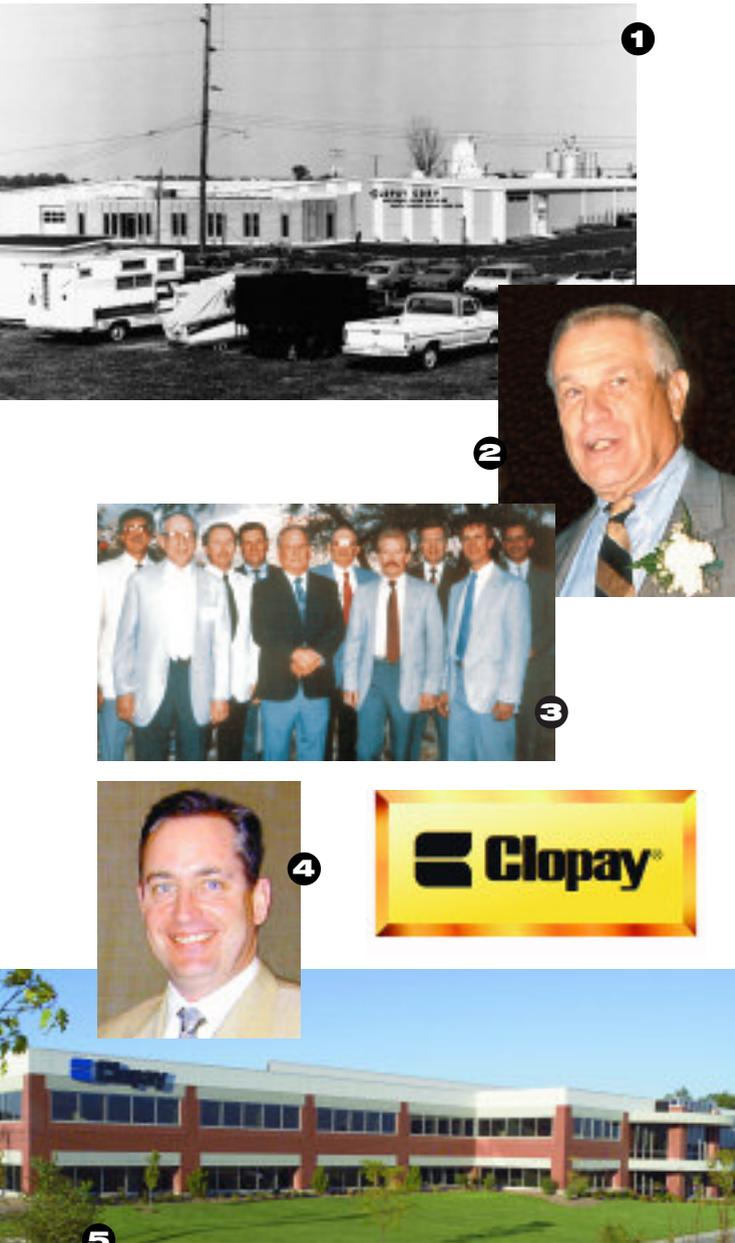


FROM THE PAGES OF
HISTORY

Clipay Building Products



Photos

1. The Clipay factory in Russia, Ohio, ca. 1970.
2. Bill Sachs, Clipay Garage Door Division president, 1986–1996.
3. Clipay Dealer Advisory Board, 1990.
4. Gene Collieran, president, 2000–present.
5. New headquarters in Mason, Ohio, 2002.

Source: Clipay marketing and technical staff.

Milestones

- 1859 ▶ Benard Seinsheimer Corp. begins business as a wholesaler of paper and allied products in the Cincinnati area. In 1888 the business is incorporated in Ohio as The Seinsheimer Paper Company. In 1930, the company changes its name to Clipay, an acronym for “cloth-paper.”
- 1964 ▶ Clipay enters the garage door business with the purchase of Baker-Aldor-Jones of Hialeah, Fla., a manufacturer of steel, fiberglass, and aluminum garage doors.
- 1969 ▶ Clipay acquires Francis Products of Russia (pronounced R00-shee), Ohio, about 100 miles north of Cincinnati. The factory becomes Clipay’s main manufacturing site.
- 1972 ▶ Baker-Aldor-Jones and Francis doors change to the Clipay brand name.
- 1977 ▶ Plants start making doors in Ludlow, Vt., and Ada, Okla.
- 1983 ▶ Tog-L-Loc technology is introduced to manufacture steel pan doors.
- Early 1980s ▶ Clipay consolidates all manufacturing facilities into the Russia, Ohio, location.
- 1986 ▶ Instrument Systems Corporation of New York acquires Clipay. Bill Sachs is named president of Clipay’s garage door business.
The Clipay Dealer Advisory Board holds its first meeting. (It continues to exist today.)
- 1988 and 1989 ▶ The firm creates the Clipay Authorized Dealer network and holds its first Annual Authorized Dealer Conference.
- 1989 ▶ Clipay introduces a new line of sandwich-insulated, thermally broken doors for the residential and commercial markets.
- 1992 ▶ Clipay changes its name to Clipay Building Products.
The company acquires Ideal Door and Phenix Door, two Wisconsin-based garage door manufacturers, adding an estimated \$40 million to Clipay’s total sales.
- Mid 1990s ▶ Clipay invests in national brand awareness, advertising extensively in print and on TV.
- 1995 ▶ Clipay acquires Atlas Roll-Lite Door of Orlando, Fla., a manufacturer of rolling steel doors, grilles, counter shutters, sectional garage doors, and doors and components for the self-storage market.
Clipay’s parent company becomes the Griffon Corporation.
- 1996 ▶ Bob Caulk succeeds the retiring Bill Sachs as Clipay president. Caulk was president of the North American division of Johnson Worldwide Associates. Sachs served Clipay for 29 years.
- 1997 ▶ Clipay acquires Holmes-Hally Industries, which includes Anozira Door Systems of Tempe, Ariz., and Holmes Door of Auburn, Wash. This makes Clipay Building Products the “largest manufacturer of residential doors in North America.”
- 1999 ▶ Clipay divests itself of the Roll-lite self-storage business to focus on rolling and sectional door products.
- 2000 ▶ Gene Collieran becomes the new president, replacing Bob Caulk. Collieran was president of the BernzOmatic division of Newell Rubbermaid.
- 2002 ▶ The company moves its headquarters from downtown Cincinnati to a new 20-acre campus in Mason, Ohio, 15 miles north. The new facility combines corporate headquarters and a technical development center.
Clipay sells the assets of Atlas commercial door operators to The Chamberlain Group, Inc., and the assets of the Atlas door to Cornell Iron Works.

Reasons for Growth:

Clipay attributes its growth to several factors, including “people committed to customers and the industry, emphasis on market-driven new products such as steel sandwich doors and attractive window designs, product quality, customer service, increased awareness of the Clipay brand, development of its dealer program, its network of distribution centers, and selling through multiple channels.”