

## Lawrence and Northwest Door Sign Agreement

In January, Lawrence Roll-Up Doors announced a distribution agreement with Northwest Door. Under the agreement, Lawrence becomes a wholesale source for Northwest Door's commercial steel, wood, insulated, and aluminum sectional doors and replacement sections.

Also, Northwest Door is now a wholesale source for the complete line of Lawrence Roll-Up Door products in northern California, northern Nevada, and the Pacific Northwest. Lawrence stock doors will also be available at select Northwest Door distribution centers. ■



## Megadoor Launches Service Business

In February, Megadoor announced the launch of its new Southeast area service business, Commercial Hangar Services. The business focuses on the safe operation, preventative maintenance, and overall repair of commercial hangar doors.

Specially trained technicians are available to handle hangar maintenance or repair issues, including installation of specialty parts, hard-to-find components, custom fabricated replacement parts, and electrical systems. ■

## Amarr Opens Fifth Location in Mexico

In January, Amarr Garage Doors announced the opening of a new location in Mexico. The new store, Amarr's fifth location in Mexico, is located in Morelia, Michoacán. Amarr supports its Mexican dealers from locations in Monterrey, Guadalajara, Tijuana, Mexicali, and Morelia. ■

## Overhead Door Donates to ABC's "Extreme Makeover"

In November, two of Overhead Door's Courtyard Collection carriage house doors were included on a home featured on ABC's "Extreme Makeover: Home Edition." Overhead Door also provided volunteer staff to assist in building the home. Overhead Door Company of Dayton provided the installation.

The home was built in Beavercreek, Ohio, for the Terpenning family. James Terpenning lost the use of his legs due to polio in infancy, and his American GI father abandoned him in Vietnam. He became a champion in wheelchair sports and is now a mentor to disabled Iraqi war veterans. His family had lived in a small home without wheelchair accessibility.

The episode aired Nov. 8 and is also available at [www.abc.go.com](http://www.abc.go.com). ■

*Photo credit: Erik Schelkun of Elestar Images*



## Clopay Named Outstanding Business Partner

In November, the Troy (Ohio) Area Chamber of Commerce presented Clopay Building Products its "Outstanding Business Partner" award for the company's contributions to Troy schools in 2009. Clopay was recognized for its participation in the Lunch Buddies volunteer mentoring program. ■



*(From left) Nicole Giere, plant controller; Paul Lavy, customer service manager; Crystal Bowling, human resources supervisor; and Tom Holderread, director of Ohio operations.*

## FlexiForce Celebrates 30 Years

On March 1, 2010, FlexiForce celebrated its 30th anniversary.

The company started operation in 1980 in a chicken shed in Barneveld, Netherlands. Frans Meijer founded the company as an importer of garage door hardware from suppliers in the USA, distributing those parts to small and mid-sized door companies in Europe.

FlexiForce is now considered to be the market leader in Europe, with five distribution and production centers in Holland, Spain, Italy, Poland, and Hungary. In 2003, FlexiForce established a manufacturing operation in Wuxi, China. In 2009, FlexiForce LLC opened in Dixon, Ill., to service the Americas. ■



## Clopay Featured in Concept Home 2010

In January, Clopay residential garage doors were featured on the "Builder Concept Home 2010: A Home for the New Economy" at the 2010 International Builders' Show in Las Vegas.

The home exemplifies a dramatic shift in how homes are designed, built, and used. The house will be open as an online virtual tour at [www.builderconcepthome2010.com](http://www.builderconcepthome2010.com). The tour will remain live through June 30, 2010.

On the home, Clopay showcased three doors: the Canyon Ridge faux wood door, a Coachman Collection steel carriage house door, and a Gallery Collection door with Ultra-Grain woodgrain print finish. ■

## ATL Introduces New Logo



Arrow Tru-Line has launched a new logo for its 40th year in manufacturing in 2010. More upgrades and new products will be unveiled at the Expo in Las Vegas. ■

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## ATL Supports Wounded Warrior Project

In 2010, Arrow Tru-Line is supporting the Wounded Warrior Project, which honors and empowers wounded soldiers. The company is raising \$10,000 for the project.

