

A Publication of Door + Access Systems Newsmagazine

d+as SHOW GUIDE

What You Missed at Expo 2017 and Fencetech!

Our Exclusive Report

- Expo 2017, Atlanta
- Fencetech 2017, San Antonio



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The *D+AS Show Guide* is a special DASMA publication that informs you of key exhibits at the International Garage Door Expo held in Atlanta from April 19-22 and at Fencetech in San Antonio from Feb. 1-5, 2017.

Our Pages feature industry companies that invested in this extra effort to inform you of key announcements, services, or products at their exhibits.

Our Readers are 20,000 professionals in the door and access systems industry throughout North America.

Our Advertisers are DASMA members that exhibited at this year's Expo or at Fencetech. To learn about advertising in the next Show Guide, go to www.dasma.com and look under Publications.

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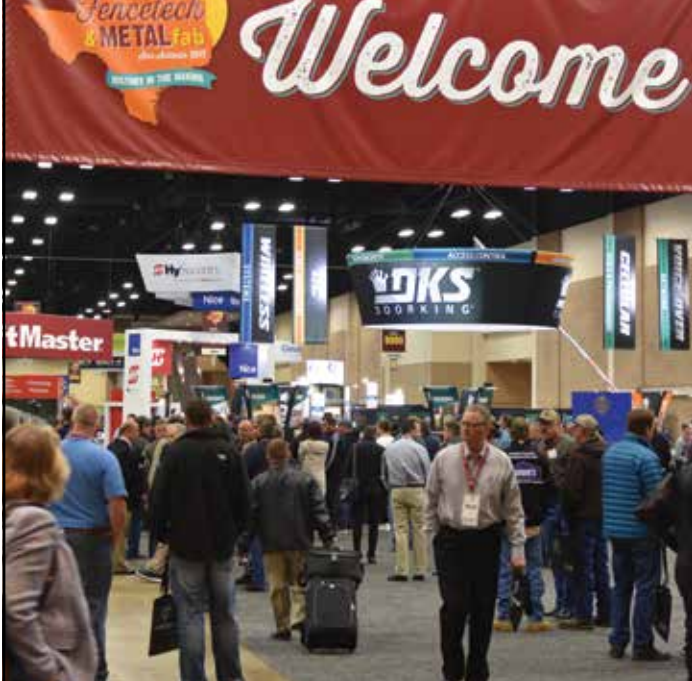


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New Luminous door turns heads at Expo

Wayne Dalton launched its first all-glass door, offering one of the sleekest looks on the market today. The new door is available in the residential Model 8450 Luminous Contemporary Aluminum Door and in the commercial Model 464.

The door's appearance is designed to offer a seamless flow between indoor and outdoor spaces, whether used at home as a garage door, as a bar patio door, or a divider between the office. The glass sections are made of durable tempered glass.

880 ADV-X

The newest door in Wayne Dalton's high-speed line-up, the 880 ADV-X, offers the same fast-acting, high-cycle springless design as the company's other high-speed doors, but also features a patent-pending breakaway system and flexible bottom that reduces the potential for injury in high traffic areas.

TruChoice Color System

The company also featured a door painted with the TruChoice Color System, available with more than 6,000 colors. This system allows businesses and homeowners to coordinate their garage door with their business colors, home trim, or their favorite color. www.wayne-dalton.com

► **MIRROR DOOR:** *Wayne Dalton's new all-glass doors, such as this "mirror door," attracted much attention at Expo.*





MODERN. SLEEK. LUMINOUS[™]



Sleek and modern, our new Model 8450 Luminous[™] Contemporary Aluminum door perfectly enhances any modern home with a smooth frameless look.

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HySecurity booth features its two brands

For the first time, HySecurity's booth at Fencetech and Expo featured its two brands: Nice and HySecurity (Nice bought HySecurity in July 2016). The booth's primary focus was its new Nice Linear Actuators, particularly the Titan12L.

Now making its way into the market, the Titan12L features easy manual operation with a quick-release keyed handle. Its modular design allows for simpler replacement. After being hit by a vehicle, the damaged part can be easily replaced without replacing the whole operator.

Now that Nice products have been added to HySecurity's line, installers can get a broader range of products, from residential operators all the way to anti-terrorism and high-security operators.

