

Janus Plans to Manufacture in Brazil



In September, Janus International confirmed its plans to open a manufacturing plant in Brazil. Several locations are being considered for the Brazil factory, slated to open in 2015.

“The South American market is growing, and the market needs a high quality, experienced manufacturer that it can count on,” said president/CEO David Curtis. “We expect that our customers will enjoy lower costs and higher levels of service.” ■

TMI Acquired By River Associates

In October, TMI announced that it had been acquired by River Associates Investments. Founded in 1988, TMI is a manufacturer and supplier of strip doors, industrial curtains, roll-up doors and screens, swinging impact doors, and dock accessories.

David Rimbey, TMI’s president and CEO, said, “River Associates’ time-tested record and strategy of partnering with organizations for organic and acquisitive growth will allow us to continue to provide market-leading products and services for our customers.” ■

Wayne Dalton Celebrates 60 Years

Throughout October, Wayne Dalton celebrated 60 years in the industry. The company began in 1954 as an Amish woodshop in Mount Hope, Ohio.

Today, Wayne Dalton is supported by more than 2,000 employees in 65 locations in the U.S. and Canada. The company celebrated its anniversary on social media by noting other significant events in history that occurred in 1954. ■



Buechels Start New Companies

In September, industry veteran Gary Buechel and his daughter, Brie Buechel, announced that they had started two new companies, Loading Dock Pros and Sliding Door Pros, both based in Ashley, Ohio. They started the companies after leaving Rotary Products, a company started by Gary Buechel’s father.



Gary Buechel

Loading Dock Pros carries a variety of dock equipment such as dock seals, shelters, levelers, bumpers, lights, and truck restraints, while Sliding Door Pros sells strip doors, sliding doors, and curtain systems. The companies’ websites are LoadingDockPros.com and SlidingDoorPros.com.

Brie serves as the company owner, and Gary is executive director. Gary was



Brie Buechel

the recipient of the 2012 IDA Humanitarian Award for his family’s efforts in raising service dog puppies. ■

Duchossois Group Acquires Controlled Products Systems

In September, The Duchossois Group announced that it had acquired Controlled Products Systems Group (CPSG) of Denver, Colo., a large wholesale distributor of gate automation and perimeter access control solutions.

Duchossois said the acquisition complements its subsidiary, The Chamberlain Group, in serving a growing market demand for safety, security, and sales and service support.

With 31 U.S. distribution centers, CPSG serves over 4,000 dealer-installer customers. It will continue to be run as a stand-alone business. ■

Kahne

LiftMaster Partners With Hendrick Motorsports

Beginning with the 2015 NASCAR season, LiftMaster will be a primary sponsor of driver Kasey Kahne and his No. 5 Chevrolet SS team from Hendrick Motorsports, 11-time Sprint Cup Series champions.

LiftMaster will be a primary sponsor in three Sprint Cup races annually and an associate-level partner in all other events. The agreement covers the

2015, 2016, and 2017 NASCAR seasons. The

car's first 2015 race is May 24 at Charlotte Motor

Speedway, with other races slated for July 11 at Kentucky Speedway and Oct. 18 at Kansas Speedway.

Since 2012, Kahne has earned at least one victory each season while securing three consecutive Chase for the NASCAR Sprint Cup berths. He has 17 career wins in NASCAR's top division, including five in three full seasons with the No. 5 team. ■



Minnesota Dealer Installs 99 Doors in One Day

On Nov. 1, Twin City Garage Door of Minneapolis-St. Paul installed 99 doors in one location from 8 a.m. to 7 p.m.

The job was a new FedEx building in Rogers, Minn., and the doors were 8' x 9' with vertical lift. Led by Dave Saffrin who sold the job, 42 crew members from Twin City's four locations finished the job. Installers, service techs, warehousemen, residential salespeople, and commercial estimators all helped out.

"It was a momentous day in the 50-year history of our company and the most exciting day of my 30-year career here," said Lisa Donabauer, president. She believes the achievement may have been a record among all door companies. ■

Clopay Receives Innovation Award

For the third straight year, Clopay has earned Home Builder Executive's Gold Award for Innovation in the residential garage door category. Clopay was recognized for continuing to introduce attractive, low-maintenance, energy-efficient garage door designs like its new black garage door.

