



Clopay acquires CornellCookson

On June 4, Clopay Building Products completed the purchase of CornellCookson for \$180 million. After taking into account tax benefits resulting from the transaction, the effective purchase price is approximately \$170 million. The acquisition significantly enhances Clopay's scale in the sale of commercial and industrial doors by broadening its portfolio of products and customers. [See our feature story on page 36.]

"This is a strategic opportunity to bring two outstanding brands together, to better serve our customers with a complementary portfolio of products that is one of the most comprehensive in the commercial door industry," said Steve Lynch, Clopay president.

"Clopay is an organization whose values and culture align with our own," said Andrew Cornell, CornellCookson president. "We are both U.S.-owned and operated companies looking for opportunities to expand."

Since Clopay doesn't make coiling doors, and Cornell doesn't make overhead sectional garage doors, the acquisition is expected to benefit its employees, customers, and the industry, he added. "I wouldn't be making this decision if I didn't firmly believe it was in the best interest of our stakeholders."

CornellCookson is expected to generate \$200 million in net sales during the next year. The company operates facilities in Mountain Top, Pa., and Goodyear, Ariz., and has over 750 employees. Its Cornell brands have operated in the United States since 1828 and its Cookson brands since 1938. Products are sold through a network of more than 700 dealers, primarily in North America and Mexico.

The transaction was first announced on May 3, pending customary closing conditions and regulatory approvals, which were secured by June 4. The two companies plan to continue to operate as they currently do, with Andrew Cornell serving as president of CornellCookson, reporting to Steve Lynch, president of Clopay Building Products. There are no immediate plans to change the brand strategies for CornellCookson or Clopay. Both companies will maintain operations at their respective facilities. ■

Nortek acquires IntelliVision

In May, Nortek Security & Control announced the acquisition of San Jose, Calif.-based IntelliVision Technologies, a producer of Artificial Intelligence, smart cameras, and deep learning-based video analytics software. IntelliVision will operate as a wholly owned subsidiary of Nortek.

"This acquisition is a great fit for us," said Nortek President Mike O'Neal. "This will extend our leadership position in security, automation, and entertainment technology, with significant benefits for our partners and customers."

IntelliVision AI and video analytics solutions are used for security and monitoring in smart home, smart enterprise, and smart city applications, as well as in business intelligence and advanced driver assistance systems for automobiles. The company's software includes licenses for dozens of patents and has been deployed globally in over four million cameras from over 50 top-tier brand customers and consumer electronics manufacturers. Customers include Comcast, ADT, Netgear, DLink, and Disney. ■



Guardian acquires Garageio

In March, Guardian Access & Door Hardware announced that it had acquired Ohio-based Alottaz Labs, creator of Garageio. Garageio enables users to securely control and monitor their garage doors through a smartphone app, without replacing their existing garage door openers. Terms of the deal were not disclosed.

"This acquisition supports Guardian's commitment to our vision, the garage door and operator industry, and our customer base," said Andrew Liu, Guardian managing director. "It will help us accelerate the development of IoT solutions to complement our line of garage door openers, providing more differentiation, flexibility, and value for our customers."



Garageio is a proven controller that integrates with IFTTT and Amazon Echo and has more flexibility than its competitors, added Brian Strzalka, Guardian general manager.

Alottaz Labs' personnel and operations will be integrated with Guardian's and relocated to the Guardian headquarters in El Segundo, Calif. ■

DH Pace and Door Control Services form partnership

In March, DH Pace and Door Control Services announced a partnership.

Door Control Services, founded in 1973, has grown to become a significant player in the commercial entry door and garage door industries, with over 200 employees in Texas, Arkansas, Louisiana, and Puerto Rico. Its headquarters are in Ben Wheeler, Texas.

The combined businesses will have over 2,100 employees working from 44 offices in 20 states, delivering a complete range of door and door-related products and services. Its products include automatic doors, commercial entry doors, commercial and residential garage doors, industrial and specialty doors, loading dock equipment, and security systems. DCS will continue to operate under its current management team and trade name.

DH Pace has over 1,900 employees in 20 states, with headquarters in Olathe, Kan. Company revenue was reported as \$361 million in 2016. ■



C.H.I. education now offers regional training

In May, C.H.I. Education announced that it now offers regional trainings across the U.S. and Canada. Launched in 2016, the program provides instructional courses featuring classroom and hands-on installation training for residential, commercial, rolling steel, and fire doors.

C.H.I. Education has scheduled regional trainings for 2018 in New Jersey, Northern California, South Carolina, Iowa, Ohio, and Ontario, Canada, with plans for added locations in 2019. A full schedule of courses is also held at the C.H.I. Education Center in Arthur, Ill. ■

LiftMaster wins 2018 Muse Creative Award

In April, LiftMaster announced that the integrated marketing campaign introducing its Automatic Garage Door Lock had won a Platinum award in the 2018 Muse Creative Award competition.

The Muse Creative Awards is an international competition for concept, writing, and design. This year, more than 1,350 entries were submitted from 37 countries and included such brands as Porsche, National Geographic, Marvel, Siemens, Longines, MasterCard, and New Balance.

LiftMaster's lock campaign was based on research showing how hearing a lock click makes people feel safe and secure. The campaign included television, print, digital, and radio. ■



Overhead Door recognized as "Most Familiar Brand"

In May, the 2018 Builder Brand Use Study revealed that the Overhead Door Brand is the garage door brand with the highest brand familiarity and the brand used most.

