

2019  
**Builder  
Brand  
Use Study**



### Builder magazine names Overhead Door top brand

In June, Overhead Door announced it had earned top brand recognition in three out of four categories in Builder magazine's 2019 Brand Use Study. The company was awarded for the garage door brand with the highest brand familiarity, the most used brand, and the brand with the highest rating, according to more than 1,000 U.S. builders, developers, and contractors.

For nearly 30 years, the Builder Brand Use Study has reported on industry trends, brand recognition, and product information. This year's study was conducted in collaboration with the Farnsworth Group. The online survey focused on 51 home categories with an emphasis on brand recognition of existing products and users' overall willingness to try new products. ■

### Foam Supplies grants \$40,000 to Make-a-Wish

In May, Foam Supplies (FSI) said it had made a \$40,000 donation to the Make-A-Wish Foundation of Missouri and Kansas for local children battling critical illnesses.

As a Wish Benefactor Partner, FSI's generous gift will help grant special, life-changing wishes to four children.

"We are elated to have the support of our partners at FSI. With this partnership, we are truly one step closer to achieving our vision of granting the wish of every eligible child," said LuAnn Bott, president and CEO of Make-A-Wish Missouri & Kansas. ■



### Chamberlain launches Key by Amazon in-garage delivery

In April, Chamberlain Group (CGI) enabled its Key by Amazon in-garage delivery service for Amazon Prime members in 50 cities and surrounding areas across the U.S. Prime members who live in one of the qualifying areas can select "in-garage delivery" when they shop on Amazon.com and use the Key app to monitor the delivery process.

Only CGI products, including myQ-connected LiftMaster garage door openers and accessories, will enable Key by Amazon in-garage delivery. MyQ smart garage control offers on-the-go management of daily activities, real-time alerts, and remote in-garage entry and delivery. The myQ Smart Garage Hub is available for homeowners who do not have a myQ smart garage door opener. ■



### Clopay named #1 in study

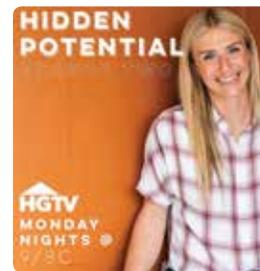
In July, Clopay announced that it had been recognized by Remodeling magazine's 2019 brand-use study as the most used and recognized provider of quality garage doors.

A leading market research firm surveyed nearly 1,500 remodelers, replacement contractors, and general contractors to determine brand preferences across different product categories from siding and windows to cabinets and exterior doors. Product quality, availability, budget, and client demand were considered.

Remodeling conducts the brand-use study every two years. The full report appears in their website and in the May issue of the magazine. ■

### Wayne Dalton doors featured on HGTV

In June, Wayne Dalton revealed that four homes will feature a variety of Wayne



Dalton doors in the second season of HGTV's "Hidden Potential." The hit show follows California builder and designer Jasmine Roth as she transforms builder-basic houses into custom dream homes. All of the doors were installed by Wayne Dalton dealer All County Doors.

"Hidden Potential" can be seen on HGTV and the network's app and can be streamed on YouTube, iTunes, Amazon Video, VUDU, and Google Play. ■



## Safe-Way Garage Doors hosts annual open house

In May, Safe-Way Garage Doors held its annual open house at its locations in Murfreesboro, Tenn., Nixa, Miss., and Warsaw, Ind. Activities included site tours, a catered barbecue lunch, and vendor presentations. Safe-Way Doors displayed new products at the event, and team members were able to meet with dealers face-to-face. ■

## LiftMaster receives Partners of Choice Award

In July, LiftMaster announced that David Weekley Homes, the nation's largest privately held home builder, had named LiftMaster an "A" Partners of Choice Award winner for the second year in a row. LiftMaster is the first-ever garage door opener manufacturer to be recognized by the builder since the award's inception in 2004.

LiftMaster was one of 21 companies to receive the award from a total of 200 suppliers. Each winner was evaluated through David Weekley Homes' National Trading Partner Survey, part of an interactive feedback platform designed to identify world-class performance. ■

## Wayne Dalton opens Louisville sales center

In July, Wayne Dalton opened a new sales center in Louisville, Ky. The center marks the company's 39th location in the U.S. and Canada and will serve as a distribution hub to expand its market share throughout Kentucky and Indiana.

Products offered at the new site include residential non-insulated, insulated steel-back, and carriage-house doors and commercial sectional, sheet, rolling steel, and high-speed, high-performance doors. Additional products include section fabrication, glazing, and cut springs. ■



## Overhead Door named top brand among women

In June, Overhead Door earned, for the eighth consecutive year, the Women's Choice Award by WomenCertified for America's Most Recommended National Garage Door brand. This



award is based on a national survey distributed to more than 100,000 women who were asked to select the brands they would most likely recommend to others.

The Women's Choice Award survey rates products from a wide variety of industries, including beauty and wellness and retailers and automotive, and has set the standard for helping women make smarter consumer decisions. ■

## Top dealers honored at Clopay Leadership Conference

From May 21-24, Clopay hosted its 31st Leadership Conference for qualifying Master and Authorized dealers at the Ocean Reef Club in Key Largo, Fla. The annual trip recognized top dealers for their sales achievements. Nearly 500 people attended the themed event.

During the week, dealers attended business seminars and one-on-one training sessions. Leisure activities included deep-sea fishing, snorkeling, golf, a cooking class at the Culinary Center, spa treatments, and a tour of an Everglades alligator farm.

