



Chamberlain and Amazon team up

In January, Chamberlain Group (CGI) announced its exclusive partnership with Amazon to offer a new in-garage delivery service. The Key for Garage service integrates myQ-connected technology from Chamberlain and LiftMaster garage door openers with the Amazon Key app to allow in-garage package deliveries.

Any customers having a myQ-connected garage door opener will be able to monitor and control their garage doors from anywhere via the Key app. Otherwise, customers can purchase one of two Key for Garage Kits to add connectivity to their existing garage door openers to enable the in-garage delivery service.

Jeff Meredith, CGI president and chief operating officer, said, "LiftMaster's dealers will directly benefit from Key for Garage with increased opportunities to sell to Prime members eager to purchase product to enable in-garage delivery."

To learn more about Key for Garage, see pp. 34-38 for a Q&A with Chamberlain Group president and chief operating officer, Jeff Meredith. ■

"Genie Man" competes at Advertising Week

In October, The Genie Company's mascot attended the 15th Annual Walk of Fame Icon Awards during Advertising Week. The Genie Man was initially rolled out at the IDA Expo in April 2018 and was up for Rookie of the Year at the event. The award went to another well-known icon: the Green Giant mascot, Sprout.

The brand icons were also invited to NASDAQ's closing bell the following day at NASDAQ Marketplace Studio in Times Square in New York.

Dave Osso, Genie brand manager, said, "The power of having a long-term recognizable icon for your brand cannot be underestimated. Genie Man gives us a strong visual presence and personality for our company as we promote our smart connected garage door openers." ■



CornellCookson returns to IDAExpo to showcase new products

In January, CornellCookson announced it will introduce several new products at the IDAExpo in March. This is the first time since 2015 the company has attended the show. At booth #147, they will showcase StormDefender, Extreme 300 Series MicroCoil Grille, and SteelWeave Metal Mesh Grille. ■



Overhead Door earns Product Innovation Award

In the December issue of Architectural Products, Overhead Door was honored with a Product Innovation Award for its EverServe models 610S, 620S, and 625S with their



springless barrel design feature. EverServe is one of the first commercial door solutions to offer a springless barrel design with integrated

shafts and an extended 500,000 cycle life warranty. Models 610S, 620S, and 625S provide 25 times the standard service door spring cycle life, creating longevity while cutting costs of spring replacements. ■

Safe-Way Garage Doors celebrates 60 years

In 2019, Safe-Way Garage Doors will be celebrating its



60th anniversary in the business. In honor of this milestone, the company rebranded its iconic logo. The company's main logo has been updated and its special 60th anniversary logo was designed to incorporate the company's Midwestern roots.

"We are excited about this year's special milestone in our company's history," said Sonny Nemitz, the company's general manager. "We will be launching multiple new product offerings throughout the year as part of this celebration." ■

DoorLink announces new manufacturing plant

DoorLink Manufacturing announced the groundbreaking of a new 244,000-sq.-ft. manufacturing facility in Riverside, Mo. The new plant is projected to open in fall 2019 and will provide improved process efficiencies, product storage, and shipping options.

DoorLink Manufacturing produces a complete line of residential and commercial steel garage door sections. ■



Wayne Dalton doors featured at Pike Place Market

In January, Wayne Dalton announced that its model K-AL aluminum full-view doors were selected for the renovation of Seattle's iconic Pike Place Market.



The Miller Hull

Partnership firm expanded Pike Place Market with a new 14,000-sq.-ft. plaza called MarketFront. The new structure includes a pavilion built using K-AL aluminum full-view doors which allow for an unobstructed view of the Elliott Bay waterfront.

Local Wayne Dalton dealer Crawford Door installed 20 doors and customized tracks to fit within the complex structure. The K-AL aluminum full-view doors are sturdy, virtually maintenance-free, weather-resistant, and can be easily raised and lowered, making them ideal for this application. ■



Arm-R-Lite teams up with country singer Kix Brooks

In January, Arm-R-Lite announced its overhead sectional doors were selected for a project at Arrington Vineyards, a property founded by Kix Brooks from the well-known country singing group Brooks and Dunn.

