A Publication of Door + Access Systems Newsmagazine

d+as SHOW GUIDE

What You Missed at Expo 2018

and Fencetech!

Our Exclusive Report

- **Expo 2018, Las Vegas**
- **Fencetech 2018, Phoenix**

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Door & Access Systems Manufacturers Association International

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d+as SHOW GUIDE

The *D+AS Show Guide* is a special DASMA publication that informs you of key exhibits at the International Garage Door Expo held in Las Vegas from April 25-28 and at Fencetech in Phoenix from Feb. 6-9, 2018.

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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DASMA Door & Access Systems Manufacturers Association International

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Arrow Tru-Line highlights westward expansion

There was a new face featured prominently at Arrow Tru-Line's booth: New West Coast sales manager Robert Park. Park's hiring marks a significant investment in the company's westward expansion. Park is based in Arizona and will travel the Western region, where he has developed contacts throughout a decade in the garage door industry.

The theme of growth permeated the company's booth this year, with a large map highlighting North American distribution centers. Recent developments include a new distribution center in Londonderry, N.H., which will offer delivery to six states in the New England area, including New York and New Jersey, and relocating its Canadian operations from Brantford, Ontario, to a larger, more modern facility in Toronto.

"We strategically locate our distribution centers to be near national and regional manufacturers," said John McLaughlin, vice president of sales and marketing. "We also aim to offer the best service possible to wholesalers." *www.arrowtruline.com*

▲ *PICTURE THIS: New West Coast sales manager Robert Park (left) and Canadian sales manager Steven Trepanier.*

"Arrow Tru-Line's superior delivery, service and quality has helped us be more profitable and efficient."

– Randy Hughes
Southern Ideal Door

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Clopay adds on-trend color to its slate

Clopay introduced slate as a new faux woodgrain finish option on its Canyon Ridge, Gallery, and Modern Steel Collection residential garage doors. The medium-gray hue with undertones of black and khaki emulates the variation of light and dark shades found in the grain patterns on real wood.

Slate is on-trend with the growing consumer preference for using darker colors on exterior window cladding, doors, siding, and trim, as well as mixing different textures, tones, and materials to enhance curb appeal.

- Faux wood garage doors are a popular choice with homeowners who want the look of wood without the upkeep.
- Thanks to the multi-dimensional, tri-color paint technology used to create the finish, slate complements a wide range of color palettes and materials including black, taupe, white, gray, and natural wood stains.
- Slate is available now on select Clopay insulated carriage house and contemporary door models. *www.clopaydoor.com*

▲ *DOMINATING SLATE: The color is shown here on an Ultra-Grain door from the Gallery collection.*

ROYAL BUILDING PRODUCTS

Royal showcases Uniflex Thermostop

Royal Building Products' Uniflex Garage Door Thermostop's patented design offers better performance in shipping, adhesion, less flex distortion, and fewer SKUs to manage.

Uniflex Garage Door Thermostop is now available in 21 standard colors and nine Royal Solar Reflective (RSR) colors to match today's range of door styles. It is designed for low maintenance, made from never-rot material, and engineered to seal out dirt, bugs, wind, snow, and water to trim out new doors and to replace old wood jambs.

RSR colors have specialized pigment formulations and high-performance heat modifiers for improved durability. *www.royalbuildingproducts.com*

▲ *COLOR CHOICES: Select from 30 different hues.*

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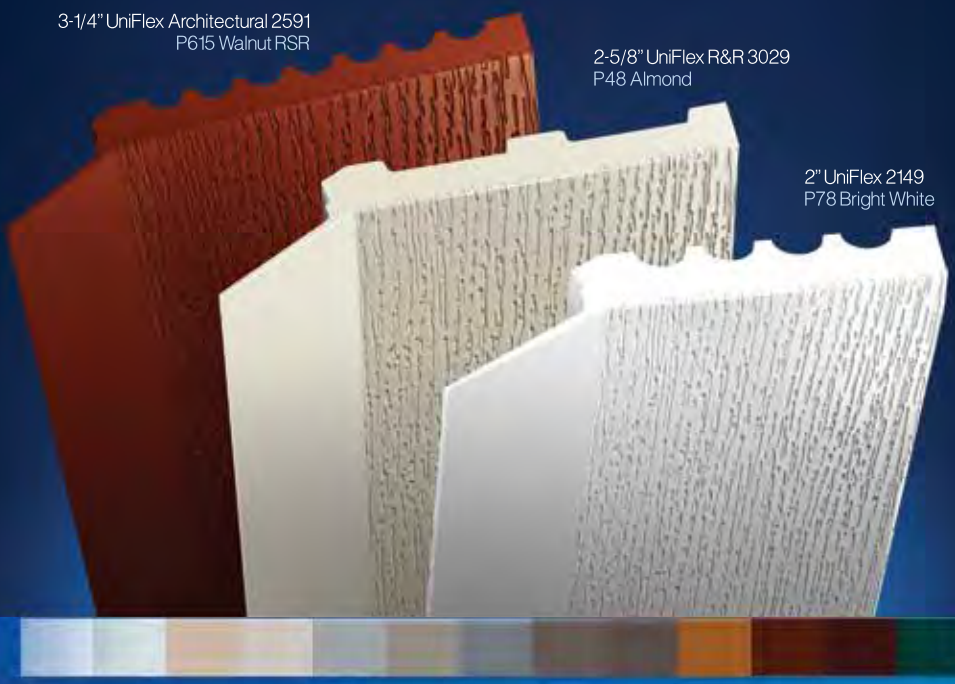