"We have the broadest product line in the business, and quality and reliability are our key values. That's a significant business advantage for installers," said Richard Woltjer, vice president of sales and marketing. HySecurity continues to maintain its reputation for highly accessible tech support, he added.

www.hysecurity.com



TNR introduces low-headroom rubber door

TNR's new Park-King door took the spotlight at the company's Expo exhibit. This high-performance rubber roll-up door requires as little as 13" of headroom.

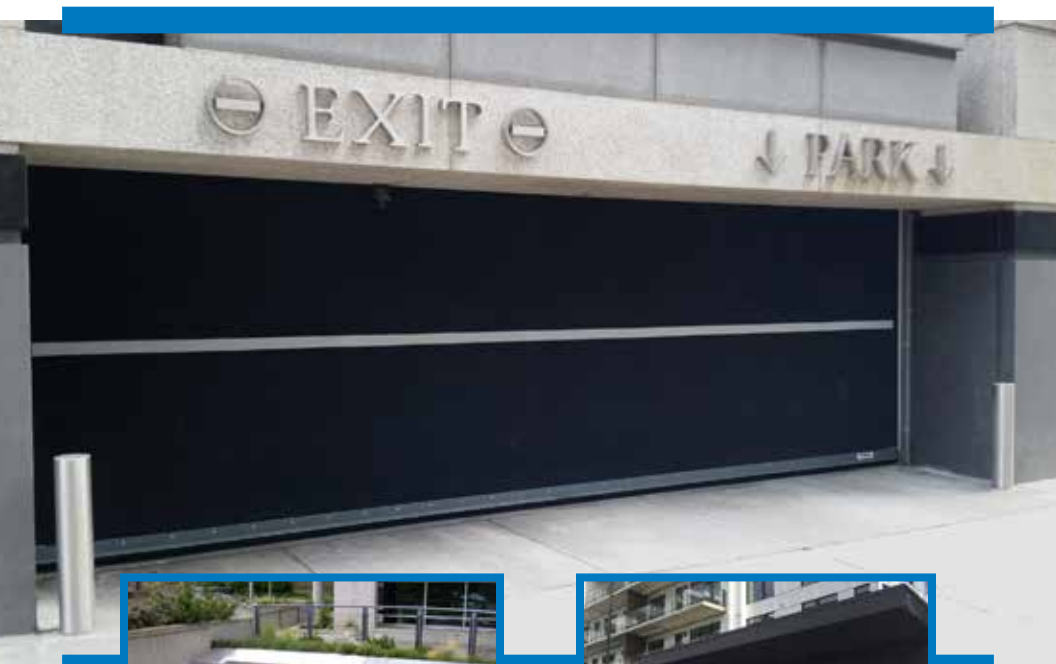
The Park-King door is ideal for retrofit in urban parking facilities such as office towers, condominiums, parking garages, and airports. Its durable rubber curtain handles high traffic demands, is easily reset, and is resistant to damage from impact.

Another new product from TNR is the new and improved ChillFast insulated high-speed freezer door. The door features a soft bottom bar, full auto-reset with opening speed up to 108"/second, and plug and play connection with standard heated guides and bottom bar.

"TNR continues to grow our high performance door product line and service through our dedicated dealer network in North America and around the world," said Eric van Wesenbeeck, manager of marketing and product development. "Our loyalty to our dealers is the key to our success." www.tnrdoors.com



