

## Nice Group USA acquires HySecurity



On July 6, the Nice Group, a global home-automation firm based in Italy, strengthened its path to global growth by acquiring HySecurity, an important gate operator manufacturer in the U.S. market (see related story on pp. 42-43).

“We chose HySecurity since it has grown an enviable brand (and is) well known in the sector for ensuring the highest quality and reliability,”

said Lauro Buoro, Nice chairman. The move also establishes Nice as a key player in the U.S. market of automation systems for gates.

Brian DeNault, CEO of HySecurity, said that HySecurity will greatly benefit with a partner whose global breadth and size allows the company to increase its product lines and market reach. Established in 1964, HySecurity is headquartered near Seattle. ■

## CornellCookson releases LEED documentation

In August, CornellCookson released comprehensive LEED (Leadership in Energy and Environmental Design) documentation on seven of their most popular products. Developed for the Cornell and Cookson brands, the documentation helps customers through the often-complicated process of identifying qualifying LEED credits for rolling steel doors.

“While recycled content and distance from the factory are most often cited as LEED factors in our industry, we found that our doors can provide a significant contribution to earning LEED credit points on any project,” said Dave Spath, director of product management.

“In fact, our insulated doors can help contribute up to 38 credit points in five credit categories.”

Cornell and Cookson products can help contribute credit points in the categories of energy & atmosphere, materials & resources, indoor environmental quality, innovation, and regional priority. ■



## Overhead Door celebrates 95th anniversary

In 2016, Overhead Door is marking its 95th anniversary, having been founded in 1921 by C.G. Johnson. The company now has more than 400 distributors in the United States and Canada.

Throughout the year, Overhead Door is celebrating with employees, customers, and distributors at local events and at a national distributor meeting held earlier this year in Palm Springs, Calif. ■



## Door Engineering purchased by Senneca

In August, Senneca Holdings announced that it had acquired Door Engineering and Manufacturing, headquartered in Kasota, Minn. Door Engineering, a manufacturer of customized industrial, commercial, aviation, specialty, and high performance doors, has 10,000 door systems installed worldwide.

Founded in 1932, Senneca is a leading manufacturer and distributor of specialty doors for diverse industries. Its door brands include Chase Doors, Saino, and 12 others.

Founded in 1966 by Otis Olson, Door Engineering initially specialized in four-fold door systems for industrial and commercial markets. The company soon expanded to aviation and other specialty door industries. The Mendota Group, an investment consortium, purchased the company from the Olson family in 2004.

Jeffrey Stark, Senneca CEO, said, “As a leading manufacturer of custom specialty doors in North America, adding Door Engineering products will deepen our penetration into the emergency response, municipal, commercial, and aviation vertical markets.”

Prairie Capital Advisors served as the financial advisor to Door Engineering for the transaction. ■





### Top dealers honored at Clopay Leadership Conference

From May 24-27, Clopay celebrated its 28th annual Leadership Conference with its top Master and Authorized dealers at the Eau Palm Beach Resort in Palm Beach, Fla. Top dealers were recognized for their 2015 sales achievements.

During the week, dealers attended business seminars on product line diversification opportunities, best practices for connecting with customers to increase profitability, and new tools to manage business productivity and growth in the digital world. Leisure activities included deep-sea fishing, a snorkeling cruise, shopping, historic tours, golf, and relaxing at the Eau Spa.

Clopay's 2017 Leadership Conference will take place May 21-24 at the award-winning Lost Pines Resort and Spa in Austin, Texas, along the banks of the Lower Colorado River in a luxurious Texas wilderness escape and golf club on 405 acres. To attend, Master and Authorized Clopay dealers must achieve specific sales goals. ■



### Country band wins 2016 LiftMaster garage band contest

In May, LiftMaster announced that the band Hillbilly Vegas won the 2016 LiftMaster Garage Band contest. The rising country group and its latest single, "Shake It Like a Hillbilly," beat out 1,700 other bands to win the \$5,000 prize and the chance to perform at Charlotte Motor Speedway before the NASCAR Coca-Cola 600 Sprint Cup Series race.

