

Assa Abloy Acquires Amarr

(See feature story on page 36.) In November, Assa Abloy of Sweden announced that it had signed an agreement to acquire Amarr, the third major player in the North American sectional door market with annual sales of \$330 million and 1,200 employees.

Since 2008, the company has expanded its Entrance Systems division from annual sales of \$454 million to more than \$2.1 billion (USD), according to Johan Molin, president and CEO of Assa Abloy.

Amarr was founded in 1951 and is based in Winston-Salem, N.C., with operations in the U.S., Canada, and Mexico. The transaction is subject to regulatory approval and is expected to close by the end of 2013.

Since its formation in 1994, Assa Abloy has grown from a regional company into the global leader in door opening solutions with 43,000 employees, operations in 70 countries, and sales of about \$7 billion. ■



Molin



Sommer Acquires Garage Door Parts Company

In November, Sommer announced that it had acquired Doco International, a Dutch-based garage door hardware and parts company.

One of Europe's leading providers of hardware for industrial and private doors, Doco offers a wide range of garage door components for the production of sectional doors, including hinges, fastening elements, shafts, and frames. Other decorative and specialty items include door windows, locks, and handles.

Doco will continue to focus on business in Europe, reinforcing Sommer's position as a European market leader. Doco was founded in 1982 and employs a staff of 70. ■

TMI Acquires Simplex Isolation Systems

In September, TMI International announced that it had acquired the assets of Simplex Isolation Systems of Fontana, Calif. Since 1979, Simplex, has been a manufacturer of PVC strip doors, industrial curtains, and cleanroom environmental control systems and accessories.

TMI supplies PVC-based products including strip doors, vinyl doors, and roll-up bug screens. Headquartered in Pittsburgh, TMI also has operations in Cuyahoga Falls, Ohio, and Norcross, Ga.

"The combined organizations ideally fit within our long-term strategy of extending our sales and manufacturing reach to a bicoastal platform," says Frank Mummolo, TMI's president and CEO. ■

1st United Finds New Home

In October, 1st United Door Technologies announced that it had moved its offices and plant into a 69,000-sq.ft. facility at 1016 W. Geneva Drive in Tempe, Ariz. The facility provides expansion of the plant, improved manufacturing capability, and a dealer showroom with operable garage door and openers.

1st United Door Technologies makes steel and wood garage doors for residential and commercial use. Founded in 2000, the company has distribution centers in Salt Lake City, Avondale, Ariz., and throughout southern California. ■



Amarr to Make Pella Garage Doors



In November, Pella Corporation announced the introduction of Pella Garage Doors to be manufactured, marketed, and serviced by Amarr Garage Doors. The new Pella residential line of garage doors includes traditional doors in steel and vinyl; carriage house doors in steel, wood, and vinyl; and modern full-view doors in aluminum.

Those who become Pella garage door dealers can obtain marketing, merchandising, and sales support to help promote the new offering. Prospective dealers can sign up at pellagaragedoors.com to get more information.

A family-owned company for 88 years, Pella is a top brand of windows and doors in the U.S. Based in Pella, Iowa, the company has 10 manufacturing facilities, 200 window and door showrooms, and 6,000 employees. ■



Hörmann Moves Pennsylvania Operations

In November, Hörmann High Performance Doors announced that it had recently relocated its entire operation from Leetsdale, Pa., to a state-of-the-art facility on 10 acres in Starpointe Business Park, Burgettstown, Pa.

The new facility enables the company to hire more employees and features more efficient production processes and a full-scale product showroom. The location also provides room for expansion to 220,000 sq. ft. Hörmann has production and sales locations in more than 40 countries. ■

LiftMaster Launches “Don’t Chance It. Check It.” Campaign

In November, LiftMaster launched a national campaign to educate consumers about the need for updated safety protection systems. The campaign is called “Don’t Chance It. Check It.”

“As the industry leader, we are concerned about the safety of the millions of garage doors in North America that operate without photo-eyes,” says Bob Markwart, president of LiftMaster, Americas.

The program encourages dealers to become LiftMaster’s Certified Safety Check Dealers, which means they have agreed to add a three-step safety check into their customer visits. Participating dealers receive support from LiftMaster through national marketing efforts and regional and local sales assistance.

Homeowners are encouraged to get additional information and locate a certified dealer at LiftMaster.com/GarageSafety or by calling 855-GRG-SAFE. ■

Amarr Opens Second DC in Canada

In October, Amarr announced the opening of its second distribution center in Canada. The new Amarr Door Center is located in Surrey, British Columbia, near Vancouver.