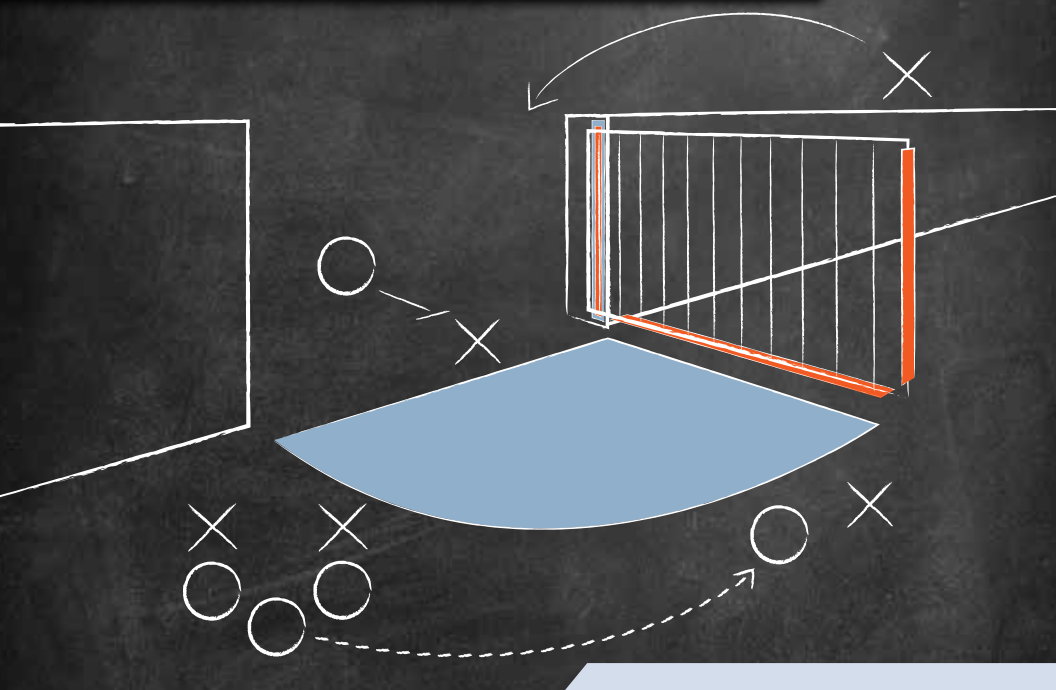
◀ **LOW HEADROOM,
HIGH PERFORMANCE:**
*Wayne Carr
demonstrates the
features of the Park-
King door.*



TNR roll-up doors are ideal for **Urban Environments**
Now fits as little as 13 inches headroom!

- Parking Garages, Condominiums, Office Towers
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Miller Edge gives back

At Fencetech, Miller Edge took a different approach to booth design. While still highlighting its sensing portfolio for gates, the company put its spotlight on two charitable organizations that serve military families and children: Fisher House and Children's Association for Maximum Potential (CAMP).

In their own way, these two organizations support Miller Edge's motto of "Making the world a safer place." Lackland Fisher House is a home-away-from-home for the families of seriously ill or injured military patients receiving treatment in the San Antonio area (the site of Fencetech). CAMP, founded by Air Force physicians, is a center for children and adults who face diversity with either a mental or physical illness.

The Miller Edge booth focused on its "Game-Winning Strategy" in complying with UL 325. Building on the game theme, the booth featured a variety of sports equipment that was donated to Lackland Fisher House and CAMP after the end of the show. www.milleredge.com



▲ **GAME-WINNING STRATEGY:** A variety of sports equipment at Miller Edge's Fencetech booth was donated to two organizations that serve military families. Pictured (from left): Barge Miller, representatives from Fisher House and CAMP, and Flossie Miller.

Skylink offers completely wireless system

Skylink's booth focused on four new features for its AtomsPro garage door opener, which was launched in 2016.

- **The wireless safety sensors** save time for installers, eliminating the need to run wiring.
- **The wireless wall console** also simplifies the installation process and saves time. With the wireless sensors, the AtomsPro installation can be completely wireless.
- **The tamper-proof trolley**, an industry first, prevents intruders from disengaging the emergency release from outside the garage door.
- **Connectivity** with Alexa Skill, IFTTT, and Google Home provides homeowners with a new level of smart-home capability. www.skylinkhome.com



▲ **WIRELESS:** Skylink's AtomsPro opener now includes wireless safety sensors and a wireless control panel.





SkylinkNet
Smartphone App



WIRELESS
INSTALLATION



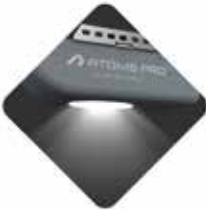
FLEXIBLE
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UL325 monitoring: 8.2K / 10K, NC, pulse

Connect up to 4 transmitters

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New for 2017: The EMX Wireless Edge Link

EMX's new WEL-200 system provides customers with a wireless solution, compliant with UL 325-2016, for interfacing sensing edges with gate and door operators. The Wireless Edge Link eliminates the wiring between the safety edge and operator control box.

It provides monitored outputs and is compatible with NC, 10K, and pulse, while ensuring compliance with the new 2016 UL 325 monitoring standards. The WEL-200 operates up to 200' between the transmitter and receiver. Featuring a two-year battery life, the receiver connects with up to four transmitters with separate relay and pulse outputs for open and close edge functionality.

