

FROM THE PAGES OF HISTORY

Midland Garage Door



1988



Testing the 3" door, 1989.



Logo, 1988.



West Fargo sign, 1990.

Milestones

- 1965 ▶ Twin City Garage Door is founded by Ralph B. Nordick and Bob Palumbo after they purchased the commercial door division of the Johnson-Neuman Company, an Overhead Door distributor in Minneapolis. Soon after, Nordick and Palumbo buy the residential division.
- 1975 ▶ Bob Palumbo retires, and Nordick buys out Palumbo's share of the company.
- ▶ The company establishes a branch of Twin City Garage Door in Fargo, N.D.
- 1970s ▶ Nordick founds Twin City Spring to make his own springs.
- 1978 ▶ Midland Garage Door is founded in Fargo, N.D., by Ralph Nordick, and the company soon opens its first manufacturing plant. Ted Billman is hired as general manager.
- 1979 ▶ The company begins making ribbed steel garage door sections, primarily for commercial applications. The company also sells doors supplied by Kinnear, Kite, and Frantz.
- 1980 ▶ Ralph Nordick is elected to the board of directors of the Door and Operator Dealers Association (DODA), serving as vice president in 1981.
- 1981 ▶ Nordick sells Twin City Spring to Gerry Sizer, a former TCGD employee who renames the company Industrial Spring Company.
- 1986 ▶ After purchasing its second rollformer, the company moves to a new 76,000-sq.-ft. manufacturing plant in West Fargo, N.D., and adds a new distribution center in Burnsville, Minn.
- 1987 ▶ To catch the new wave of popularity of steel raised-panel doors, Midland builds its own punch press.
- ▶ Midland opens a new distribution center facility in Omaha, Neb.
- 1988 ▶ The company introduces a 3"-thick Energy Saver commercial overhead door.
- 1989 ▶ With continued growth, Midland adds a new 28,000-sq.-ft. distribution center in Chaska, Minn. It soon expands to 54,000 sq. ft.
- 1990 ▶ The Raised Steel Panel 2" Thermo-Steel residential garage door is added to the product line.
- 1992 ▶ Production begins on a new 2" Energy Saver commercial overhead door.
- 1993 ▶ Nordick establishes Midland Bi-Fold Doors, a sister company that makes large hydraulic doors and hangar doors.
- 1994 ▶ Adding larger doors to its product line, Midland introduces a new swing-up center post system.
- 1995 ▶ Nordick sells Twin City Garage Door of Minneapolis to API Group and soon creates the R.B. Nordick Foundation, an endowment that provides funding for Christian charitable organizations globally. Nordick's son, Brett, is hired to run the foundation and help manage Midland Garage Door.
- 1997 ▶ The company builds a new 162,000-sq.-ft. manufacturing plant in West Fargo and adds state-of-the-art manufacturing and production equipment.