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ENTREMATIC/ AMARR

Entrematic unveils changes to commercial polyurethane doors

Entrematic introduced coming upgrades to its commercial polyurethane doors, which will be improved with a new tongue-and-groove profile, thermal break, and bottom seal that meets air infiltration requirements of ASHRAE, IECC, and Title 24.

By the end of the year, Amarr expects its commercial polyurethane offering to include five different section thicknesses of 1", 1-3/8", 1-5/8", 2", and 3" to meet the varying needs for energy efficiency.

Other products

The Amarr residential smart Wi-Fi garage door opener can be operated via smartphone, smart speakers, wireless keypad, or wall station. Homeowners can illuminate their garage space with an opener that provides 24' of downward-directional bright LED light that lasts for over 100,000 hours of use.

Amarr Color Zone offers a choice of more than 500 Sherwin-Williams paint colors for Amarr residential or commercial steel doors. Doors are factory-painted with Sherwin-Williams SnapDry paint, which is resistant to dirt, fingerprints, and UV weathering. *www.entrematic.us*

▲ *THE THICK OF IT: Five different section thicknesses from 1" to 3".*

Miller Edge interactive booth wins Best of Show

The Miller Edge booth was honored with the Best of Show award at Fencetech 2018. The booth's interactive learning display encouraged contractors to try their hands at designing automated gates that comply with the UL 325 safety standard.

The display featured demonstrations of slide and swing gates with bright orange markings highlighting entrapment zones, hazard areas, and pinch points. Various Miller Edge products were available that dealers could place on and around the gates to help them create their version of a maximized-safety gate.

Dealers were encouraged to determine the best combination of sensing edges, photo optics, transmitter/receivers, and electronics to comply with safety standards and, most importantly, to give their customers a maximized level of protection.

RBand

Miller Edge also debuted its all-new RBand, a wireless, monitored, transmitter/receiver system designed specifically for automated gate systems. It eliminates the need to hard-wire Miller Edge Sensing Edges to the operator. Bi-directional communication between the transmitter and receiver improve immunity to RF interference, and onboard diagnostics simplify setup and troubleshooting. *www.milleredge.com*

▲ *WINNERS: The MIller Edge team poses in its award-winning booth.*

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Haas Door puts the focus on new glass combinations

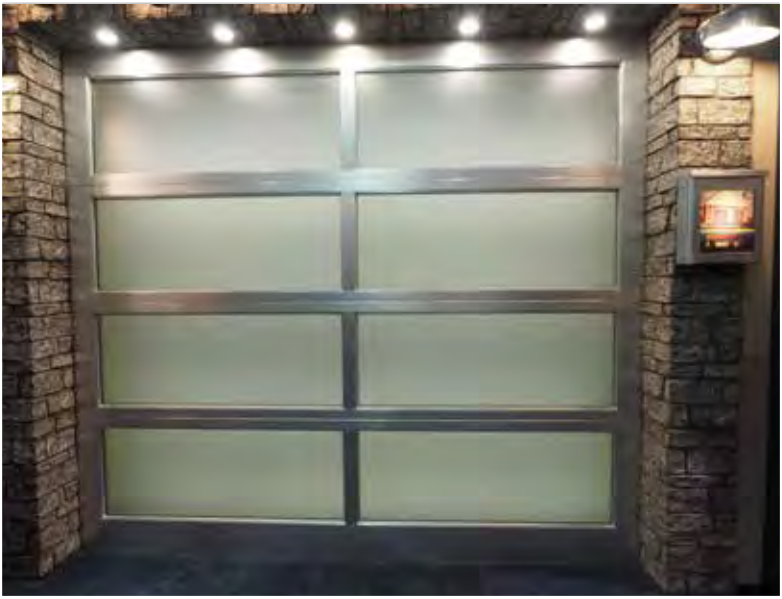
Haas Door introduced new specialty glass choices that provide new ways to customize garage doors. Glass options span most residential and commercial products lines, except the 3" 800 Series commercial offering.

