

## FROM THE PAGES OF HISTORY

# ZUMWALT CORPORATION

Operating under three generations of Zumwalts in the same location in St. Louis, Mo., Zumwalt Corporation is one of America's oldest garage door dealers.



### Photos:

1. Maurice and Dick Zumwalt, ca. 1960. Maurice Zumwalt I is credited with saying, "The more you go, the more you tell, the more you sell." Dick Zumwalt led the company into adopting new technology such as the fax machine and computers.
2. St. Louis office, ca. 1940
3. St. Louis office, 2008
4. Gayle Zumwalt, CEO
5. Tripp Zumwalt, president. Tripp Zumwalt spearheaded the company's efforts to diversify its product line, leading the firm to record sales.
6. Zumwalt Corporation, 2008

## Milestones

- 1924 ▶ Maurice Richard Zumwalt, at age 22, opens his own company in St. Louis, selling and installing wood windows, storm sashes, and screen doors.
- 1933 ▶ Zumwalt Company becomes a Crawford Door distributor, selling and installing sectional garage doors.
- 1945 ▶ The firm incorporates as Zumwalt Corporation.
- 1950 ▶ Due to the growth of aluminum and unions, the business can no longer be competitive in manufacturing storm doors and windows. With about 25 employees, Zumwalt Company begins to shift its focus to selling and installing residential garage doors.
- 1955 ▶ A Crawford Door newsletter praises Zumwalt's sales efforts and credits Maurice with introducing the Crawford Cocktail, "a delicate mixture of wood alcohol, TNT, spirits of ammonia, and gunpowder. The effect is a cross between a 21-gun salute and an A-bomb test."
- ca. 1956 ▶ Maurice Richard Zumwalt II (Dick), born in 1932, joins the company as a salesman. An Army veteran, he attended Washington University in St. Louis and earned his college degree from Regis University in Colorado.
- 1965 ▶ Active in civic affairs (Masons, Rotary, Kiwanis, Shriners, Missouri Athletic Club), M.R. Zumwalt I, then 62, runs as the Republican nominee for mayor of St. Louis, his third candidacy for the position. Running with the slogan "Zoom With Zumwalt," he loses to popular Democratic nominee Alfonso Juan Cervantes, 44.
- 1968 ▶ Gayle Zumwalt, recently married to Dick, joins the company working in the office. Dick begins to increase the commercial side of the business.
- 1977 ▶ Maurice enters partial retirement, serving as chairman of the board. Dick takes the reins of the company.
- 1982 ▶ Dick is elected to a two-year term on the board of the Door & Operator Dealers Association (DODA) and is elected second vice president in 1983.
- 1988 ▶ Zumwalt reaches \$1 million in sales for the first time.
- 1994 ▶ Maurice Richard Zumwalt I dies at age 92.
- 1995 ▶ Maurice Richard Zumwalt III (Tripp) joins Zumwalt working in residential and commercial sales. He holds a bachelor's degree in marketing from Maryville University. Tripp continues the Zumwalt tradition of participating in civic affairs and serving on local boards.
- 1997 ▶ Upon Tripp's urging, Zumwalt expands its product line to include high-speed doors and clean-room doors. The company expands into dock equipment.
- 2000 ▶ Continuing an effort to diversify, Zumwalt takes on gate operators and entry systems.
- 2003 ▶ Dick Zumwalt dies of cancer after fighting it aggressively for more than 20 years. Gayle becomes CEO, the company becomes a WBE (Women's Business Enterprise), and Tripp Zumwalt becomes company president. Zumwalt Corporation wins the prestigious Dorothy Cookson Award from the Cookson Company.
- 2008 ▶ The International Door Association honors the Zumwalt Corporation with the IDA Heritage Award. Zumwalt buys Missouri Overhead Door of St. Louis.

Today, the Zumwalt Corporation has 26 employees, 15 trucks, \$8 million in sales, and operates with no debt.