IRG-RET and CarSense 303

In addition, EMX also featured its CarSense 303 magneto-resistive vehicle detector that improves detection sensitivity with 3-axis selectable detection and EMX's exclusive Detect-on-Stop technology to ignore unwanted traffic. Its compact design saves installation time and money. And the new IRB-RET retroreflective photo-eye offers long-range 60' performance, high immunity to fog and sunlight, and compatibility with all operators on the market. www.emxinc.com

► **CELEBRATING 30 YEARS:** EMX marked its 30th anniversary and announced its new Wireless Edge Link that meets the new UL standards.



DoorKing focuses on cellular and VoIP products

The DoorKing booth at Fencetech was again one of the largest exhibits in the building. While featuring DoorKing's many USA-made products and features, the company showcased its cellular and VoIP telephone entry/access control systems. Since standard telephone service is being eliminated by the telephone companies, cellular and VoIP systems are the primary connection methods of choice.

These two new methods offer plug-and-play capabilities for simpler installation of DoorKing products. The installer does not need to worry about configuring routers, port forwarding, firewalls, or setting up DDNS service.

A cellular connection eliminates phone lines, network cables, and trenching, which saves time and money for the installer and the customer. VoIP requires a simple internet connection from the entry system to a router. When compared to standard telephone service, the cost for VoIP voice and data service is relatively inexpensive.

Another highlighted product was DoorKing's Automated Lane Barrier system that meets a need for customers who want something more substantial than a simple arm barrier or spike system, yet without the expense and hassle of crash barriers or wedges. www.doorking.com



▲ **PROTOTYPE BARRIER SYSTEM:** DoorKing's large booth at Fencetech revealed a prototype of a combined gate arm and gate crash barrier system. The crash barrier folds down to the ground and offers a lower-cost option to crash-rated systems.

Access Control Solutions

Parking Control

For enhanced safety, increased visibility, and reduced costs, DKS's complete line of products to control vehicular traffic now includes our latest innovations; the Loop Logic safety system, lighted barrier arms, and a breakaway barrier arm system.



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Arrow Tru-Line displays its capabilities

After recently being purchased by Sun Capital, Arrow Tru-Line plans to become even more efficient, more diverse, and more committed to the success of its customers. Through capital investments in technology and seeking out new solutions for customers, Arrow plans to continue on an aggressive growth plan.

At its Expo booth, the company promoted its new Easy Hang System as evidence of the company's continued diversification of garage door hardware products. "More innovative products will be coming from Arrow Tru-Line in the future," said John McLaughlin, vice president of sales and marketing.

He said the company emphasizes listening to customers so that it can develop custom-engineered products that meet customer needs. "We strive to deliver the best possible service, diversity in product offerings, and industry-leading lead times, which put money back in our customers' pockets," he added. www.arrowtruline.com



▲ **HISTORY OF SERVICE:** The ATL booth, located at the front and center of the show floor, touted its long history of service and its expanded capabilities under new ownership.

DBCI showcases three door products

#1: 3000 Series

DBCI highlighted its 3000 Series roll-up door, certified for moderate-to-high wind loads required in many coastal regions and other parts of the U.S. The door features an 80-degree wind-lock profile for easy and fast installation. As commercial-grade doors, they meet or exceed requirements with little or no maintenance.

#2: Curl-Lok

Curl-Lok's patented locking system allows for easy and quick replacement of a single panel instead of an entire door, resulting in a time-saving, cost-saving door solution. Replacement panels can also be stored on-site so that doors can be back in operation in a matter of minutes, further reducing downtime.

#3: 2500 Series Dock Door

The DBCI 2500 Series heavy-duty steel-curtain door features deep engagement guides for greater durability. It is a stronger door that operates with little or no maintenance. www.dbci.com





BECAUSE WHAT'S BEHIND THE DOOR MATTERS

The people and components behind your DBCI door make it the most durable and reliable in the industry.



CURTAIN

Full hard, grade-E steel, ensuring strength and durability



E-COATED SPRINGS

10,000 cycle design to maximize longevity



WIND-RATED DOOR

Our 690 Series self-storage door is wind-certified for high wind-load regions



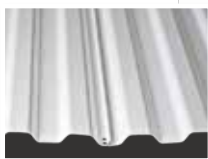
LATCH

Stainless steel to resist rust and add strength, security and durability



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Easier, safer and faster adjustments using a standard Allen wrench