Insulated glass combinations that are now available in all aluminum and steel product lines include light gray/clear, dark gray/clear, bronze/clear, dark gray/dark gray, light gray/frost, dark gray/frost, and bronze/frost.

Lites with single-pane tempered glass are now available in light gray, dark gray, bronze, clear Lexan/polycarbonate, and obscure. Additionally, the company expanded its aluminum full-view products to include single-pane glass options of frosted safety laminate, wire, clear safety laminate, and reflective bronze glass in both commercial and residential garage doors.

These "across-the-board" glass options give customers even more ways to customize garage doors. The selection of glass is important because it helps the garage door complement the building exterior. Since a garage door offers homeowners a 98 percent return on investment, it is the perfect place to start a home makeover and add curb appeal.

www.haasdoor.com



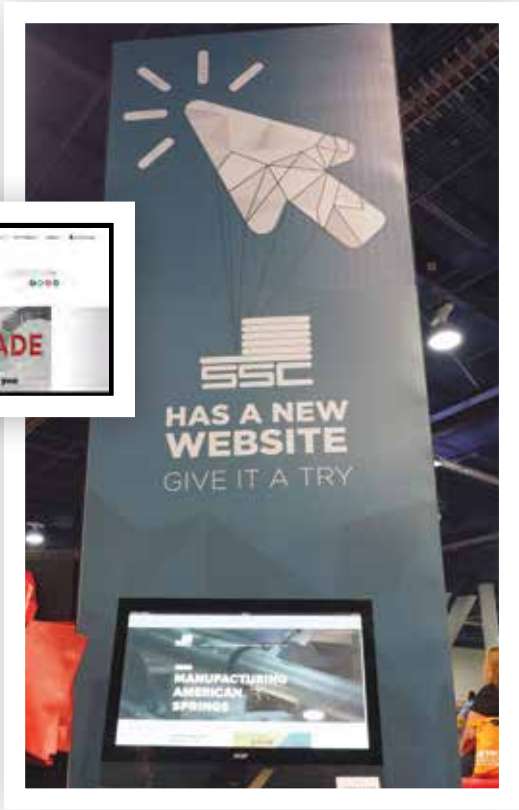
▲ *OBSCURE GLASS with a brushed aluminum finish.*

Service Spring touts new user-friendly website

Service Spring promoted its newly redesigned website with an improved user experience. It boasts an impressive account management area where customers can view favorites, reorder past orders, and update account information like passwords and addresses. The website also has a simplified navigation bar for easy browsing. A variable parts manager allows customers to select their products based on specific attributes instead of scrolling through more than 5,000 product SKUs. Customers can also look forward to enhanced graphics, videos, and a modern interface.

Relief trips to hurricane-ravaged areas

Service Spring also used its booth to attract volunteers for relief trips to Puerto Rico and Houston to repair hurricane damage. Crews will focus on roofing, drywalling, painting, and landscaping. *www.servicespring.com*



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Garaga unveils new features of GaragaNet

Garaga demonstrated how its GaragaNet platform can enhance a dealer's ability to improve the customer's buying experience. Its new MiniCRM software will allow sales staff to stay on top of the many leads and follow-ups required to service their clientele. Marketed as "the best help available to a door dealer since power tools," GaragaNet assists with quote generation, converting quotes to orders, and managing customer interactions.

Garaga also introduced the new Princeton line of carriage house doors in its Townships Collection. Offered in nine colors and four overlay colors, the door features a 30"-high top window section in several designs. Garaga also added a new woodtone color to its lineup.

Chocolate walnut, which replicates the mix of shades found in real wood, is available in the Townships Collection and Standard + Series doors. *www.garaga.com*

NEW GARAGANET is shown off by VP of sales Erick Rocheleau.

DELICIOUS: Garaga's latest door color, chocolate walnut.

Denco waves the flag for American-made quality

At its Expo booth, Denco highlighted its offering of American-made products and brands. Denco-exclusive tools, such as the Pro-Cut Angle Cutter and Pro-Cut Handheld Chain Break, are designed and built with the professional user in mind. Each tool is designed to make the end user's job easy and efficient.

Also featured were Norseman drill bits, a key product line also crafted in the USA to provide long-lasting durability.

The Denco booth was packed with a wide variety of radio controls, replacement parts, accessories, hardware, weatherseal, lubricants, specialty equipment, tools, and more.

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Raynor highlights its Richards-Wilcox connection

From now on, Raynor intends to emphasize its connection with Richards-Wilcox. Its booth featured the theme, "Raynor Worldwide: Two Great Brands … One Great Company."

