

THE HOTTEST NEW PRODUCTS AT EXPO 2019

Genie products top the list ... again

In our 14th annual “Hottest New Products” survey*, conducted in March immediately after Expo 2019, several products received multiple mentions. Based on the survey results, three companies were within one percent of each other, making a clear-cut “hottest product” difficult to determine.

Our survey asked, “In your opinion, what were the hottest new products displayed at Expo 2019?” We asked recipients to identify at least one new product and the manufacturer of each product. Here are the 2019 survey results from Expo in Indianapolis.



1 Genie products

The Genie Company squeaked out the number one spot, receiving 14% of the survey votes. Some of these respondents mentioned “all of the Genie products” and the other half named Genie’s residential wall-mount opener.

Several Genie models are compact in size, quiet, and available in screw drive, belt, and chain drive models. Some include a door lock, a wireless wall console, and a Bluetooth LED light fixture. The new line also features the integrated Aladdin Connect smart device system.

At its Expo booth, Genie provided product seminars throughout the show and displayed a variety of soon-to-come products, including the CL-GT commercial HD trolley operator and the countdown-to-close timer. Also shown and scheduled to launch later in 2019 is the universal remote control with brilliant LED integrated lighting.

www.geniecompany.com



2 LiftMaster products and services

Placing a close second in our annual survey was LiftMaster, claiming 13% of the overall vote. Different LiftMaster products or services were highlighted, but one third of the LiftMaster votes mentioned its partnership with Amazon.

In January, LiftMaster announced that it was joining forces with Amazon to offer a new in-garage package delivery service, called Key for Garage. This service integrates myQ-connected technology from LiftMaster garage door openers with the Amazon Key app to allow in-garage package deliveries.

At the LiftMaster booth, Expo attendees were able to search whether their neighborhoods were eligible for the new service. Specific products mentioned in our survey included LiftMaster residential and commercial operators, derivative drive operators, and built-in Wi-Fi cameras. www.liftmaster.com

3 ProFrost by ProDoor Manufacturing

ProDoor Manufacturing (PDM), a business unit of ProDoor Systems, earned a solid third place in our survey, gaining 12% of the votes from attendees impressed by its changeable ProFrost window product. ProFrost is a window option for residential and commercial application of the PDM Aluminum Full View product line. It allows users to change the film over the glass from clear to frost using a remote control device.

Kirk Wanstedt, ProDoor Systems' director of sales, said, "ProFrost provides a new and exciting privacy feature for residential and commercial door applications. This allows for optional light during the day and increased security at night."

Expo 2019 is PDM's first trade show since becoming a manufacturer in October 2017. ProDoor Systems, its parent company, has been in the industry since 1980 as an installing dealer and as a wholesale supplier with five distribution centers across the United States. www.prodoorsystems.com

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Honorable mentions

Three other companies received an equal number of votes in our poll, earning honorable mention recognition for their products.

Lintel Lift

Lintel Lift's patented system provides dealers a pre-engineered solution for lintel repairs such as sagging lintels and cracks above garage doors.



According to Dan Close, Lintel Lift's director of operators, "There is no other product on the market like Lintel Lift. The fact that it is pre-engineered to lift specific weight ranges saves dealers time and money." www.lintellift.com

Clopay garage doors

Clopay's garage doors were popular, specifically the Canyon Ridge Collection, which features carriage house doors with faux wood overlays. Clopay's various panel options were also cited.



The Clopay booth displayed the Avante Collection Model 905 and the Reserve Wood Collection Limited Series with Extira. Extira, an exterior-rated weather-resistant wood composite, is available as a standard face panel option and can be built in three sections instead of four, allowing for a larger window section. www.clopay.com

Surewinder

The 7-lb. Surewinder tool can wind 10 turns in 60 seconds with a 1,000-RPM drill on springs up to 4.5" in diameter. It is designed for residential garage door torsion springs.



The tool eliminates the need for winding bars and reduces the time needed to wind springs. Other benefits of spring-winding tools are featured on pp. 58-62. www.surewinder.com

*About our survey

Invitations to our online survey, conducted immediately after Expo 2019 from March 18-April 4, were sent to 2,752 random dealers throughout the United States and Canada. Of the 253 dealers who completed the survey, 101 had attended Expo, and 54 of these Expo attendees responded to our question about the hottest new products. In all, 34 different products were mentioned. ■