CURL-LOK®

The first repairable self-storage sheet door

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THE SAFEST

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Exterior



Freezer



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Industrial



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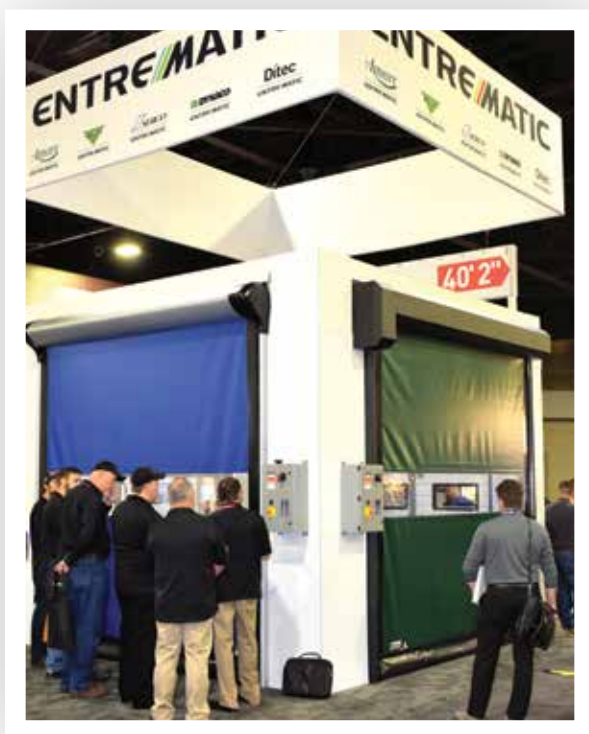
For information on
doors and availability,
call: 1-800-459-1930
or send an email to:
info@dynacodoor.us

New Dynaco high-speed door and new cleanroom door

The focal point of the Entrematic/Dynaco booth was its newest high-speed door, the Dynaco D-411. Featuring fast and quiet operation, the D-411 includes special side guides and a gear mechanism that contribute to the door's high-wind resistance rating.

The company also offered a sneak preview of its new high-speed cleanroom door, the Dynaco D-313. Its key feature is its engineered side guides that create a tight seal for the demands of cleanroom applications. The materials in this side guide provide low-friction operation, which increases speed and reduces particulate generation, perfect for ISO-6 level cleanrooms.

The Dynaco brand is just a part of Entrematic's complete dealer offering, which includes Amarr sectional doors and Kelly and Serco dock equipment. www.dynacodoor.us



New evo+ opener offers simplicity

“The new Sommer evo+ garage door opener line was created to keep things simple: simple assembly, simple installation, and simple inventory with three different motor sizes in a one-drive system,” said Mark Myers, regional sales manager.

The evo+ opener line has a plug-and-play accessory system (see photo) that allows the dealer to customize each unit for each customer. Optional add-ons include battery back-up, additional LED lighting, lock, expanded memory, etc.

The evo+ opener features direct-drive technology (traveling motor on a fixed chain) and has only one rail length that accommodates both 7' and 8'-high doors. If needed, rail extensions can increase the rail length up to a maximum door height of 24'.

Plus, the encryption in its bi-directional radio system provides one of the highest levels of security.

www.sommer-usa.com



► **YOU CUSTOMIZE FOR YOUR CUSTOMER:** Several plug-and-play accessories allow dealers to easily customize each unit. Pictured: Plugging in the lock accessory.



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evo⁺

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PLUG & PLAY ACCESSORIES

Create your own optional value-added product



Battery pack



Alarm/warning buzzer



Motor Lock



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Senso - control humidity
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Motion sensor



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America's Favorite Garage Doors®

New: Clopay Canyon Ridge Modern Series

Clopay's new Canyon Ridge Modern Series faux wood garage doors feature contemporary designs constructed in a durable, low-maintenance composite material that won't rot, warp, or crack. With an insulated core of 2" polyurethane foam, the door offers R-values up to 20.4.

The horizontal plank design can be customized with sleek window packages or aluminum accent pieces to match other exterior details. You can choose from clear cypress or mahogany woodgrain cladding in three stain finishes or painted white.

Clopay also announced its new Commercial Door Quoter (CDQ), a new tool that lets dealers quote commercial projects faster and with greater accuracy. CDQ generates professional, customized proposals with dealer-specific pricing on materials and labor, as well as relevant shop drawings, warranty documents, product literature, and manuals.

