

FROM THE PAGES OF
HISTORY

Clopay Building Products



Photos

1. The Clopay factory in Russia, Ohio, ca. 1970.
2. Bill Sachs, Clopay Garage Door Division president, 1986–1996.
3. Clopay Dealer Advisory Board, 1990.
4. Gene Collieran, president, 2000–present.
5. New headquarters in Mason, Ohio, 2002.

Source: Clopay marketing and technical staff.

Milestones

- 1859 ▶ Benard Seinsheimer Corp. begins business as a wholesaler of paper and allied products in the Cincinnati area. In 1888 the business is incorporated in Ohio as The Seinsheimer Paper Company. In 1930, the company changes its name to Clopay, an acronym for “cloth-paper.”
- 1964 ▶ Clopay enters the garage door business with the purchase of Baker-Aldor-Jones of Hialeah, Fla., a manufacturer of steel, fiberglass, and aluminum garage doors.
- 1969 ▶ Clopay acquires Francis Products of Russia (pronounced R00-shee), Ohio, about 100 miles north of Cincinnati. The factory becomes Clopay’s main manufacturing site.
- 1972 ▶ Baker-Aldor-Jones and Francis doors change to the Clopay brand name.
- 1977 ▶ Plants start making doors in Ludlow, Vt., and Ada, Okla.
- 1983 ▶ Tog-L-Loc technology is introduced to manufacture steel pan doors.
- Early 1980s ▶ Clopay consolidates all manufacturing facilities into the Russia, Ohio, location.
- 1986 ▶ Instrument Systems Corporation of New York acquires Clopay. Bill Sachs is named president of Clopay’s garage door business.
The Clopay Dealer Advisory Board holds its first meeting. (It continues to exist today.)
- 1988 and 1989 ▶ The firm creates the Clopay Authorized Dealer network and holds its first Annual Authorized Dealer Conference.
- 1989 ▶ Clopay introduces a new line of sandwich-insulated, thermally broken doors for the residential and commercial markets.
- 1992 ▶ Clopay changes its name to Clopay Building Products.
The company acquires Ideal Door and Phenix Door, two Wisconsin-based garage door manufacturers, adding an estimated \$40 million to Clopay’s total sales.
- Mid 1990s ▶ Clopay invests in national brand awareness, advertising extensively in print and on TV.
- 1995 ▶ Clopay acquires Atlas Roll-Lite Door of Orlando, Fla., a manufacturer of rolling steel doors, grilles, counter shutters, sectional garage doors, and doors and components for the self-storage market.
Clopay’s parent company becomes the Griffon Corporation.
- 1996 ▶ Bob Caulk succeeds the retiring Bill Sachs as Clopay president. Caulk was president of the North American division of Johnson Worldwide Associates. Sachs served Clopay for 29 years.
- 1997 ▶ Clopay acquires Holmes-Hally Industries, which includes Anozira Door Systems of Tempe, Ariz., and Holmes Door of Auburn, Wash. This makes Clopay Building Products the “largest manufacturer of residential doors in North America.”
- 1999 ▶ Clopay divests itself of the Roll-lite self-storage business to focus on rolling and sectional door products.
- 2000 ▶ Gene Collieran becomes the new president, replacing Bob Caulk. Collieran was president of the Bernzomatic division of Newell Rubbermaid.
- 2002 ▶ The company moves its headquarters from downtown Cincinnati to a new 20-acre campus in Mason, Ohio, 15 miles north. The new facility combines corporate headquarters and a technical development center.
Clopay sells the assets of Atlas commercial door operators to The Chamberlain Group, Inc., and the assets of the Atlas door to Cornell Iron Works.

Reasons for Growth:

Clopay attributes its growth to several factors, including “people committed to customers and the industry, emphasis on market-driven new products such as steel sandwich doors and attractive window designs, product quality, customer service, increased awareness of the Clopay brand, development of its dealer program, its network of distribution centers, and selling through multiple channels.”