Clopay's factory-applied black paint finish is thermally reflective and is available on its Gallery Collection and Classic Collection doors, as well as on steel and fiberglass entry doors. ■



Marantec Announces Winners of "Made In Germany" Contest

In November, Marantec America announced that Scott Alix and Kandee Cole of Garage Doors Unlimited in San Diego were the winners of Marantec's "Made In Germany" Contest, which took place at Expo 2014 in Las Vegas.

Meikel Nagel, president and CEO of Marantec America, presented Alix and Cole with the award certificate for an all-inclusive trip to the upcoming R+T Show in Stuttgart, Germany. The R+T is Europe's premier door and operator industry exposition, which takes place every three years. ■



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Clopay's Black Door Named Innovation Winner

Clopay's black steel garage door with "cool paint" technology is one of 20 new products to be recognized with a 2014 Handy Innovation Award. Now in its 14th year, the Handy Innovation Awards honor products that showcase initiative, creativity, invention, reinvention, and eco-innovation. Clopay earned an Honorable Mention.

The 2014 Innovation Award-winning products were to be featured in the winter 2014 issue of Handy Magazine, the Handy Toolbox e-newsletter, and at www.HandymanClub.com. ■



Wayne Dalton Announces Photo Contest Winner

In September, Wayne Dalton announced the winner of its 2014 Xtreme Door Makeover Photo Contest. Mike Toyooka of West Coast Overhead Door in Fillmore, Calif., was the grand prize winner of two tickets and travel expenses to game four of the World Series.

Now in its third year, the contest included celebrity judges Jonathan and Drew Scott from HGTV's "Property Brothers." They selected Toyooka's photo that demonstrated how a new Model 8300 with walnut wood-grain finish and arched Stockton windows can make a dramatic improvement to a home.

Entries from Chris Schwerdt of Midway Sales & Distributing in Topeka, Kan., and Tia Codispoti of Action Door in Stow, Ohio, were the second and third place winners. ■



Clopay Earns Awards for "Imagine" Campaign

In September, Clopay received three Brand Builder Awards for its "imagine" campaign from Hanley Wood. The awards were the Platinum Award for Best Integrated Consumer Media Campaign, the Gold Award for Best Residential Remodeling Integrated Marketing Campaign, and the Gold Award for Best Channel Marketing Program.

Clopay launched the "imagine" campaign in 2013 to generate leads for residential garage door replacement by reminding consumers of the transformative power a new garage door can have on a home's curb appeal. The integrated campaign includes print and digital advertising, social media, trade show components, and point-of-sale support.

Now in its second year, the Brand Builder Awards recognize the most innovative and effective marketing campaigns throughout the residential and commercial design and construction industries. More than 50 companies submitted entries in 22 categories. ■



DBCI Celebrates Nationwide Safety Milestone

On Oct. 29, DBCI's Chandler, Ariz., manufacturing facility completed its fifth consecutive year without a single recordable injury. The milestone means all three DBCI manufacturing facilities have operated for over five years, or 1.3 million man-hours, without an accident.

DBCI's two other locations in Texas and Georgia passed the six-year mark in 2014. The flagship facility in Douglasville, Ga., launched the safety initiative in 2008. ■



Product Manager David Babics speaks at a new products seminar.

Raynor Hosts East Coast Dealer Meeting

In August, Raynor hosted a two-day meeting in Baltimore, Md., for its East Coast dealers.

Dealers participated in seminars, product demonstrations, a sales awards banquet, and a Yankees vs. Orioles game at Camden Yards. ■



Clopay Avante To Be Featured at Builders' Show

For the second year in a row, Clopay's Avante Collection aluminum and glass garage doors will be featured on The New American Home at the International Builders' Show. The 2015 show will be in Las Vegas, Jan. 20-22.

The New American Home is built to showcase the latest technology in the home building industry. ■

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Delden Takes ALS Ice Bucket Challenge

In August, a group of Delden employees organized a company-wide ALS Ice Bucket Challenge. Denise Dahms, president, also participated (see photo) and challenged all Delden branch managers. Delden matched all funds raised. ■



Encon Employees pose before cutting the 30th anniversary cake.