Although Raynor has owned Richards-Wilcox for almost two decades, their names have not often been leveraged together. Dealers will soon start seeing both names across web platforms to raise awareness of the collective products and manufacturing capabilities of both companies.

Highlighting their combined 175 years in business, the Raynor booth touted both companies' experience, strong focus on commercial business, and engineering solutions, as well as the full breadth of their product lines, which include residential sectional doors, commercial sectional doors, rolling steel doors, fire-rated doors, and high-performance doors. *www.raynor.com*

▲ *SIGN OF THE TIMES: Raynor highlights its ownership of Richards-Wilcox.*

Automatic Technology America commands attention with Dominator line

After testing the waters at last year's Expo, Automatic Technology America (ATA) went all-in this year, bringing a full complement of products and ready to sell. The Australia-based manufacturer of garage door and gate operators promoted its slimline design and in-house proprietary technology.

New to the U.S. market this year was the Dominator Easyroller rolling door opener, which requires as little as 3" of side room for installation. In addition to its slim-fit design, Easyroller includes a 600N DC motor, soft start and close, and LED courtesy light. It also is compatible with ATA's Auto-Ki Smart Phone Control Kit.

The Dominator Elite garage door opener, also displayed, includes a 1000N DC motor, wireless auto-lock technology, belt drive, and interchangeable rails to reduce inventory. A camera allows visibility from a smartphone to view, in real time, anybody coming and going from the garage. Its smart keyless technology lets customers lock the garage door every time they use it, right from the remote control. The lock requires over 400 pounds of force at the lock point to lift the door, increasing security against intruders. *www.ata-america.com*

NEW PRODUCTS like the Dominator Easyroller drew attention at ATA's booth.

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High performance openers offering reliable operation year after year

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DOMINATOR™ ELITE

DOMINATOR™ EASYROLLER

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BELT DRIVE

LED LIGHT

TRANSMITTER

ACCESS PRO WALL STATION

SMART SIMPLE

Decorated Navy SEALs Morgan & Marcus Luttrell along with Shelly Kirkland, CEO of the Boot Campaign, Marine Corps veteran Kelsey Smith, Program Director of the Boot Campaign were in our booth promoting the Boot Campaign and National Door's 50th Anniversary.

National Door celebrates 50 years and supports the Boot Campaign

National Door proudly supports military veterans. The company demonstrated that commitment and celebrated the company's 50th anniversary by presenting a $10,000 donation to the Boot Campaign charities (www.bootcampaign.org) and their "Lace Up, America" initiative. Boot Campaign employs the most visible symbol of military service—combat boots—and uses donations to provide life-improving programs for veterans and military families nationwide.

Marcus and Morgan Luttrell, brothers who are both decorated retired Navy SEALs, chatted with Expo attendees in the National Door booth. Shelley Kirkland, CEO of Boot Campaign, and Marine Corps veteran Kelsey Smith, Boot Campaign program director, were also in attendance.

Marcus Luttrell's story was told in the 2013 movie "Lone Survivor," starring Mark Wahlberg as Marcus. The film was based on Luttrell's 2007 book of the same name. National Door's owners, Mike and Britt Barnard, presented the check to the Boot Campaign. *www.natdoor.com*

▲ *Marcus Luttrell (ball cap, white shirt) and Morgan Luttrell (ball cap, blue shirt) accept a check from the National Door team.*

Skylink showcases Atoms GDO

Atoms Garage Door Opener

The Skylink Atoms Garage Door Opener has a revolutionary patent-pending tamper-proof trolley design to prevent forced entry. It also uses Alexa voice service for integration into the connected home. Customers can ask Alexa or use their smartphones to monitor or open and close the garage door. The wireless photo-eyes and wall console make installation quick and clean.

SkylinkNet Alarm System

The SkylinkNet Alarm System is a DIY, self-monitored security system controlled via the internet hub. It includes a motion sensor, keychain remote, and two door/window sensors. By connecting Skylink's internet hub to a wireless router, the security system coordinates the activities of all receivers and sensors with the help of a smartphone app. *www.skylinkhome.com*

SMART HOME CAPABILITY: Atoms works with Amazon Alexa.