CDQ is integrated into Clopay's i-store so dealers can easily transfer customer quotes for ordering. Other CDQ features include sales reporting, project tracking, and automated timeline reminders. www.clopaydoor.com



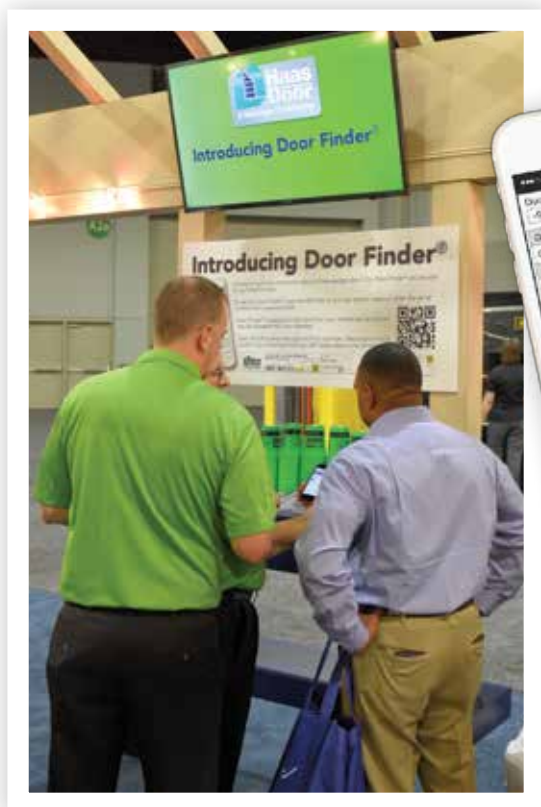
◀ **ALL-NEW LOOK:**
Clopay's booth featured several new designs in its Canyon Ridge Modern Series of faux wood garage doors. Pictured: Canyon Ridge planks over an aluminum base.

New tech: Haas Door Finder

With Haas Door's new Door Finder, installers and homeowners can easily find technical information about any Haas door in the field. Just use your smart phone to scan the QR code on Haas new section labels, or go to i.haasdoor.com and enter the door's serial number.

Door Finder gives you instant door-specific information about the sections and hardware, including many drawings. Warranty info is coming. Such data is helpful to any (Haas or non-Haas) technician who quickly needs information about replacement sections, color, springs, hardware, etc.

In addition to this innovative tool, Haas Door also announced that it is expanding its woodgrain offering in 2017. Haas now offers 14 new powder-coated woodgrain options in its RA360 Series. American Walnut and the new English Oak woodgrain colors will soon be available across all of Haas's insulated garage doors. www.haasdoor.com



◀ **QUICK SPECS:** The new Haas Door Finder lets you quickly learn the full specs of any Haas Door in the field.



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open the door to
endless possibilities





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Airlift adds seamless weld capability

Airlift Doors' booth announced that its new welding machine now offers seamless welds for XRS Vinyl Roll Up Doors. With this new capability, Airlift Doors can also weld clear material so that full-vision panels are completely "full vision" with no color vinyl border needed. Thanks to seamless welds, wrinkles cannot form in the vinyl panels.

At Expo, the company also introduced its new upgraded polycarbonate door panel. The new panels feature heat-sealed ends, and the rails now come in clear anodized aluminum. Heat-sealed ends reduce moisture build up, and anodizing offers improved appearance, weatherability, and lifespan.

Josh Hart, vice president, said Airlift strives to keep complete door lead times under two weeks, guaranteeing that replacement parts are in stock and ready for immediate shipment.

www.airliftdoors.com



◀ **SEAMLESS WELDS:** Airlift Door can now weld clear material, such as its windows, providing a better appearance and better performance in high-moisture applications.

ATL supports Homes for Our Troops

One key focus of the Arrow Tru-Line booth was its support for wounded veterans. The exhibit featured a video about ATL's support for the military, and one such veteran, Ryan Wilcox, was on hand at the booth to talk to visitors.

