Doors in October 1990 as a DC manager in Murfreesboro, Tenn., and quickly advanced through key leadership roles, including regional operations manager (wherein he led the opening of six distribution centers), regional sales manager, vice president of operations, and national sales and operations director.

In 2001, Smith was promoted to president, leading the company through its successful sale in 2004 and continuing in a leadership role through 2007. Later, he spent six years with Wayne-Dalton, six years with DBCI, and joined Garaga in January 2019, where he served as national sales director.

The Safe-Way Doors team said, "We want to sincerely thank Jim for his leadership, friendship, and mentorship. He has left a lasting and positive impact on the garage door industry, as well as on every team member and dealer he has supported throughout the years." ■



Smith

continued on page 20



Moore

Brad Moore joins Hörmann high-performance door division

In May, Hörmann North America welcomed Brad Moore as Pacific Northwest regional sales manager for its high-performance door division, covering Idaho, Mont., Ore., Wash., and Wyo. Moore brings extensive door industry experience, including leadership roles at Midland Garage Door Manufacturing and Martin Door, with a proven track record in territory development, technical expertise, and building strong dealer and customer relationships across North American and international markets. In his new role, Moore will lead Hörmann's sales strategy and customer development efforts for high-performance doors throughout the Pacific Northwest. ■

Miller Edge promotes David Makepeace to director of sales and marketing

In May, Miller Edge promoted David Makepeace to Director of Sales & Marketing. Makepeace joined Miller Edge in 2014 in inside sales and has advanced through a series of leadership roles including regional sales manager for the Eastern U.S. and, most recently, general sales manager.

In his new role, Makepeace will lead the company's sales and marketing strategy across Miller Edge's door, gate, and automation safety product lines, supporting customer engagement, market development, and cross-functional alignment throughout the organization.

Over the years, Makepeace has played a key role in strengthening customer relationships, supporting sales growth, and expanding Miller Edge's industry presence through sales leadership, digital initiatives, and customer-focused programs. ■



Makepeace

Guardian Access & Door announces new Midwest territory manager

In February, Guardian Access & Door Hardware appointed Jayson Beard to territory manager for the Midwest region. Beard has been part of the door and operator industry for his entire professional career. Most recently, he held several technical and managerial positions at Garage Door Brokers, a large garage door and operator dealership in Joplin, Mo. Beard will be based in Dallas, and he will be responsible for sales management and account development in the states of Ind., Kan., Minn., Mo., Neb., N.D., S.D., and Manitoba, Canada. ■



Beard

BEA hires Brandon Shearer

In April, BEA Sensors hired Brandon Shearer as the Pedestrian Entrance Solutions inside sales representative for the Western region. Shearer has spent most of his life in Pittsburgh; he attended the California University of Pennsylvania before completing his degree at West Virginia University.

Shearer's experience spans several industries, including floral services, lighting fixture assembly, and interior renovation work as a skilled laborer. Most recently, he worked at ADP in sales, specializing in workers' compensation solutions for small businesses and helping business owners secure affordable insurance solutions. ■

continued on page 22



Amarr promotes Demetrius Scott

In May, Amarr Company announced that Demetrius "Dee" Scott was promoted to sales manager for the New England region. In the new role, Scott will lead sales growth, strengthen customer relationships, and support Door Center operations across his territory.

He joined Amarr in 1998 as an associate at the Rochester Door Center and has steadily advanced through roles of increasing responsibility during his 27 year tenure. His deep industry knowledge, commitment to excellence, and strong leadership make him an exceptional fit for this position ■

Tim Castello receives IDA Director Service Award

On April 15, 2026, during the IDA Presidential Awards Ceremony at IDAExpo+, Tim Castello, vice president of operations at Miller Edge, received the International Door Association (IDA) Director Service Award. The award recognizes outgoing members of the IDA Board of Directors (BOD) for their leadership and service to the association and the garage door industry.