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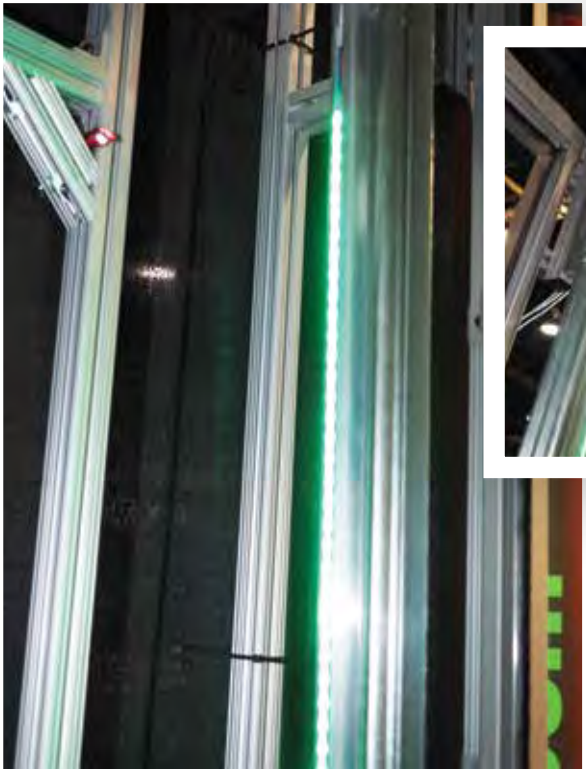
Action Industries shines a light on safety

Action Industries introduced LED-Illuminated Garage Door Safety Kits, a safety enhancement product that attaches brightly colored LED light strips to the driver's side of commercial door frames to assist in preventing door strikes.

The light strips are user-configurable and connect to a patent-pending LED controller that integrates with most photo-eyes or laser curtains. LEDs are IP-68 rated, waterproof, UV protected, and daylight visible. The safety kits are compatible with most commercial garage doors.

Action Industries also recently introduced the E-Z Ratch Garage Door Torsion Spring Winding System, which eliminates the need for winding bars. It gives the operator complete control of the torsion spring at all times and can be used on most commercial and residential garage doors. Complete setup takes less than 20 seconds.

A new line of torsion springs and cone sets accommodates multiple wire ranges. They are available with custom manufacturing options including DASMA color-coding and stenciling, heat-applied coating (black), and special cut lengths. *www.action-ind.com*



LET THERE BE LIGHT: LED kits, attached to the driver's side of commercial door frames, can prevent door strikes.

Wayne Dalton continues to open new doors

Model 800 HC

▲ *HALF-MILLION: The 800 HC boasts 500,000 cycles.*

Model 800 HC is Wayne Dalton's newest insulated high-cycle rolling service door, designed to provide warehouse and facility managers with a long-lasting, reliable door option for heavy-traffic areas. Model 800 HC is built with a cycle life 25 times longer than Wayne Dalton's standard rolling service doors, boasting an extended 500,000 cycles. Thanks to its springless barrel design, Model 800 HC is easily serviced and requires less downtime for maintenance.

Classic Steel Model 8300

Model 8300, Wayne Dalton's best-insulated residential garage door, now has a new fully glazed door option. It allows customers to achieve the look of an aluminum full-view door with all the benefits of an insulated steel door. The door option will also be available for commercial ThermoMark Model 5150.

High Speed Models 888 ADV-X and 889 ADV-X

Wayne Dalton's newest high-speed doors feature a springless helical design that prevents the curtain from wrapping on itself and requires minimal interruption for maintenance. Model 888 ADV-X has a dual-walled solid aluminum curtain, ideal for applications where security is a priority. Model 889 ADV-X is a full-view metal door with clear, scratch-resistant polycarbonate panels. *www.wayne-dalton.com*

