



Aquilina

Founder of Upwardor dies

Tony Aquilina, the founder of Upwardor, died Dec. 11, 2017, in Toronto. Born in 1948 in Malta, he immigrated to Canada in 1967. After he married Maria in 1971, they started Upward Garage Doors in 1973 as a Toronto-area installation and repair company. He began manufacturing in 1976, changed the company name to Upwardor in 1986, and built a new manufacturing plant in Milton, Ontario, in 2001. (See his company history on page 74.)

An innovator, inventor, and entrepreneur, Aquilina pioneered the use of polyurethane insulation in steel doors in the late 1970s. He was one of the first to develop foam-injected polyurethane doors, and he designed a thermally broken aluminum door frame.

He is also responsible for developing a trolley-style pneumatic door system that became popular on car-wash doors throughout North America. In 2006, he developed a bottom bracket that allows the roller to be removed without taking tension off the spring.

In 2014, he and Maria retired and sold the company. Upon hearing of his death, vendors, dealers, and competitors offered tributes to his integrity, vision, and ingenuity. He leaves behind his wife of 46 years and his three children, Diane, Catherine, and Joseph Aquilina. ■

Former Haas Door CEO dies



Haas

Kenneth L. “Duke” Haas, 89, the former CEO of Haas Garage Door Manufacturing, died on Jan. 24, 2018, in Toledo, Ohio. The Haas company was founded in 1953 outside Perrysburg, Ohio, by Duke’s father, Ernest M. Haas, and sons Ernest A. (Spike), Deloy J. (Barney), and Kenneth L. (Duke) and son-in-law Donald LaHote.

In 1976, with Duke Haas as president, Haas Door expanded its garage door line to include garage door openers and the first insulated garage

door in the industry, the CIFA-200. Duke was credited with pioneering the CIFA, a breakthrough with insulation and color availability never before offered in the industry. After Ernest Haas died in 1989, the company was sold to Masco.

Duke was preceded in death by his father, mother, and his three brothers, Spike, Barney, and Truman, but is survived by his four sisters. He and his wife, Betty, had seven children. ■



Goff

Delden sales manager dies

Phil Goff, a 41-year garage door veteran at Delden, died on Jan. 3, 2018, in Kansas City at the age of 64. Goff was 23 years old when Delden founder, Gene Renner, hired him in 1976 as a garage door salesperson in St. Louis. In 1984, Goff accepted an opportunity to move to Delden’s Kansas City headquarters. Goff retired Oct. 31, 2017.

He held a degree in building materials merchandising from State Fair Community College. He met his wife, Becky, at Delden, and they had three children. He was greatly

admired by his fellow employees and customers. He is survived by his wife, two sons, and a daughter. ■

Raynor appoints director of U.S. sales

In January, Raynor announced the appointment of Tim Ashford as director of U.S. sales, responsible for dealer sales in the U.S., dealer training, and company sales managers in the U.S.

In the garage door industry since 1999, Ashford spent 10 years on the dealer side before working for Overhead Door in sales. He joined Raynor in 2016 as director of architectural sales. ■



Ashford

Northwest Door announces new VP of manufacturing

In December, Northwest Door announced Bryan Sims as vice president of manufacturing.

Sims comes to Northwest Door with 20 years in manufacturing, lean principles, and engineering, having served as director of operations at Jarden Corporation. He holds a bachelor's degree in business administration and is a Six Sigma Black Belt. ■



Entrematic hires national commercial sales manager

In February, Entrematic announced the appointment of Timothy Bailey as national commercial sales manager.

Bailey previously worked as an end-user specialist for Entrematic's parent company, Assa Abloy. He also served as a territory sales representative for Overhead Door of Indianapolis. He is a graduate of Indiana University. ■



DoorKing adds business development manager

In December, DoorKing announced that Allen Wright had been named business development manager, working with architects, specifiers, and designers and focusing on the aviation, rail, port, and DOT industries.

Wright spent 12 years with Ameristar in business development in the perimeter security sector. He was also a corporate trainer for about five years and studied meteorology at the University of Oklahoma. ■

Arm-R-Lite hires marketing/sales manager

In February, Arm-R-Lite announced the appointment of Felicia Bacchus as marketing/sales manager.

A graduate of Rutgers University, Bacchus came to Arm-R-Lite in 2016 with more than 10 years of marketing and sales experience. At Arm-R-Lite, she has been involved in marketing, public relations, and customer service. ■



Guardian adds industry veteran

In February, Guardian Access & Door Hardware announced the hiring of Mark Myers as territory manager for the entire Southeast, covering all states from Florida to Virginia and west to Mississippi.

Myers' experience in the door and operator industry extends over three decades, most recently as a sales manager at Sommer USA. He previously served as general manager for two door dealerships in North Carolina and as the distribution center manager for Raynor in Charlotte. ■

CornellCookson names four architectural product representatives

In February, CornellCookson announced the appointment of four new Architectural Product Reps (APRs). John Polchin, Dan Popplewell, Paul Smith, and Rich Goodwin recently moved into these newly created roles to help architects as they design projects that include rolling doors and grilles. The APRs can also answer technical questions about products, codes, and standards as well as provide AIA-approved seminars for continuous education credits.

John Polchin has been with the company since 1986, working in various roles in engineering and marketing. His focus will be central Texas. Dan Popplewell has more than 25 years in key positions at CornellCookson and other companies. He will focus on Chicago and surrounding areas.

Paul Smith has more than 25 years of experience in the rolling door industry, 17 of those spent as regional sales manager with CornellCookson. He will focus on the New York City, Washington D.C., and Philadelphia markets.

Rich Goodwin, in his three-decade career with CornellCookson, has amassed extensive experience with construction and design in the building products industry. ■



Polchin



Popplewell



Smith



Goodwin



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Delden veteran retires

In September, Larry Nauser, Delden's purchasing manager, retired after 21 years with the company. Over that time he oversaw nearly all aspects of Delden's purchasing and logistics. He holds a degree in journalism from the University of Missouri.

Nauser is succeeded by Todd Whitney, former receiving supervisor, who has 13 years with Delden. ■

Janus announces salesperson of the year awards

In January, Janus presented its Salesperson of the Year awards to six recipients.

The winners were Jim Ponti (U.S. overall), Richard Lillie (U.S. self-storage), Scott Garland (U.S. commercial sales), Graham Lomax (UK sales), Christophe Gaude (Europe self-storage) and Dan Baker (Asta Door sales). ■

Asta Door hires sales veteran

In January, Asta Door announced that John Frey had joined the company as regional sales manager for several states from Alabama to Tennessee,

Oklahoma, and Texas.

Frey brings 13 years of experience in the steel door industry and is a graduate of Southeastern Louisiana University. ■



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