The contest is a collaboration between LiftMaster and Charlotte Motor Speedway, which invited aspiring acts to submit a video showcasing an original song at [LiftMaster.com/garageband](http://LiftMaster.com/garageband), where consumers could then vote. Additionally, all consumers who voted were eligible to win a trip to Charlotte Motor Speedway for the race and the chance to meet Kasey Kahne, driver of the LiftMaster Chevrolet SS.

Now in its second year, the LiftMaster Garage Band contest drew more than 30,000 fan votes at the contest website, where fans could also view videos of each artist's original song. Nashville Crush won the inaugural title as the 2015 LiftMaster Garage Band. ■

### Re-Source marks 15 years

In September, Re-Source Industries is celebrating its 15th anniversary. Starting with a staff of two in 2001, the company has grown to 20 employees.

Several of the Re-Source staff are long-term employees, including two who have been with Re-Source the entire 15 years. The company is led by Doug Kidd, president, who has over 35 years of experience in the garage door industry, and Kim Fleming, general manager.

The company is marking the event by giving away a cruise for two to be announced in early October. The winner can choose his or her destinations, cruise lines, departure ports, and travel dates. The prize is valued at \$2,500. ■



### Entrematic marks 85th Door Center opening

In May, Entrematic announced that it had recently reached an important company milestone with the opening of its 85th Door Center. The event was celebrated at the 85th center, near Kansas City, which opened shortly after the 84th center in St. Louis. The company opened its 75th Door Center four years ago.

In addition to the celebration events, Entrematic held a company-wide Door Center trivia contest during the last week of July. The trivia questions were about Entrematic Door Centers, awarding \$25 gift certificates to up to 25 winners. ■



## Wayne Dalton featured on “Home Free”

In June and July, Wayne Dalton doors were featured in five episodes of “Home Free” on the Fox network. The doors featured were Wayne Dalton’s Classic Steel garage doors and Carriage House garage doors.

The show features professional contractor Mike Holmes and former NFL player Tim Tebow, who motivate contestants to build a new home. Each contestant’s skill levels, will, and strategy are considered in the judging. The top contestant wins a dream home for their personal hero and \$100,000.

Metro Garage Doors helped oversee the installation of the doors. ■



## Guardian launches installer rewards program

In June, Guardian Access & Door Hardware announced the launch of Guardian Rewards, a customer rewards program. Geared toward the professional installer, Guardian Rewards allows customers to earn points for every Guardian brand operator installed. Points can be redeemed for gift cards and other prizes.

Installers can sign up at [adhguardian.nextbee.com](http://adhguardian.nextbee.com), or they can search iTunes or Google Play for the free Guardian Rewards app for iPhone and Android. ■

## Delden named in top 150 KC companies

In August, Delden announced that it had been recognized in the “Top 150 Area Private Companies” list by the Kansas City Business Journal. Delden was listed at number 147 with \$23.3 million in revenue for 2015, an uptick over \$22.9 million in 2014.

The list rankings take into account year-over-year revenue and overall growth of privately held companies in the Kansas City area. Each company voluntarily supplied information to be considered for the list.

Delden has more than 100 employees, with showrooms in six locations: Kansas City (corporate headquarters); St. Louis, Springfield, and Camdenton, Mo.; Wichita, Kan.; and Des Moines, Iowa. ■

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## Clopay doors featured on "This Old House"

A Clopay Coachman Collection Intellicore-insulated carriage house door will be featured in the October issue of This Old House magazine and on the television show as part of the 2016 Idea House, "The Farmhouse at Emerson Green." Located in Devens, Mass., the 3-bedroom, 1,900-sq.-ft. home will average approximately half the energy use for a typical house of its size and will feature low-maintenance materials.

