

Garaga acquires Mid-America Door

In August, Garaga of Saint-Georges, Quebec, announced that it had purchased Mid-America Door of Ponca City, Okla., significantly increasing Garaga's footprint in the U.S. (See the full story on pp. 44-45.) Both companies manufacture residential and commercial sectional garage doors.

Garaga's U.S. market has been primarily from Virginia to Canada and from Indiana to the Atlantic, whereas Mid-America's customers are primarily located in the U.S. mid-section. This acquisition will enable the combined company to have dealers in 40 states.

Martin Gendreau, co-president of Garaga, said, "We will rely on the current Mid-America team to continue to do what they do well, providing consistent excellent quality and service to their dealer network."

With this transaction, industry veteran John Earnest, current president of Mid-America, will retire from day-to-day operations. "Both our employees and dealer base will gain from this transaction," he said. Carl Christensen, current VP and COO, will become the general manager of Mid-America Door. ■



Garaga and Novatech collaborate to offer garage and entry doors

In May, Garaga began a collaboration with Novatech to provide Canadian homeowners with coordinating garage doors and entry doors.

Currently, Garaga has three garage door designs, Vog, Prestige, and Moderno, to match with Novatech's front door designs, Vog, Prestige, and Mundo. The agreement also allows Garaga to offer a wide range of glass styles that match the garage door with the entry door. ■



Genie unveils new Genie man

In April at Expo, Genie revealed its new Genie Man mascot.

Like the Michelin Man, the Genie Man brings life and personality to the Genie brand. His shape and looks have changed over the years, and its most recent version floats in the middle of the letter N in GENIE.

David Osso, marketing manager, said that the Genie Man's unveiling at Expo was a bigger success than they expected. "His friendly demeanor was welcomed by everyone, and selfies with Genie Man ruled our booth throughout the two-day event," he added.

Look for Genie Man in future public appearances that promote the brand. ■



HySecurity opens new factory

On Aug. 1, HySecurity officially opened its huge new factory in Kent, Wash. The new facility manufactures four product lines: Nice residential gate operators and HySecurity commercial, industrial, and anti-terrorist operators.

More than 100 installers, distributors, and vendors joined HySecurity staff and executives from the Nice Group headquarters in the festivities that included a live band and food.

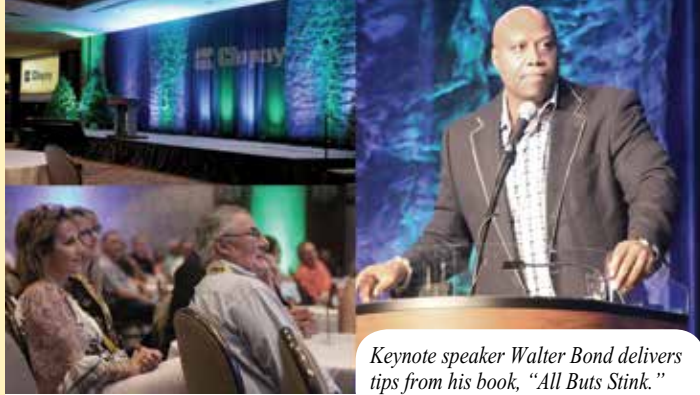
HySecurity was originally founded as Seattle Pacific Controls in the mid-1960s. Then-owner Bob Harris invented SwingRiser, a unique lift-and-swing gate operator, followed by SlideDriver, a drive-rail gate operator for high-security installations.

Brian DeNault was hired by Harris in 1979, and DeNault purchased the company in 1998. In 2016, HySecurity became a division of the Nice Group. "Our new headquarters testifies to Nice's commitment to building an even more impressive HySecurity product presence in the U.S. and abroad," said DeNault. ■

Janus opens Houston distribution center

On July 19, the new Janus distribution center in Houston, Texas, held a grand opening. The facility, which serves customers across the Southwest, has enabled better productivity in the factory, faster shipment, shorter lead times on special orders, and immediate availability of rolling steel stock door sizes.

The new distribution center also makes it easier for clients to receive their orders and to interact personally with staff. ■



Keynote speaker Walter Bond delivers tips from his book, "All Buts Stink."

Dealers honored at Clopay Leadership Conference

From May 22 to 25, Clopay celebrated its 30th annual Leadership Conference with top Master and Authorized dealers at the Grove Park Inn in Asheville, N.C. This year's event had the highest attendance to date, with nearly 400 people attending. The annual event allows top dealers and Clopay staff to connect, learn, and celebrate achievements.