Encon Celebrates 30 Years With Trade Show

On Sept. 12, Encon Electronics of Hayward, Calif., marked its 30th anniversary with its first trade show. The trade show included seven workshops, a BBQ lunch, and 17 exhibitors including AAS, All-O-Matic, Ameriline, BD Loops, Byan Systems, Diablo Controls, DoorKing, EDI/Reno A&E, FAAC, Guardian Traffic Systems, HySecurity, LiftMaster, Linear, Miller Edge, Nice Apollo, USAutomatic, and Viking Access Systems.

Over 200 people attended. Nearly 50 prizes including gift cards and anniversary-themed baskets were raffled off throughout the day. ■

Delden Employee Organizes Fundraiser

In September, Delden's Randy Pyle organized a "Bikers for Babies" fundraiser to benefit the March of Dimes. Over the past six years, Delden employees have donated generously to this cause, thanks to Pyle's efforts. Based in Kansas City, Mo., Pyle oversees the production of all custom wood garage doors. ■



Pyle

Pacesetter Walks for a Cure

In October, Pacesetter's team walked 60 miles over three days for the Susan G. Komen 3-Day event, raising \$50,000. The funds are used for national breast cancer research and for testing and treatments for uninsured and underinsured Atlanta-area cancer patients. The Atlanta event raised more than \$3.2 million.

Aviva Leebow, CEO, started Pacesetter's team in 2013, and the team has committed to walking again in 2015. ■

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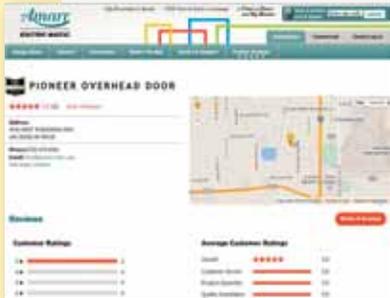






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Amarr Introduces Online Dealer Reviews



In November, Amarr introduced Amarr Dealer Reviews to its website. The program allows Amarr garage door dealers

to maintain great online reputations and use customer reviews to grow their businesses.

Amarr dealers are now able to share online customer feedback on their own websites and on the Amarr dealer locator listing, said Vickie Lents, director of marketing. She added that research shows that 85 percent of consumers read reviews as they search for products and providers. ■



LiftMaster Launches Redesigned Website

In October, LiftMaster announced the launch of the redesigned www.liftmaster.com. The new site features an updated design and navigation that simplifies finding a dealer and product information.

The site is compatible for use on mobile devices, allows users to compare specific products, and includes a garage door opener selector tool. ■

LiftMaster Launches New Dealer Extranet



In September, LiftMaster announced the launch of its new and improved Dealer Extranet website at www.dealer.liftmaster.com. The site features a new look and faster searching for easier ordering.

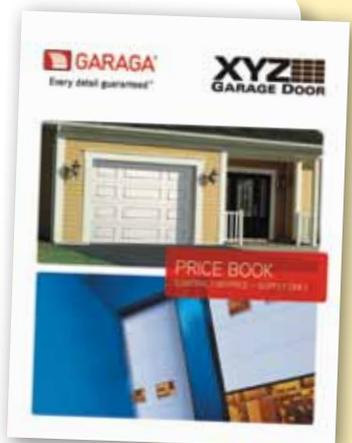
Major improvements include quick links to popular pages and an improved design that allows dealers to easily track the items in their carts. ■

Garaga Updates Online Pricing Options for Dealers

In November, Garaga announced that its GaragaNet online quotation tool now allows its dealers print an improved and customized version of price lists.

Printing can be done by section, in summary or detailed formats, with or without installation fees, with different spring types, etc.

In addition, through GaragaNet, Garaga has also simplified dealers' ability to calculate pricing of doors with options such as special windows. ■



EMX App Provides Product Manuals

In September, EMX announced a mobile app that provides easy access to EMX Industries' product manuals and instructions. The app, available for Android and Apple devices, can be stored in a smartphone or tablet for access in areas without Internet connectivity. ■

Garaga Revamps Dealer Websites

In November, Garaga announced that it had revamped the home pages of its dealers' websites. After several months of testing, Garaga was able to optimize its own home page for search engines. With Garaga's website management program, dealers no longer need to worry whether their websites are optimized. ■