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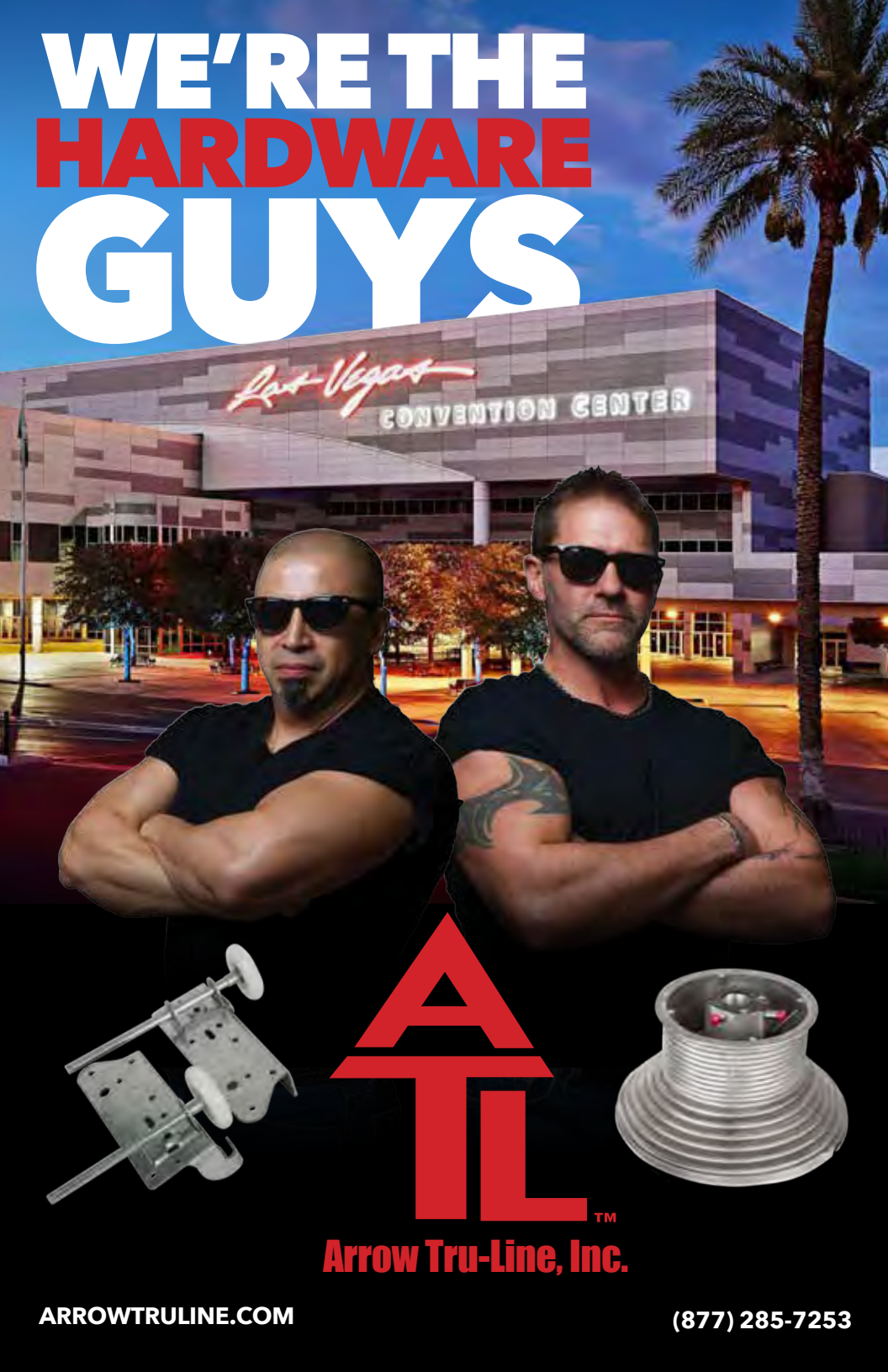
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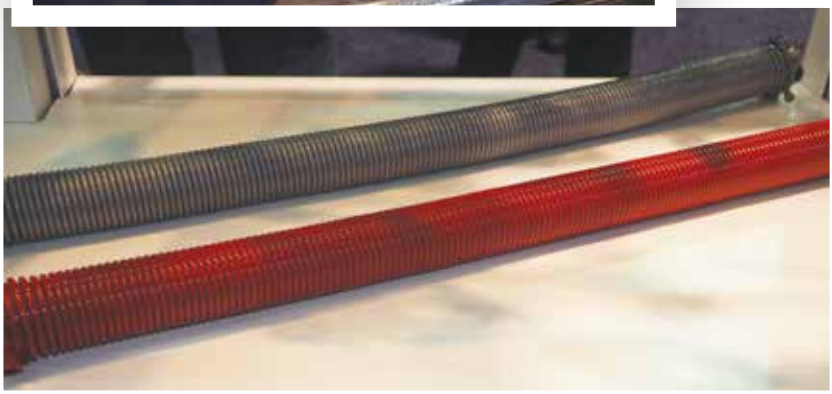
Arrow Tru-Line touts powder-coated hardware

Arrow Tru-Line introduced its new offering of precision powder-coated hardware and springs, available in a variety of standard finishes. The company also highlighted its ability to engineer custom coatings for customers in need of specific solutions. The line was introduced to help installers save a step by eliminating the need to handle the coating process themselves. The added benefit of Arrow Tru-Line's color-matching capabilities allows installers to handle many more kinds of jobs.

Standard finishes include a classy matte black, gunmetal, and a striking gloss red. Powder coatings help improve service life while allowing hardware to either blend in or stand out, depending on the needs of the job.

Booth visitors noticed a prominent sign promoting the company's track record of safety. "We stress safety to every employee," said John McLaughlin, vice president of sales and marketing. "It's ingrained in our culture and promotes an attention to detail that results in products our customers can rely on." *www.arrowtruline.com*

POWDER-COATED hinges and springs make for an attractive, durable product.