The company’s other Door Center in Canada opened in 1997 and is located in the Toronto area. The new facility is Amarr’s 77th Door Center worldwide. ■



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Linear Hosts Z-Wave Alliance Forum

In November, Linear's Carlsbad, Calif., headquarters served as the host for the Z-Wave Alliance Unplug Fest & Developers Forum. The three-day technical event included training, networking, and a first look at the new Z-Wave Next Gen 500 series.

Linear is considered the largest user of Z-Wave products in the world. Linear is a principal member of the Z-Wave Alliance, a consortium of global companies that oversees the world's largest system for wireless home control products and services. ■

Overhead Door Earns Award for Commercial Product Innovation



In its November issue, Architectural Products magazine awarded Overhead Door first place in the windows/doors/openings category of the publication's annual Product Innovation Awards for its Stormtite AP Model 627 insulated rolling service door.

Introduced in 2013, the Stormtite AP offers "the most advanced thermal performance values published by any major U.S. manufacturer of insulated rolling steel doors." The door's R-value is 10.9, U-value is 0.09, and its tested installed U-factor is 0.84. ■



Clopay Receives Gold Innovation Award

In September, Clopay announced that, for the second year in a row, it is the recipient of Home Builder Executive's 2013 Gold Innovation Award in the residential garage door category. The company was recognized for continuing to introduce faux wood garage door design options.

Over the last 18 months, Clopay has introduced three new

lines: the Canyon Ridge Collection Ultra-Grain Series, the Classic Line with a cherry Ultra-Grain finish, and the Cypress Collection flush door with Ultra-Grain finish. ■



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Clopay and Dealers Featured on Makeover Shows



In October, a Clopay door was featured on an episode of the DIY Network's "Ice My House" program. Clopay and Above and Beyond Garage Doors helped rapper Vanilla Ice transform a home for a Queens, N.Y., couple who were the grand prize winners of the show's "Ice My House" contest. Clopay dealer Dennis Dubowski and his team installed a Coachman

Collection carriage house garage door as part of the \$30,000 project.

Clopay was also featured on PBS' "This Old House" in a series focusing on New Jersey homeowners who are rebuilding after Superstorm Sandy. Clopay partnered with Dana Clark of Ned Sickels Overhead Doors to provide Canyon Ridge Collection Limited Edition Series carriage house doors for one of the homes. Clark says he expects to be replacing garage doors for Sandy victims for at least another year. ■



Innovation House Showcases Clopay Doors

Clopay Reserve Collection custom wood garage doors are featured on Innovation House, an 11,000-sq.ft. European farmhouse-style estate near Atlanta.

Innovation House showcases residential building products and furnishings hand-picked by designers for their durability, ingenuity, and beauty. An online digital tour and blog is at showhouse.myinsidesign.com. ■

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“How It’s Made” Features Albany Doors

On Nov. 21, the Science Channel aired an episode of “How It’s Made” that featured the Assa Abloy Entrance Systems Albany Mining and Industrial (M&I) doors. These high-speed doors feature a rubber fabric panel for harsh industrial environments.

“How It’s Made” shows how common items are manufactured. The television crew spent a day at Assa Abloy Entrance Systems’ manufacturing plant in Lawrenceville, Ga., filming the production.

The Albany M&I door was selected from 17,500 submissions from around the world to be included on the show. The documentary television series is produced in Quebec, Canada, and is broadcast in 180 countries. ■



Encon Offers Training for All-O-Matic and BD Loops

On Sept. 10, Encon Electronics teamed up with manufacturers All-O-Matic and BD Loops for an all-day technical workshop for several Encon dealers. Brian Dickson of BD Loops conducted the loop training, and Luis Gutierrez and Fortino Tarula led the All-O-Matic training for its brushless DC operators.



On Nov. 5, Encon hosted another training event for HySecurity. Rob Kerben of HySecurity covered its StrongArm Park DC operator and its SwingSmart gate operators. ■

Designer Highlights Garage Door Trends on PBS

Clopay recently partnered with Cox Door in Indian Trail, N.C., to install a Canyon Ridge Collection garage door as part



Vicki Payne, “For Your Home” host (left), and Justin Evans, Clopay product manager.

of a whole-house renovation project on “For Your Home” (FYH), one of the longest-running national home and garden television series on PBS.

The home belonged to design expert and show host Vicki Payne, who selected a Clopay Canyon Ridge Collection faux wood carriage house door for the garage. The “Exterior Touches” episode 2906 can be viewed online at foryourhome.com. ■

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