

Wayne Dalton
COMMERCIAL DOORS™

MODEL 464 ALUMINUM FULL-VIEW



WAYNE DALTON GLASS DOOR VOTED HOTTEST NEW PRODUCT AT EXPO

New door, operator, and accessory top the list

In our 12th annual “Hottest New Products” survey*, conducted immediately after Expo 2017 in April, Wayne Dalton’s new all-glass door clearly topped the list. A remarkable 24 percent of survey respondents mentioned this unique door.

Our survey asked, “In your opinion, what were the hottest new products displayed at Expo 2017?” We asked recipients to identify at least one new product and the manufacturer of each product. Here are the 2017 survey results from Expo in Atlanta.

#1 Wayne Dalton Luminous Contemporary Aluminum Door

Wayne Dalton’s new glass door turned a lot of heads at Expo. The sections are made of tempered glass, and the door is available in a residential model (8450) and a commercial model (464). It can be used at home as a garage door, as a bar patio door, or a divider between an office and other rooms.

“Dealers absolutely loved this door!” said Sarah Schram, brand manager. “Many remarked on the door’s looks, one saying it has that ‘Wow, wow!’ factor.”

Schram thinks that the commercial model will be a big hit for auto dealerships as well as bars and restaurants that want to open up walls that go out to patio spaces. The door is available now. www.wayne-dalton.com

#2 Linear Spott

The new Spott opener from Linear Pro Access earned a solid second place in our survey, gaining votes from those who saw it at the Linear exhibit and the private-labeled version at the Amarr booth. Its unique and noteworthy features include its patent-pending hands-free and voice-free control, its dimmable built-in LED lighting, and its compatibility with IFTTT, Amazon Echo, and Google Home.

Jillian Fry, communication director, said that dealers at Expo were asking, “How soon can we get it?” and “Can I try it?” One dealer talked about its connectivity with Amazon Echo, saying, “This is the coolest thing at this show.” As a result of response at Expo, Linear has doubled its forecast for the remainder of the year.

The new Spott-enabled LDC0850 ships in July, with the LDC0852 to follow in September. www.linearproaccess.com

#3 Wire Hide

Wire Hide, a new GDO accessory, claimed third place in the survey. This patented cover plate and conduit kit helps installers provide a professional finish by concealing the photeye wires from the sensor to the wall.

“Dealers at Expo were supportive and excited, feeling that it is something completely
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new,” said Brian Burge, the inventor. “Many said that they wished they had thought of the idea themselves.”

Wire Hide is the only electrical wall plate that is built for the garage door industry. Burge said that it’s a quick, convenient, and affordable tool that creates a visually pleasing finishing touch for any operator installation. The product launched in November 2016. www.gowirehide.com

***About our survey**

Invitations to our online survey, conducted immediately after Expo 2017 from April 22 to May 3, were sent to 2,401 random dealers throughout the United States and Canada. Of the 402 dealers who completed the survey, 119 had attended Expo, and 76 of these Expo attendees responded to our question about the hottest new products. In all, 53 different products were mentioned. ■

The Wire Hide story

“We saw a need and an opportunity.”

In 2014, Brian Burge, a 23-year-old fresh-from-college engineering graduate, toured a million-dollar home at a home show in Des Moines, Iowa. Walking through the high-end garage, he was surprised to see the unsightly photo-eye wires sticking out of the wall. He had no garage door experience, but he saw a need and an opportunity.

He worked on his idea for the next three years, secured three patents, and then introduced the product in an 18,000-mile road trip through 34 states, visiting 320 garage door companies. The first sale was a box of 20 kits for Dwayne Carter of Omega Garage Doors in Des Moines, launching Wire Hide at the spot that inspired its creation. Spurred by positive response at Expo, he has ramped up production of 20,000 units to stay ahead of the growing demand. ■



Burge