According to the survey, product performance and desirable features are the top two priorities in product selection. Other important factors for choosing a product include warranty, availability, price, and ease of installation. Survey respondents represented companies having a variety of price points, disciplines, and production volumes. ■



Wayne Dalton named #1 quality garage door provider



In April, Wayne Dalton announced that it had been recognized for the second year in a row as the top provider of quality garage doors by Builder magazine's 2018 Brand Use Study.

The 2018 Builder Brand Use Study sheds light on the construction industry's attitudes towards the products they recognize, use, and trust. This year, more than 950 qualified builders, developers, and general contractors participated in the online survey. ■

Overhead Door wins Women's Choice Award again

In April, Overhead Door announced that, for the seventh consecutive year, the Overhead Door Brand had earned the 2018 Women's Choice Award by WomenCertified for "America's Most Recommended National Garage Door Brand."

The Women's Choice Award is based on customer ratings and a national survey distributed to more than 100,000 women. The organization rates products from a wide variety of industries. ■



Titan updates its brand

In May, Titan Coatings announced that it had recently updated its brand and product lines for the first time since the company launched in 1989.

Alongside the re-branding process, Titan named the sub-categories for ArmorGuard, its coating system used

by the garage door and access systems industry. ArmorGuard HD and ArmorGuard XD are designed for extreme-durability applications. ArmorGuard offers toughness and flexibility where fabrication of the painted metal requires a tight bend. ArmorGuard SR is a stain-resistant exterior system using Titan's proprietary Stain Defender technology. ■

Raynor Aspen door featured on "Buyers Bootcamp"

On April 21, a Raynor Aspen Series door was featured on an episode of "Buyers Bootcamp," a television show starring Scott McGillivray on the DIY Network. The Aspen AP200 door was installed on a dated bungalow remodel in Grand Island, N.Y. ■



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Haas Doors selected for This Old House project

American Tradition Series carriage-style garage doors from Haas Door have been chosen for the This Old House 2018 Idea House in Narragansett, R.I. The home will be featured in the October and November/December issues of This Old House magazine and in segments of the 2018-2019 season of the TV series “This Old House.”

South Shore Garage Door in Charleston, R.I., will install the garage doors. The public will be invited to tour the completed home on Aug. 11. ■

Garaga launches “Win a Smart Garage” contest

From March 21 to June 28, Garaga is holding a contest aimed at homeowners who would like to have a smart garage door system as part of a smart home. The drawing for the grand prize will take place July 4.



The garage door system prize includes a Garaga garage door system with an 8550W belt-drive LiftMaster GDO with MyQ and a battery backup. The system includes a remote light control to operate lamps inside the home, a garage door monitor, a laser pointer for parking, and a Google Nest indoor security camera. Entries are received at www.garaga.com. ■



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Re-Source announces contest winner

At the IDAExpo in April, Re-Source Industries offered attendees a chance to roll the dice to win a \$500 merchandise credit. Contestants who rolled double ones or double sixes were entered in the drawing.

The winner was Rose Quality Garage Doors of Murfreesboro, Tenn. Others who qualified for the drawing received 15 percent off a future order with Re-Source. ■



Cassidy Bowen of Re-Source announces the winner.



Raynor debuts sales academy in Mexico

In late March, Raynor brought its sales academy to a group of 15 dealers in Guadalajara, Mexico. Ramiro Arbolea, Raynor Mexico general manager, gave the presentation on commercial fire doors and operators to the attendees, who all work closely with the citizen protection department for the city of Guadalajara. ■



C.H.I. dealer meeting sets attendance record

In March, C.H.I. Overhead Doors announced that its 2018 dealer meeting, held this year in Orlando, Fla., set an attendance record, attracting dealers from the U.S., Canada, and South America.

This year's meeting featured educational courses, keynote speakers, and onsite vendors. Dealers were recognized for their 2017 sales achievements, and the meeting concluded with an exclusive event at Universal Studio's Marvel Superhero Island. ■



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Entrematic adds Quality Reporter app

In May, Entrematic announced the new Entrematic Quality Reporter app, which allows dealers to easily submit product quality issues for fast resolution.

Reporting involves three steps: (1) provide dealer information, (2) scan the product's bar or QR code using the app code reader, (3) describe the issue and submit. The app also includes an option for including photos of the product.

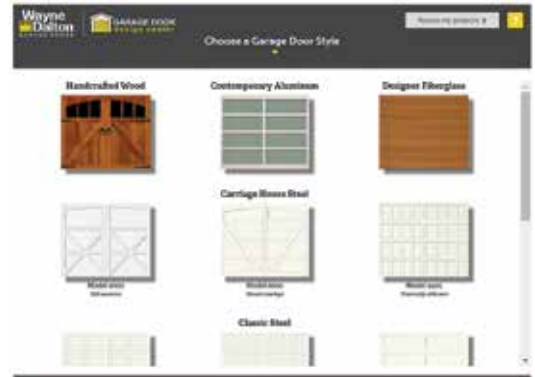
"Our new app is so simple to use and eliminates the multiple communications that were needed previously when there was a quality issue," said Vickie Lents, vice president of marketing.

The Entrematic Quality Reporter app is available at no cost for Android and iOS devices from Google Play or the Apple iTunes store. ■

Wayne Dalton Design Center now available on Google Play

In March, Wayne Dalton announced the launch of its popular Garage Door Design Center app on Google Play, free to download on Android devices. Previously, the app was only available for iOS users.

The app requires no internet connection or data to use and enables homeowners to visualize hundreds of garage door options, including styles, sizes, colors, windows, glass, and decorative hardware.



The final garage door design can then be viewed on a photo of the user's home or a similar home chosen from an image gallery and shared via email or social media.

The app offers enhanced features like sharper images, more realistic colors, and the ability to zoom in to view a door's texture. ■



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