Former NBA player, business coach, and author Walter Bond was the keynote speaker. His book, "All Buts Stink," offers advice about eliminating excuses that get in the way of achieving one's goals—the "buts." Leisure activities at the conference included a tour of the Biltmore Estate, a waterfall hike, a microbrewery tour, golf, ziplining, and spa treatments.

Clopay's 2019 Leadership Conference will take place May 21-24 at the Ocean Reef Club in Key Largo, Fla. Master and Authorized Clopay dealers are required to achieve specific sales goals in order to qualify to attend. ■



Arm-R-Lite announces customer of the year

Advanced Door Sales of Franklin, N.J., was recently named Arm-R-Lite's 2016-2017 Customer of the Year, an award based on annual sales volume. Arm-R-Lite CEO Wilma Dourney presented the award to Robert Marsh, owner of Advanced Door Sales.

Advanced Door Sales was Arm-R-Lite's top dealer, not only for the state of New Jersey, but for the entire country as well. ■

Genie custom chopper featured on "American Chopper"

Genie's new custom-built Genie Chopper debuted nationally on the June 18 episode of the Discovery Channel's "American Chopper." The commissioned bike was crafted by Paul Teutul, Jr., owner of Paul Jr. Designs and co-star of the TV series. Teutul designed the Genie chopper with iconic features exclusive to the Genie brand.

Teutul said that the chopper's wheels are among his favorite ever. Each spoke was made to replicate the exact pitch of Genie's patented screw drive technology. "Overall, I wanted the bike to feel fast, modern, and high-tech, and I think we accomplished that," he said.

Genie approached him last fall to create a unique chopper that would reflect the American heritage of the company's more than 60 years in business. Teutul personally unveiled the bike in the Genie booth at the IDAExpo in April. The chopper is on display at Genie headquarters in Mt. Hope, Ohio, with related postings on Facebook, Twitter, and Instagram. ■





Wayne Dalton doors featured on HGTV

Three Wayne Dalton Model 6600 carriage house steel garage doors were recently featured on an episode of HGTV's "Property Brothers." Drew and Jonathan Scott renovated a deluxe suburban home in Ontario, Canada, with a dream garage for a vintage car collection.

The doors were installed by Quality Door Systems. The series airs on HGTV, HGTV Canada, and the W Network in Canada, and can also be streamed on Hulu Plus, YouTube, iTunes, Amazon Video, VUDU, and Google Play. ■

Overhead Door EverServe recognized by magazine

In August, Overhead Door announced that its EverServe commercial door had been selected by Buildings magazine as one of the top five "Money-Saving Product" winners in the Envelope category.

Across nine categories, the Buildings editorial team recommended 67 elite products to their readership base of 74,000 commercial building owners and facility managers. Winning products were evaluated for their money-saving qualities, including energy efficiency, water savings, and maintenance.

The EverServe door features a springless barrel design with integrated shafts and an extended 500,000-cycle warranty. The EverServe models offer a variety of insulation, weather seal, and air flow options, ideal for harsh conditions such as parking garages and manufacturing, pharmaceutical, warehouse, and distribution facilities. ■



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Amarr Horizon showcased on HGTV show

On June 27, HGTV's "Brother vs. Brother" series with Jonathan and Drew Scott featured an Amarr MultiView garage door in the season finale. The Amarr Horizon HO1000 door, supplied by Entrematic, was installed by RW Garage Doors of Vacaville, Calif.

The door was a key element in the transformation of a dilapidated house in El Sobrante. The Amarr Horizon is an aluminum door with split horizontal rails and equal-height glass sections. The door featured in the episode has a black anodized finish with frost glass. ■

Entrematic receives Partners of Choice award

In June, Entrematic announced that David Weekley Homes, the nation's largest privately held home builder, had named Entrematic's Sectional Doors Americas as an "A,A" Partners of Choice Award winner. The award signifies excellence in quality and service during 2017.

This is the first time that David Weekley Homes has presented its "A,A" Partners of Choice Award to a garage door manufacturer. Entrematic was one of only 18 companies to receive the award for 2017.

Entrematic received a 9.79 score out of 10 for both quality and service. "Our rankings represent real work and sweat equity," said Bill Justus, VP of David Weekley Homes. "Companies cannot simply 'talk their way in' to winning one of our awards." ■



From left: Bill Justus (VP of David Weekley Homes), Rick Rude (Entrematic), Lyle Symons (Entrematic), Travis Hill (Entrematic), David Weekley (chairman of David Weekley Homes).