EMX offers high-performance sensing solutions

EMX's WEL-200 system provides a UL 325-compliant wireless solution for interfacing sensing edges with gate and door operators. The Wireless Edge Link eliminates the wiring between the safety edge and operator control box, provides monitored outputs, and is compatible with NC, 10K, and pulse.

The WEL-200 operates up to 200' between the transmitter and receiver. With a two-year battery life, the receiver connects up to four transmitters with separate relay and pulse outputs for open and close edge functionality.

CarSense303 and IRB-RET

EMX also featured its CarSense303 vehicle detector that improves detection sensitivity, featuring three-axis selectable detection and EMX's exclusive Detect-on-Stop technology that ignores unwanted traffic. Its single-cut installation saves time and money. Also displayed was the IRB-RET retro-reflective photo-eye, which offers 60' long-range performance, high immunity to fog and sunlight, and compatibility with all operators on the market.

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- Eliminates expensive wiring across roadway

NIR-50-325
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Photoeye

- 50 ft. range
- NC and 10k monitoring
- Eliminates expensive wiring across roadway

WEL-200
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TNR showcases extra-low-headroom parking-garage door

With a working model featured at its booth, TNR Doors showed off its new Park-King extra-low-headroom high-performance parking-garage door. These rubber roll-up doors can be installed in parking garages with as little as 13" of headroom—"best in the industry," said Wayne Carr, a regional sales manager at TNR.

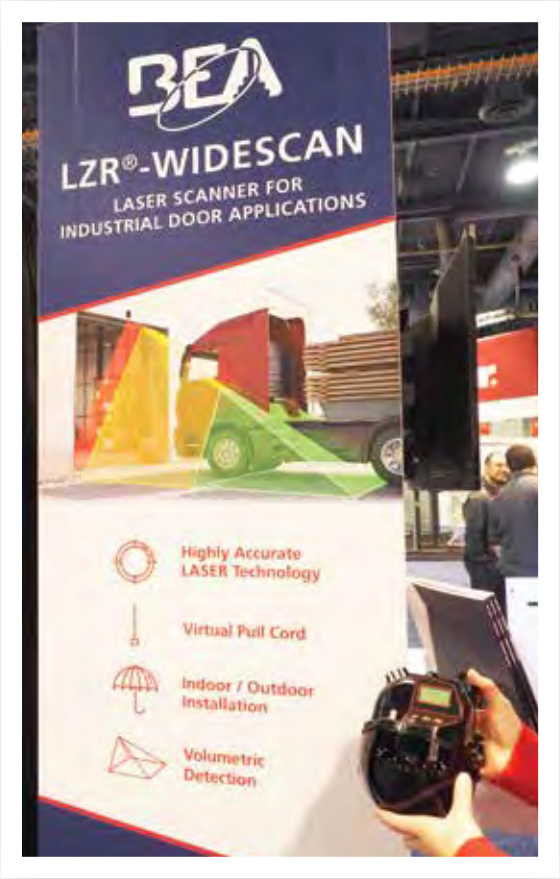
Park-King extra-low-headroom doors are designed and built with a proprietary rubber curtain, Newgen aluminum guide, and CurtainLok system. The result is a simple, rugged, and reliable low-profile header that can be retrofitted into parking garages with very limited headroom.

Ideally suited for high-traffic underground parking garages, hotels, conference centers, and condominiums, TNR's durable Park-King doors can take an impact, be reset, and be running again in 10 minutes—with no damage and little downtime.

Cathy Buckingham, president of TNR Doors, announced that TNR is now part of the Hörmann Group of companies. "Partnered with our new sister company, Hörmann High Performance Doors, we bring a full range of custom high-impact, high-speed, high-performance doors to the North American market," she said. *www.tnrdoors.com*

LOW HEADROOM: Park-King needs only 13".

BEA introduces new motion, presence, and safety sensor



BEA launched its LZR-Widescan, a laser-based time-of-flight sensor used for motion, presence, and safety detection on automatic industrial doors. The newest in BEA's lineup of sensing solutions for automatic door systems, the NEMA 4-rated sensor creates a volumetric detection area by generating seven angled laser curtains that can detect objects based on direction, speed, object size, and height.

The LZR-Widescan helps save energy by reducing false detections and unnecessary door cycling, which in turn helps regulate HVAC functions. An ideal alternative to costly, labor-intensive induction loop and pull-cord solutions, the sensor has a virtual pull-cord function that can differentiate between pedestrian and vehicle traffic and can provide pulse-on-stop activation. Two visible laser alignment spots help ensure accurate pattern placement.

BEA also announced the LZR-H110, a laser-based time-of-flight sensor used for gate and barrier applications that is ideal for applications where cutting ground for loops is prohibited or impossible. Two relays allow for activation via motion or presence, and true presence-based detection ensures accurate and immediate activation. *www.beainc.com*

LZR WIDESCAN

Unwanted door cycles, reckless forklift drivers and harsh environments impact the performance of your industrial doors, facility operations and energy efficiency as a whole.