Clopay's 2020 Leadership Conference will take place May 19-22 at the Eldorado Hotel and Spa in Santa Fe, N.M. To attend, Master and Authorized Clopay dealers must achieve specific sales goals. ■



## Clopay featured on DIY's "I Want That!" show

In July, Clopay's residential products director, Justin Evans, provided door design trends on the DIY Network "I Want That!" 2019 Builders' Show.

Clopay doors featured in the segment included a Canyon Ridge Limited Edition Series carriage house door and a Craftsman Collection fiberglass door, a

two-tone black and slate entry door, and a custom Extira wood composite door painted in a watery blue. The Avante

Collection, featuring modern aluminum and glass doors, was also spotlighted. The one-hour television show aired several times in June and July. ■



## Schweiss Doors highlights bi-fold door project

In June, Schweiss Doors announced that several of its bi-fold doors are part of the design of the Bi-Rite Café in the San Francisco Civic Center.

The liftstrap Schweiss doors feature a cladding design and laser-cut stainless steel panels. The five doors, designed by WRNS Studio of San Francisco, blend into the 640-sq.-ft. sandwich and ice cream kiosk and open on all sides of the building.

The doors remain open during business hours and can be locked shut with an automatic latching system. The largest door measures 49' 4" wide x 12' tall, and the four other liftstrap doors vary in size. They all feature weatherproof electrical and stainless steel wind rails.

Installation of the bi-fold doors was completed by ABS Builders from Maxwell, Calif. ■

## Clopay launches brochure

In May, Clopay added a new Care and Maintenance brochure that is now included in the hardware box of each operator model. The booklet explains how to perform a visual hardware inspection and how to clean and preserve the door finish. It also includes information on opener safety testing and on window care, painting, staining, and minor surface touch-ups.

The brochure will replace Clopay's installation manuals in the hardware box. Manuals can be downloaded on the dealer portal or Clopay's website or printed when the door is ordered. ■



## Gates and Controls hosts customer appreciation events

In May, Gates and Controls hosted an open house to launch its new San Diego, Calif., branch and held a Cinco de Mayo customer appreciation event in Seattle, Wash. More than a hundred installers and over 20 vendors attended the events.

The company held 10 vendor product trainings during the Cinco de Mayo celebration that covered a variety of products, including the new Viking G4 linear actuator, the FAAC cellular 4G intercom and barrier arm, the Maximum Control Matrix III board, HySecurity CNX operators, and DoorKing telephone entry systems. ■



## Re-Source announces contest winners

In June, Re-Source Industries awarded multiple prizes during its Super Tech Day Giveaway held in the company's Fort Worth, Texas, offices. Several dealers, including Art Herzog of North Texas Overhead Door, Eric Warner of Precision Garage Doors Dallas, Reese Duty of Anytime Garage Doors, and Chris Stoneman of Artex, received tools ranging from cable grips and bearing blasters to safety sunglasses.

In July, Re-Source announced its Father's Day Contest winner. Facebook followers posted pictures with their dad or kids during Father's Day weekend, and Josh Molina of Texas Doors & Openers was randomly selected from the entries as the winner of a \$50 Amazon gift card. ■



## Genie expands Aladdin Connect platform options

In May, the Genie Company announced that its Aladdin Connect smart garage door openers and controllers are now compatible with Google Assistant and Amazon Alexa.

The Aladdin Connect app offers time-based rules and virtual keys. With Google Assistant and Amazon Alexa compatibility, homeowners can use their favorite home automation devices with the Aladdin Connect garage door opener platform.

Genie offers an Aladdin Connect stand-alone kit that can be added to most garage door openers produced after 1993, provided they have functional garage door safety sensors. This kit converts a standard opener into a smart garage door opener. The Aladdin Connect app is free once you have the system, and the app is available from Google Play and the Apple App Store. ■



## Hörmann High Performance Doors



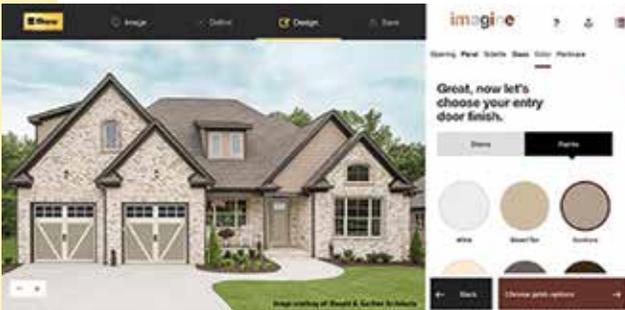
### Service Support App

Download on the App Store  
Get it on Google Play

## Hörmann adds new app

In May, Hörmann High Performance Doors launched a new service support app, now available on the App Store and Google Play. The app is configured to help Hörmann service technicians with door installation and troubleshooting malfunctions in the field.

Users can enter a specific fault code into the app, and the issue and solution will immediately appear. The Quickstart Guide lists common start-up tasks and settings, and a complete parameter list with explanations is also available. Wiring diagrams and schematics for control boxes and activations may be rotated and expanded for a clear view of important details. App users also have the option to call technical support. ■



## Clopay updates door visualizer tool

In May, Clopay announced updates to its Door Imagination System (DIS) online design tool. New enhancements include a mobile optimization feature, bigger images and improved graphics, and a guided design process with on-screen prompts, tip icons, and a live chat option.

The DIS allows users to view front and entry door options at the same time, and it offers before and after views of the home. When a customer is finished previewing the Clopay door options, they can choose a dealer and request a quote using the updated DIS tool. ■



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