Clopay door featured in The Family Handyman

A Clopay Coachman Collection carriage house door was featured in a garage makeover in the September issue of The Family Handyman magazine.

The editors transformed a typical two-car garage into an attractive, multifunctional space that can be used for parking, storage, a workshop, entertaining, and even a man cave. Consequently, the editors selected Clopay's three-layer polyurethane-insulated steel door to keep the space comfortable year-round.

Before and after photos are in the September issue, and additional content is at www.familyhandyman.com. ■



LiftMaster receives Partners of Choice award

In June, LiftMaster announced that it had received the "A" Partners of Choice Award for outstanding service from David Weekley Homes, America's largest privately held home builder. LiftMaster is the first-ever garage door opener manufacturer to be recognized by the builder since the award's inception in 2004.

This year, David Weekley Homes presented seven companies with their "A" Partners of Choice Award from a total of 200 organizations. Each winner was determined through a national survey, one-on-one discussions, and other evaluations. ■

Wayne Dalton doors featured in The Family Handyman

In July, Wayne Dalton teamed up with The Family Handyman magazine to create a one-of-a-kind game-day shed using a Model 8850 Aluminum Full-View garage door.

Installed by Hollywood-Crawford Door, Model 8850 garage doors are designed to fuse indoor and outdoor spaces, thanks to their glass full-view panels. The shed appears in the July/August issue and online. ■



Overhead Door featured on "This Old House"

An Overhead Door was recently featured on PBS' "This Old House," for an eight-month renovation of a 139-year-old home. Since the old home lacked adequate heating efficiency, Overhead Door of Boston installed the insulated Courtyard Collection Model 166.

"This Old House" host Kevin O'Connor headed the team that renovated the home. ■

Architectural Record honors Hörmann ad

In June, Hörmann High Performance Doors received an Advertising Excellence Award for an ad that ran in the March 2018 issue of Architectural Record. The Honorable Mention award was presented at the annual American Institute of Architects Conference on

Architecture in New York City.

Each year, the magazine recognizes the most effective ads in the building and design marketplace. The ads are judged by an elite group of architects. ■

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Genie announces video contest winners

In June, Genie announced the winners of its “Open Sesame” video contest, giving the grand prize of \$10,000 to Joe Binetti of Los Angeles.

Binetti’s 65-second video, “The Undeniable Genie Rap,” featured a catchy rap song about how a Genie opener can be the hero of any garage with its advanced smart design and features.

Genie also recognized Tom Kutter of Loganville, Ga., Michael Walter of Jacksonville, Fla., Nick Eagles of Old Hickory, Tenn., and Elaine Stottlar of Northwood, N.H., as \$1,000 prize winners. The videos will be posted at www.geniecompany.com. ■



Haas Doors installed on historic bathhouse

In August, Haas Doors announced that the historic Jacob Riis Park Bathhouse in coastal Rockaway, N.Y., was recently renovated with 25 Haas Doors. The renovation called for elements of flow-through design to make the famous property more resilient to future storm surges.

The general contractor installed the historically accurate CA-220 Commercial Aluminum garage doors. Prior to their installation, the National Park Service had to approve the 25 Haas Doors, painted in a custom green color, to assure replication of the original structure.

The doors included 14 with custom insulated glass with 3/4" Hartford Green muntins concealed inside glass units and 11 with 1/4" clear tempered glass with smooth solid aluminum panels painted in Hartford Green. ■

Service Spring and LiftMaster host annual seminar

On July 11, Service Spring hosted an educational seminar featuring Dan Paco, LiftMaster’s commercial sales specialist.

Paco discussed LiftMaster commercial operators, logic 5.0 boards, and different accessories. He also provided many tips and tricks to help technicians deal with logic boards in the field. ■

Arm-R-Lite celebrates 60th anniversary

In 2018, Arm-R-Lite is celebrating 60 years of manufacturing custom glass garage doors. Late founder Jack Dourney began manufacturing garage doors in 1958 for his garage installation business. Since then, Arm-R-Lite has become known for its welded glass garage doors.

In 1991, when Dourney retired from Arm-R-Lite, his wife, Wilma Dourney, became CEO. She continues to lead the company as CEO with daughters Shannon McGrady as president and Dr. Sharon McGrady as secretary/treasurer. ■



Jack and Wilma Dourney

Torsion Group opens its new headquarters

In August, Torsion Group Corp. (TGC), the parent company of Action Industries and Torsion Source, moved into a new headquarters facility in Strongsville, Ohio.