BEA's LZR®-WIDESCAN alleviates these challenges through:

- Intelligent software that can be configured to filter pedestrians and cross-traffic
- Precise and versatile detection fields that enhance safety around the door
- LASER technology that ignores changing ground conditions

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ENTREMATIC
High Performance Doors

DYNALOGIX 5

- Easy to use for installers and customers
- Enhanced door control produces quicker cycles
- Smart logs and maintenance scheduling

Smart door controller
with intuitive touchscreen

The Dynalogix 5 will enhance your customer's operation by optimizing door speed ramps and cycle open time.

The built-in diagnostic functions and maintenance scheduler will make it easier to service your customer over the life of the door.

www.dynacodoor.us

ENTREMATIC/ DYNACO

New Dynaco touchscreen high-speed door controller

Debuting at the Entrematic/Dynaco booth was the Dynalogix 5 advanced touchscreen controller for Dynaco high-performance doors. The new full-color touchscreen system makes it easier for technicians to set limits and diagnose problems, and it allows installers to set periodic maintenance reminders that prompt customers to call the dealer.

The controller's most significant innovation is that it optimizes door cycle times to help reduce energy consumption—by accelerating the drive to maximum speed almost 30 percent faster than any other door controller. Shortened cycle times mean improved energy efficiency without impeding traffic. The Dynalogix 5 works with various sensors to minimize the door's open time, which helps prevent the loss of heated or cooled air or prevent airborne contamination.

Dynaco has a high-performance door solution for many different applications, and the Dynalogix 5 provides a new way of interacting with their high-performance doors.

The Dynaco booth also featured a Nergeco door for the first time at Expo. Nergeco high-speed doors have a self-supporting structure made of multi-composite, anticorrosive material. The doors are quick and easy to install. *www.dynacodoor.us* *www.nergeco.us*

MAGIC TOUCH: Technicians can use the full-color touchscreen for diagnostics and setting limits.

DoorKing stays smart about phone access

At Fencetech, DoorKing introduced its new virtual access cards and accompanying smartphone apps.

The virtual cards allow customers to use their Android or OiS smartphones as their access cards instead of carrying a separate access credential. The system was designed with dealers and distributors in mind, allowing them to sell the virtual access cards just as they sell regular access cards today, so there is no learning curve on the new technology. They can even place virtual cards in their inventories, just as they do with the current access cards.

DoorKing also introduced the new 1812i residential access control system. Browser-based, it connects via a cellular or internet connection for both voice communication and programming. With the companion app, homeowners can easily control and program their systems right from their smartphones.

www.doorking.com

Security That Doesn't Put You In A Hole

Deters lane breach
for a third of the cost of in-ground bollards.

Introducing the
*1620 Surface Mount Lane Barrier**

The DKS Lane Barrier Accessory System is an easy add-on to the popular 1601 Barrier Gate Operator. The Lane Barrier is ideal in applications where a higher degree of vehicle traffic control is desired, but without the expense of bollards, wedges or crash beams – making it ideal for apartment communities, gated condominiums, car rental agencies, parking lots and toll booths.

See it in action at: doorking.com/lanebarrier

DKS DOORKING®

For more information:
doorking.com/lanebarrier
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* This Lane Barrier System is not crash rated. It is intended to provide a formidable barrier to help prevent vehicles from driving through a controlled traffic lane.

Miller Edge concentrates on improving end-user safety

The Miller Edge booth demonstrated a diversity of sensing products to match a variety of door styles. The interactive display featured various commercial door types: rolling steel, grille, sectional, and high performance. All were outfitted with various products including sensing edges, photo-eyes, light curtains, and monitored edge transmitters. Dealers were able to explore available safety products and determine which combinations would best suit their customers' needs.

The focus was on assessing customer needs and providing a variety of options to improve end-user satisfaction and safety. Miller Edge offers an extensive line of products to enhance the safety of commercial door installations.

"The goal of our exhibit was to encourage dealers to really question the needs and assess the risks of different applications," said Flossie Mohler, executive vice president. "We offer a full range of products that dealers can mix and match to present the best solutions for their customers." *www.milleredge.com*

▲ *DIFFERENT INSTALLATIONS: Four interactive stations demonstrated various safety products.*

I need a monitored sensing edge that blocks the daylight from under my door.

I need full service customer and technical support.

I need a monitored solution with more vertical coverage than a single beam photo eye.

I need safety edges and photo optics, in addition to accessories, all in one place.

I need an expert safety consultant and industry partner.

I need a custom sensing solution I can build in the field.

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