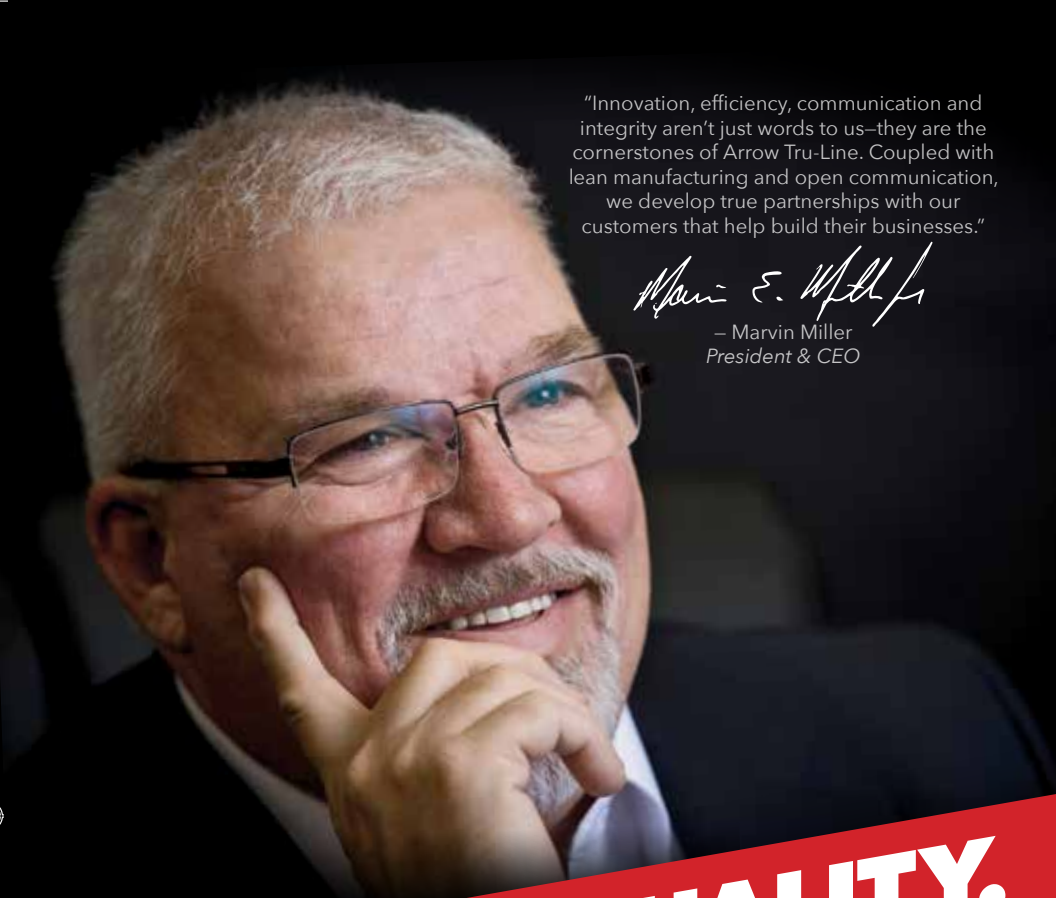
"Arrow Tru-Line believes in giving back," said John McLaughlin, vice president of sales and marketing and a U.S. Navy veteran.

This year at Expo, the company collected donations for Homes for Our Troops, an organization that builds specially adapted custom homes for severely injured post 9/11 veterans. The goal is to help these veterans rebuild their lives.

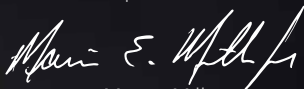
"We wholeheartedly support this group because we value the contributions made by every American soldier who has been wounded in battle and given so much for our great country," added McLaughlin. www.arrowtruline.com



▲ **HELPING VETS:** ATL's booth included a video about supporting wounded soldiers.




"Innovation, efficiency, communication and integrity aren't just words to us—they are the cornerstones of Arrow Tru-Line. Coupled with lean manufacturing and open communication, we develop true partnerships with our customers that help build their businesses."



— Marvin Miller
President & CEO

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1970

1969

1968

***BOND,
JAMES
BOND
DR. NO***

1963

1962

1961

1960

1959

1958

1957



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Service Spring spotlights Quiet Hinge and Solutions Education

The Service Spring booth drew attention to the new Quiet Hinge from Stealth Hardware. The hinge prevents metal-to-metal contact, virtually eliminating garage door noise.

The Quiet Hinge requires no lubrication and has been tested to endure 15,000 cycles with minimal wear. Ideal for homes with a living space above the garage, the hinge reduces noise by up to 50 percent and works on doors up to 600 lbs. Available individually or as part of a retrofit kit, more information is at Service Spring's YouTube channel.