Arm-R-Lite designed custom-welded doors for the Vineyards' new pavilion. The company worked with Doors Unlimited of Tennessee for the more challenging design concepts, including multiple doors for three of the four exterior walls, its ADA Compliant Pass Doors, an angled roof, and two sets of overhead doors with unique clearing requirements.

Shannon McGrady, president of Arm-R-Lite, had the pleasure of meeting Kix Brooks during the Vineyards' thank you party. ■

Pictured: Kix Brooks, Shannon McGrady of Arm-R-Lite and Allen Henry of Doors Unlimited, TN



Renner donates to St. Jude and Children's Mercy hospitals

In November, Delden partnered with its builders to provide products and services for three charitable home projects. The company teamed up with Essick Builders on the Springfield, Mo., 2018 St. Jude Dream Home. This home featured a Delcraft 200 door in black with a flush panel design, vertical windows, and obscure glass.

They collaborated with Payne Family Homes on the 3,700-sq.-ft. St. Jude Dream Home in O'Fallon, Mo., which featured an Amarr Classica in the Lucern door design with Madeira windows. Delden also united with Summit Homes to build the first-ever Children's Mercy Home for Little Heroes in Olathe, Kansas. This home featured the Delcraft 138 with smart trim custom overlay.

All proceeds from the respective programs are donated to St. Jude Children's Research Hospital and Children's Mercy Hospital. ■





Service Spring, Miller Edge, and Safe-Way Garage Doors help door businesses

In January, Service Spring Corp. teamed up with Miller Edge and Safe-Way Garage Doors to help four overhead door businesses that were severely affected by Hurricane Florence.

Hurricane Florence swept through North and South Carolina from Aug. 31 to Sept. 19, 2018, causing severe damage to residential areas and businesses. These companies experienced extensive flooding and damage to their businesses or homes.

Service Spring's southeast territory sales representative, Craig Radabaugh, visited the affected dealers and delivered checks to these displaced businesses on behalf of the three companies. ■



Wayne Dalton doors featured at Topgolf locations

In January, Wayne Dalton announced that its doors were showcased at a new Topgolf in Birmingham, Ala. Magic City Door installed 10 Wayne Dalton doors in various locations of the Topgolf property.

In the bay and patio areas, seven Model 452 aluminum full-view doors were installed. The doors are insulated, weather-resistant, and virtually maintenance free, making them ideal for this type of application.

Two Model 800 rolling service doors were customized for the L-shaped bar area. These doors were composed of flat-faced slates of aluminum to provide a natural watershed to help reduce corrosion.

In the maintenance area, one Thermospan Model 150, a polyurethane-insulated, sectional steel door, was installed to ensure thermal efficiency.

Magic City Door installed the same doors at the Huntsville, Ala., Topgolf location and have plans to continue integrating Wayne Dalton garage doors in other Topgolf facilities in the area. ■

Overhead Door featured on DIY Network's "Bargain Mansions"

In December, Overhead Door garage doors were featured throughout the second season of DIY Network's popular home restoration show, "Bargain Mansions."

Home renovator and designer Tamara Day used Overhead Door garage doors to restore curb appeal to five neglected homes. The doors were installed by Overhead Door Company of Kansas City.

"Overhead Door Brand's presence throughout the entire season gives viewers inspiration for how simply updating a garage door can reshape an entire home," said Ali Isham, director of marketing for Overhead Door. ■



Miller Edge implements three-region sales structure

In January, Miller Edge implemented a new sales structure that offers dedicated regional teams for the western and eastern territories of the United States and an international team for Alaska, Canada, and Latin America.

The three teams will have dedicated outside regional sales managers and inside sales and service representatives.

"The benefit for customers, with this new structure, is that they will know exactly who to talk to when they need help or want to place an order. Over time, our teams will get to know our customers' preferences and their relationships will grow stronger," said Tim Castello, vice president of operations.

There will be no changes to the Miller Edge executive leadership structure. ■



Haas doors selected for "Dream House Build"

In September, Haas door products were featured on the "Dream House Build" episode chronicled online at the Rogue Engineer blog. The contractor team managed and designed their dream house garage door features using the Haas Create Visualizer tool.

The custom home featured two farmhouse-style American Tradition Series garage doors for the front garages. For the back door, they selected the RA 360 series with all glass panels. This black anodized rust- and corrosion-free garage door includes tongue-and-groove section joints and straight lines. ■