The move, which merged TGC's Peninsula and Cleveland facilities into one larger facility, meets increased production needs and strategically locates the facility for fast order fulfillment and shipping.

The new "state-of-the-art manufacturing and distributions center" puts Action Industries and Torsion Source under one roof, helping TGC to be a one-stop source for dealers and manufacturers in the garage door industry. ■



Safe-Way holds open house

In the spring of 2018, Safe-Way Door held open houses in Murfreesboro, Tenn., Nixa, Mo., and Warsaw, Ind., with about 145 of its dealers and vendors. Activities included tours of its facilities, catered BBQ lunches, door prizes, and interaction with dealers and vendors. ■

Service Spring raises money for Children's Miracle Network

During the month of June, Service Spring offered customers the opportunity to add a Five-Buck (rubber) Duck to their order. Overall, 21 companies purchased 39 ducks, raising a total of \$195.

Customers then voted on what charity would receive the donations. The Children's Miracle Network won the poll and received all the proceeds. ■



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Denco open house attracts 300+

On July 20, Denco Marketing welcomed over 300 guests to its Annual Open House and Hog Roast event at its facility in Millersburg, Ohio. Guests were treated to a round of golf, a “Tricks of the Trade” workshop by Dick Lano of JVS Garage Door, vendor displays, live music, food, games, kids’ activities, and more than 100 door prize giveaways. ■



Service Spring returns to Texas for second relief trip

In July, a year after Hurricane Harvey’s devastation, Service Spring sent a second team of employees and industry professionals to help relief efforts in Port Arthur, Texas. With the help from Experience Mission, the team spent four days helping a homeowner get closer to moving home after 3’ of water caused mold and mildew that forced her out.

“The garage was a disaster, a safety concern, and it needed skilled workers to get it back in working order,” said Paul McManus. “With the construction experience we had on the team, and garages being our industry, it was where we could make the most impact for the family.”

Chris Bagrowski, Paul McManus, and Tom Martin (all of Service Spring), along with Barge Miller (Miller Edge), Chris Meredith (Hoist and Crane), and Steve and Hollie Singleton (Action Overhead Door), finished the garage in four days including drywall, paint, additional storage, and a new door/operator system. ■



From left: Barge Miller, Chris Meredith, Chris Bagrowski, Laura (homeowner), and Paul McManus.

Denco supports local youth at county fair

On Aug. 10, Denco Marketing participated in purchasing the Reserve Grand Champion Steer at the 2018 Holmes County (Ohio) Fair Livestock Sale.

Denco is a long-time contributor to the Holmes County Fair, supporting trophies and awards, the Junior Fair, the photography contest, grandstand events, and kids’ day events. Denco was also a major donor to the new fairgrounds.

“4-H and FFA are wonderful programs that build leadership skills in the youth of our community,” said Kathy Schlabach, co-owner of Denco. “As people move further away from the agrarian heritage of past generations, showcasing and supporting agriculture is increasingly important.” ■



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Re-Source adds spring calculation tool

In August, Re-Source Industries announced the creation of www.SpringRight.com, an online spring calculation tool for choosing the correct replacement springs or converting an existing spring configuration. The free site works on mobile devices and desktops.

After a user enters door and spring information, the site generates a chart of replacement options. A demonstration video is at <https://youtu.be/o8OJotYvvt8>. ■



Garaga provides e-learning training



In June, Garaga announced its own e-learning course for its residential products to help train new hires entering the garage door industry. The course contains six training modules that teach how to take advantage of sales opportunities and help customers choose a garage door system.

The interactive course uses role playing and games as it covers door styles, materials, colors, sizes, window selection,

R-value, thermal issues, hardware, openings, and internet resources.

Modules can be taken one at a time. Trainees can resume their progress later, picking up where they left off. ■

Re-Source is now on Facebook

In August, Re-Source Industries announced the creation of its Facebook page. The site offers information, connects garage door professionals, and includes #TechTipMondays, fun polls, contests, and tricks of the trade.

All garage door professionals can follow the site at www.facebook.com/ReSourceIndustries GarageDoorParts. ■



Entrematic launches new Kelley website

In June, Entrematic launched a new Kelley brand website at www.kelleyentrematic.com. The revamped and expanded site features a modular design that makes it easier to find product information and resources from anywhere on the site.

The site features larger product images and more product details to help visitors choose the right loading dock solutions. Plus, creating pages for all Kelley products increased the site volume by nearly 300 pages.

Product pages now include references to and images of three “associated products” that best complement each product being viewed. The site is also mobile friendly. ■