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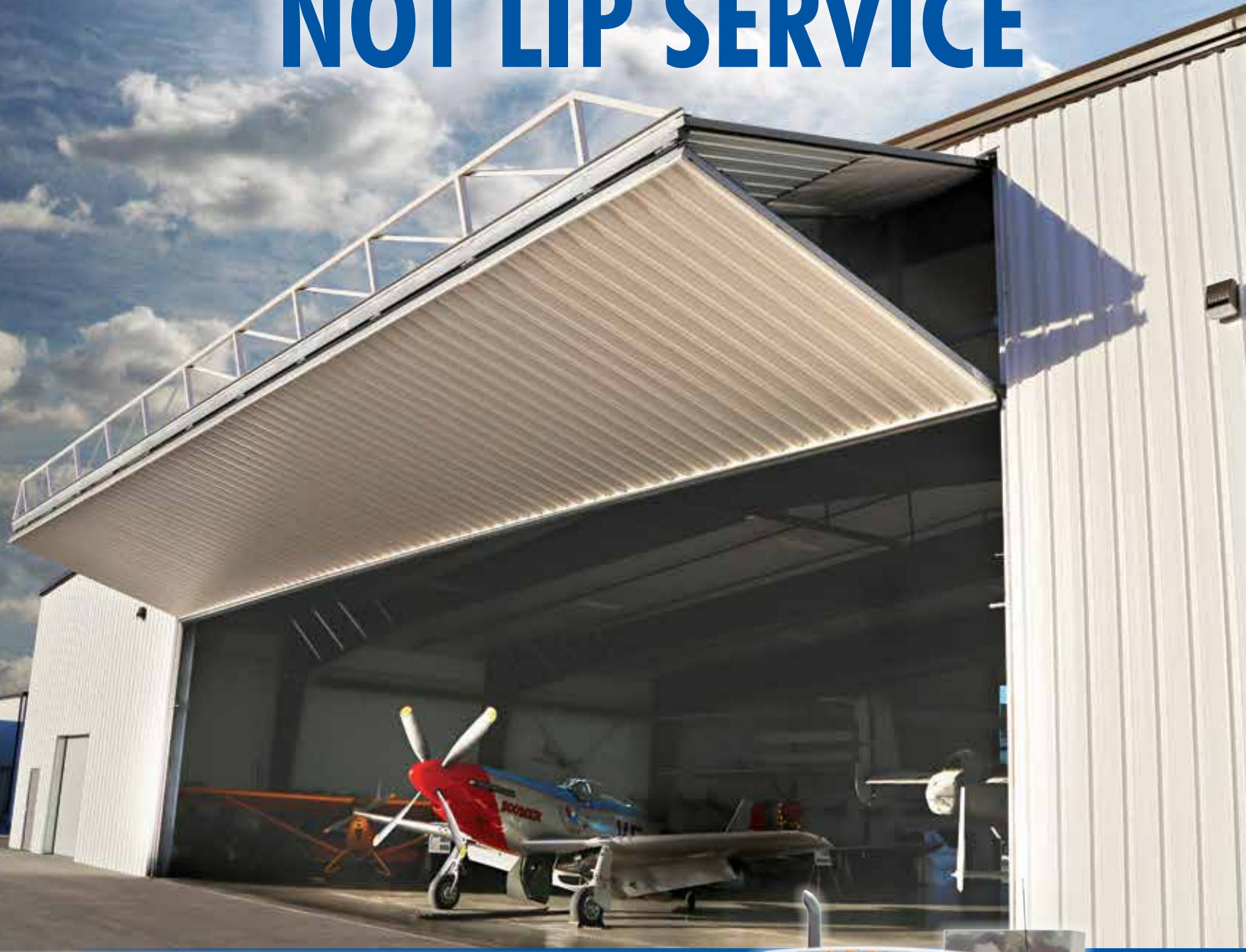


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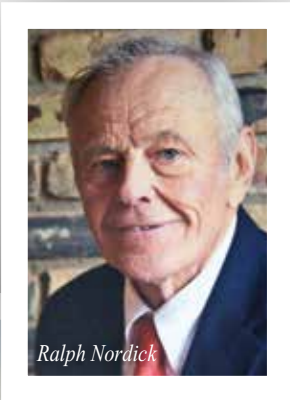


Ralph Nordick's philosophy:

- "You spell business P-E-O-P-L-E."
- "Give employees the freedom to do their jobs."
- The company's values are honesty with employees, customers, and vendors, quality products, and excellent service.
- Midland routinely sells its product on a cash-only basis.

Q: *What makes your product different from all the others?*

Ralph: "Weigh it."



Ralph Nordick



West Fargo plant, ca. 1987.

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Milestones

- 2001 ▶ The Thermo-Steel 1-3/8" garage door is added to the residential line.
- 2004 ▶ The CU175, a 1-3/4" high-density polyurethane/steel door, is added to the commercial line.
- 2008 ▶ Midland adds a Rosewood woodgrain print option, bringing its residential color options to seven, and introduces carriage-panel design options.
- 2009 ▶ Door sizes are increased with the introduction of the new 40'3" Energy Saver commercial door.
- 2013 ▶ After adding a third rollformer in 2010, the West Fargo plant is expanded by 70,000 sq. ft.
- 2014 ▶ Midland adds Directional Oak to its residential Thermo-Steel line and a long-panel design to carriage house door options.
- ▶ Midland Bi-Fold Doors becomes Midland Door Solutions to reflect its expanded products and services.
- 2016 ▶ The company moves its facility in Chaska, Minn., to Eden Prairie.
- ▶ Today, Midland Garage Door and Midland Door Solutions employ 155 workers in more than 440,000 sq. ft., delivering its products to more than 1,100 dealers in 21 U.S. states and Canada.



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