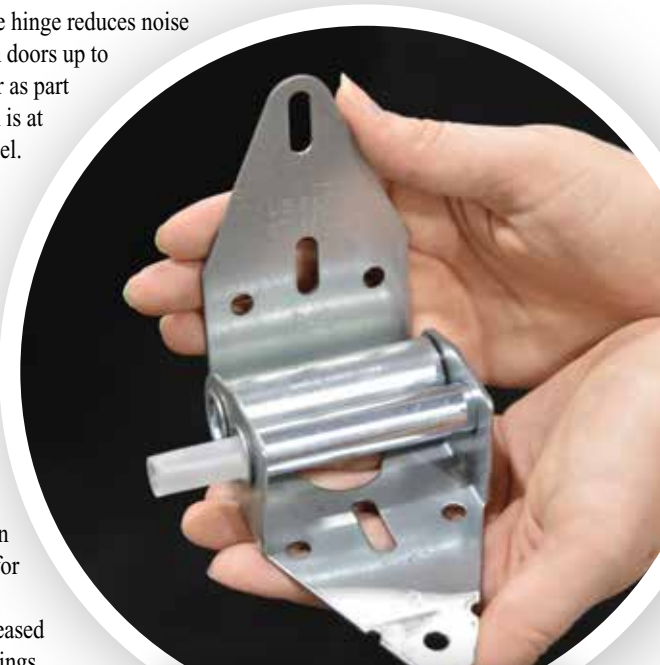
The company also featured its online training platform, Solutions Education, which is now available as a single company subscription. For as little as \$9.95/mo. (1-4 users), subscribers can access 30+ training courses, such as New Employee Education (safety basic, types of springs, basic engineering, weighing a door) and Commercial Door Installation and Repair. The courses qualify for IDEA credit.

Service Spring has also increased its stock inventory of popular springs. Customers can now order 50 of a single spring—or fewer—for quick shipment.

www.sscorp.com

► **30+ COURSES:** *Solutions Education, available on a subscription basis, provides video education that qualifies for IDEA credit.*

▼ **QUIET:** *The new Quiet Hinge virtually eliminates garage door noise.*



New Amarr smart garage door openers coming

The Entrematic exhibit announced the introduction of Amarr residential garage door openers, offering dealers a unique Amarr-branded door and opener system. The two new openers (840 and 860) are set to launch in the summer of 2017.

These 800N DC openers include Sound Dampening Technology for quiet operation. Dimmable LED lights allow brightness up to 3000 lumens (200W equivalent) with the Amarr 860 and 1600 lumens with the Amarr 840. Plus, with smart Wi-Fi connectivity and the Entrematic app, you can monitor and control up to 10 different locations with an unlimited number of openers from any iOS/Android device anywhere in the world.

Three other announcements

- Entrematic also featured its new Amarr MultiView door for residential (Horizon HO1000) or commercial (Amarr 3582), available in May.
- In June, Amarr Color Zone will offer over 1000 Sherwin Williams colors to be factory-painted on any Amarr residential or commercial steel door.
- The new Amarr Impact KnockOut dock doors will be available in May.

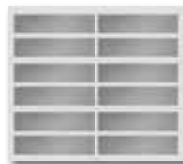


▲ **AMARR OPENERS:** Entrematic is launching new fully-featured Amarr DC openers to help dealers offer a door and opener system.



MultiViews

The **Amarr Horizon H01000** residential and the **Amarr 3582** commercial aluminum multiview doors combine strong horizontal lines with narrow expanses of glass up to 8'2" wide. These sleek, modern doors bring more natural light inside to make distinctive design statements. Available in dozens of glazing and color options.



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PHOTO OPTICS



SENSING EDGES



ACCESSORIES

Trusted Sensing Solutions for Door Pros

New: Monitored Edge Link

Miller Edge's latest product for the door industry is the Monitored Edge Link II, a wireless transmitter and receiver. The MEL-II detects the presence and function of a monitored sensing edge while providing a monitored wireless signal transmission from the sensor to the operator controls.

A 916-MHz operating frequency gives the MEL-II an improved immunity to RF interference. By eliminating the need for coil cords and retracting reels, users save valuable installation time. Since it is free of dangling wires, it also provides a clean appearance.

The MEL-II receiver features LED indicators for simplified diagnostics. Its transmitter is built to endure rugged environments and is powered by standard AA lithium batteries. Miller Edge also offers custom solutions to meet customer needs. www.milleredge.com



▲ **WE'VE GOT THAT:** Miller Edge's booth communicated its many solutions to meet customer needs.

YOUR MVP. "★★★★★"

The LiftMaster® 8550W is the **highest-rated** opener in our lineup—with a **99% satisfaction rating** among buyers. **Feature rich** with built-in Wi-Fi® and Battery Backup, it's quickly becoming a fan favorite. Take your sales to an elite level with the LiftMaster 8550W.



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