Castello recently completed his term on the IDA BOD, where he served as supplier vice president and as the IDA Events Committee chair. During his time with the organization, he supported industry education, member engagement, and collaboration across the door and access systems industry. ■



Stowe Harbin joins National Door as VP of sales and marketing

In May, National Door Industries (NDI) welcomed Stowe Harbin as vice president of sales and marketing. Harbin has more than 30 years of experience in sales leadership, marketing strategy, and business development, including 21 years in the door and access systems industry.

Throughout his career, he has worked with multiple manufacturers and has experience spanning both product manufacturing and installation

operations, giving him a well-rounded understanding of the market. In his new role, Harbin will lead NDI's sales and marketing initiatives, with a focus on driving growth, strengthening customer relationships, and supporting product development and vendor partnerships around the world. ■

National Door announces three new hires

In May, National Door Industries announced the addition of three new team members: Ethan Sonko has joined the company as a marketing intern. He is currently pursuing a degree in marketing at The University of Texas at Arlington. In this role, he manages social media, handles advertising through industry publications, and creates promotional content and graphics.

Thomas Diaz has joined the company as an industrial engineering intern. He is currently pursuing a degree in industrial engineering at The University of Texas at Arlington. He will support projects focused on process efficiency, workflow analysis, and continuous improvement. His responsibilities include assisting with data collection and analysis, supporting lean initiatives, and working with cross-functional teams to identify opportunities for improved productivity and reduced waste.

Martin Zapata has transitioned into the role of sales representative after serving in several positions throughout the company and demonstrating continued dedication and versatility. In his new role, Zapata will assist with customer support, respond to inbound sales inquiries, provide product and parts information, and support the sales team in managing accounts and strengthening customer relationships. ■



continued on page 24

Hörmann welcomes two veterans to Northwest team

In March, Hörmann North America welcomed two seasoned industry veterans to their Northwest team. Victor Anderson joined as the director of sales center operations for the Western U.S. region and brings over 20 years of multisite distribution management experience. Anderson's career spans major operations, including Clopay Building Products, Cameron Ashley Building Products, and most recently, Nordstrom Fulfillment Center. Chris Davison was hired as the territory sales manager for Oregon with 18 years of door industry experience serving in both territory and regional sales management roles with Amarr, Buehler Metallography, Clopay, and Martin Door. ■



Anderson



Davison

Miller Edge appoints Joel Porter as product manager

In April, Miller Edge appointed Joel Porter as product manager. Based out of the company's Jennersville, Pa., office, Porter will support the full product lifecycle across Miller Edge's door, gate, and automation safety product portfolio — from product requirements and specification management through release, ongoing support, and continuous improvement.

Porter will work closely with engineering, production, sales, and marketing to help ensure products are clearly defined, well documented, and aligned with customer, manufacturing, and application requirements. He brings experience across product management, project management, and customer-facing technical environments. His background includes defining and supporting product requirements and specifications, partnering with engineering and operations teams, and translating customer and market needs into practical product direction. ■



Porter



RAPIDO® TWICE AS FAST

2X FASTER*

OPEN AND CLOSE YOUR DOOR TWICE AS FAST WITH A RAPIDO® OPERATOR FROM MANARAS-OPERA.

The RAPIDO® features a door speed up to 2 times faster than standard models available to the commercial and industrial door market.

The RAPIDO® increases the longevity of the complete door system, designed to speed-up industrial standard lift sectional doors while smoothly managing soft-starts and soft-stops.

CHOOSING THE RAPIDO® IS SIMPLE WHEN TIME AND ENERGY SAVINGS ARE A MUST.

On-board control and monitoring of external entrapment protection devices, provide speed managing features and enhanced performance and reliability.

*The RAPIDO® operator is up to 2X the speed of a standard jackshaft operator.



CALL US FOR MORE INFORMATION: 1-800-361-2260
manaras.com



Member of the **CANIMAX** Group