The home is also to be showcased online in late September with a style guide, video house tour, online galleries, and tips on energy efficiency and sustainable design. "This Old House" television will also air a segment about the Idea House this fall. Marathon Door and Glass in Hopedale, Mass., managed the installation. ■



## Wayne Dalton donates doors for county fairgrounds

In August, the 93rd anniversary of the Holmes County (Ohio) Fair featured a new fairgrounds, with 13 Thermospan Model 200 commercial sectional garage doors donated by the Wayne Dalton plant in nearby Mount Hope.

"Wayne Dalton recognizes the Holmes County Fairgrounds is an integral part of the community, just as we are," said Rick Vannan, Wayne Dalton regional director of operations.

The new fairgrounds also feature a state-of-the-art facility with restrooms, a meeting room, and a 30,000-sq.-ft. livestock holding area. Various donors provided more than \$7 million in grants, cash, and in-kind contributions. ■

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## Clopay launches makeover contest

Clopay is running a new contest to promote the impact of a new garage door or entry door on a home's curb appeal. Homeowners who have replaced their garage doors or entry doors can submit before and after photos to the Clopay imagineNation Makeover Contest for a chance to win \$1,000.

Clopay will select a winning makeover each month in September, October, November, and December. Clopay dealers are automatically eligible to win \$250 if their customer's home is chosen as a winner. The contest runs until Dec. 31, 2016.

All contest entries can be submitted to and are being featured on the imagineNation community page at [clopaydoor.com](http://clopaydoor.com). Clopay is supporting the contest with national print, television, radio, and online advertising as well as customizable materials that local dealers can use to help drive entries. ■



## Facebook fuels Garaga contest

In August, Garaga announced that the winner of its "Win Your Doors" Contest was Glenda Shindle of Barrie, Ontario. The contest, open to homeowners across Canada, awarded the winner with a new garage door and entry door. More than 30,000 individuals entered the contest.

The contest garnered excellent participation primarily by using Facebook, but also through promotion on the Garaga site and its dealers' websites. A banner on all sites took consumers directly to Garaga's online Design Centre and the entry form. All requests for information and referrals were sent to Garaga dealers to be used for future offers. ■

## 2016 Denco Open House attracts 250



On June 24, Denco attracted nearly 250 guests to its annual Open House and Hog Roast at the Denco facilities in Millersburg, Ohio.

The event included a round of golf, an educational workshop on "Leadership in the Field" by Gary Lombard, vendor displays, dinner, and more than 100 door prizes donated by vendors and Denco. ■



### TNR Doors launches new website

In August, TNR Doors announced the launch of its new website at [www.tnrdoors.com](http://www.tnrdoors.com). The site is interactive and easy to navigate by smartphone, tablet, or desktop computer. The revised site allows users to browse products by industry and includes new product information, case studies, videos, and photographs.

Cathy Buckingham, president of TNR Doors, says the site features a new design, enhanced navigation, and additional content for sales and technical support. ■

### GaragaNet improves quotation program

In July, Garaga again improved its online GaragaNet quotation program. The revision allows sales representatives and Garaga dealers to monitor their quotes better, allowing them to measure the effectiveness of their follow-up activities.



The revision seeks to ensure that the salesperson has presented the right product to a customer, based on the customer's needs and budget. ■

### Garaga improves residential product pages

This summer, Garaga announced a revised website that departs from the common approach of orienting consumers toward the insulation factor or thickness of a garage door.

Assessing comments from homeowners, Garaga determined that it's more natural to talk about style rather than technical considerations. Consequently, the revised Garaga website allows consumers to start the selection process by showing various architectural styles of houses and garage door designs that coordinate well with those styles. ■



### Raynor launches engineering assistant app

In May, Raynor announced the launch of its new engineering assistant app for smartphones, available at the Apple or Google Play app stores. The app allows you to convert any broken spring wire size or ID into an available wire size. The repair can then be made without leaving the jobsite.

The app also provides the cycle life of the new spring and the number of installer turns required. For complicated field situations, a complete door design is available. The app will walk you through door size, track type, drum casting, and balance weight, helping you determine the correct spring, drum, and turns for any door and track. ■

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