

Private equity firm agrees to buy A1 Garage Door Service for roughly \$2 billion

Source: Omar Ibne Ehsan, "Private equity wants your broken garage door. Why KKR thinks they are worth \$2 billion," 24/7 Wall St., Sept. 3, 2026.

In September, KKR & Co. announced plans to acquire A1 Garage Door Service for approximately \$2 billion. A1 Garage Door Service is a family-owned and operated garage door repair and installation company based in Phoenix, Ariz. It was founded in 2007 by Tommy Mello and backed by Cortec Group since 2022. KKR is a private equity firm that manages nearly \$800 billion in assets.

"KKR is doing what the largest alternative managers have been doing for a decade: buying the cash flows that public markets cannot access directly," said Omar Ibne Ehsan. In 2021, KKR purchased Neighborly, which offers a network of residential services including pest control, plumbing, HVAC, and electrical. In 2023, they acquired Groundworks, a waterproofing services firm.

Editor's note: This story reflects a growing trend in the industry: private equity firms investing in home services. Garage door companies appear to be the latest hot commodity.

17-year-old gate law takes effect in NYC – businesses scramble to remain compliant

Source: Hannah Kliger, "Law will soon require many NYC businesses to replace roll-down gates," CBS News, New York City, April 21, 2026.

Starting July 2026, Local Law 75 went into effect in New York City (NYC). The law which passed in 2009, requires roll-down security gates used by businesses to be at least 70% transparent. Law 75 was originally put in place to discourage graffiti. However, in the 17 years since the legislation was passed, there has been limited communication to the businesses with these types of gates alerting them to the July 2026 deadline. As a result, many are scrambling to reach compliance with the city law.

Kliger reported that as of April 2026, only 12-15% of businesses were in compliance. The President of the Brooklyn Chamber of Congress, Randy Beers, is asking city officials to delay or repeal the law.

Update: Enforcement for Local Law 75 was paused in May 2026 while City Council members reviewed proposed legislation to repeal or modify the law. The NYC Department of Buildings indicated it would resume enforcement if the proposed legislation does not pass.

Noncompliant grilles can result in major violations and fines, with owners given 90 days to correct the condition after a violation is issued to avoid penalties.



Editor's note: For roll-up gate dealers and/or manufacturers in the NYC area, enforcement of Local Law 75 could present significant sales potential. With only an estimated 12-15% of businesses compliant, there are many potential gate replacement opportunities for dealers.

The tale of two bids: Garage door dealer exposes outrageous quoting practices

Source: David Yifrach, "A Ghent homeowner was quoted \$1,675. The repair was \$395. Here is how to tell the difference." SeasideGarageDoorExperts.com blog, Ghent Norfolk, Va., July 7, 2026.

According to Yifrach, there are five steps that homeowners should take before approving a garage door quote.

1. Verify the contractor license number.
2. Demand line items. You want to see each part, each price, and a one-sentence explanation outlining the reason for the repair listed.
3. Ask for clarification on whether parts have failed or are just worn.
4. Treat expiring discounts as an exit cue. A price that is only good while the technician is standing there is a pressure tactic.
5. Get a second opinion.

In this article, the owner of Seaside Garage Door Experts summarizes the details of a customer who was quoted for what they considered unnecessary repairs. A Virginia homeowner called the number of the first discounted ad that popped up; a technician came within an hour. After a 10-minute assessment, they were quoted \$1,675 for springs, cables, drums, bearings, a full set of rollers, and to possibly replace a "strained" opener.

They got a second opinion. After a quick diagnosis, Seaside Garage Door Experts determined the door needed a pair of 20,000-cycle torsion springs installed, balanced, and cycle-tested. The invoice total came to \$395.

According to Yifrach, the remaining parts were not in need of repair. "Cables showed no frays, rust bloom, or flattened strands. The drums were clean, the bearings quiet, and the rollers rolled smoothly. And the strained opener was a healthy chain drive..."

Yifrach said that overbidding is a common practice in the Hampton Roads area. He warns homeowners to watch for three common tactics that some bad actors use to secure a sale: "Move one is the bait price. An ad promises a spring replacement at an unrealistic price...The ad exists to win the click, not to describe the job." Move two is onsite escalation. "Every part that touches the spring system gets added to the ticket, and the combined quote includes no per-part pricing or explanation of what has failed versus what is merely old...Move three is the urgency. The discount that expires when the truck leaves."