Others may join the ATL effort at [www.WWPProudSupporter.kintera.org/ATL](http://www.WWPProudSupporter.kintera.org/ATL). ■



## Amarr Participates in Weather Show

In December, Amarr Garage Doors announced that it was featured on a Jan. 17 segment of "WeatherProof," a new television series produced by the Weather Channel.

The segment with Amarr featured wind-loaded doors and testing. The tests included hurling 2x4s, electrical boxes, bricks, nuts, and bolts at a Heritage 3000 door reinforced to withstand winds of 140 mph.

The door performed as expected, but at 150 mph, a pitchfork embedded itself in the door. Non-wind-load doors buckled at 70 mph. ■

## Janus Expands Stock Items

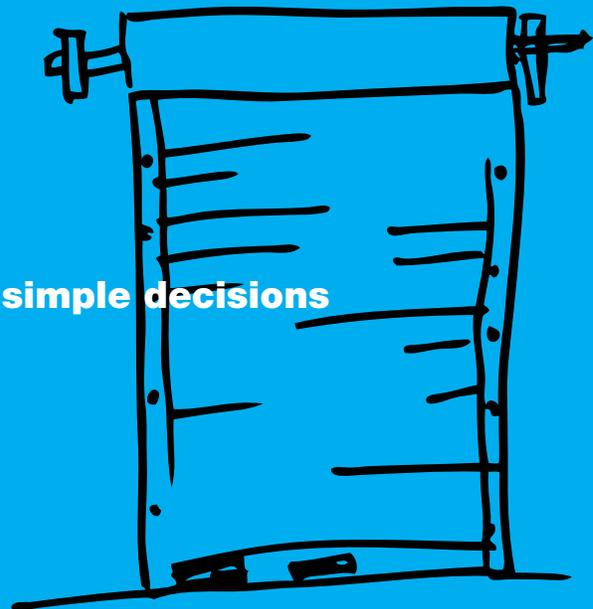
In February, Janus International announced that it will now offer a large array of standard-sized rolling steel doors as stock items at its locations in Anaheim, Calif., and Surprise, Ariz.

Dan Beckley, vice president of the rolling steel division, says the program gives dealers "instant access to our products with no production waiting time."

The Houston, Texas, facility will continue to manufacture Janus' complete line of sheet doors, with rolling steel stock item options to be available in the future. All Janus products are available at the Temple, Ga., headquarters. ■



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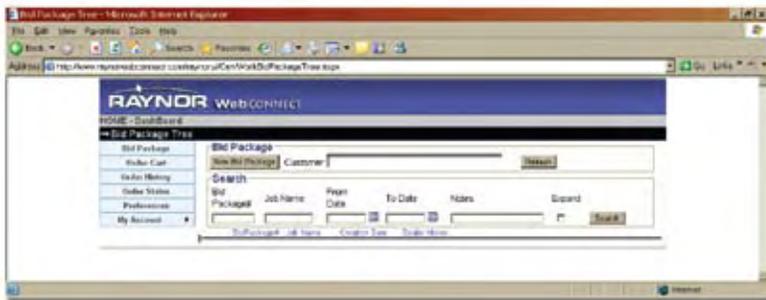
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## Raynor Introduces New Online Ordering System

In November, Raynor Garage Doors expanded Raynor WebConnect, its proprietary online ordering system. The expansion adds more product availability and functionality.

Raynor WebConnect allows Raynor dealers to generate or change quotes, display and print shop drawings, and place orders 24/7. Phase 1 supported all rolling steel products and commercial operators, most commercial sectional doors, and some residential doors. The service now includes more residential and commercial doors.

Rusty Childers, call center manager, says, "WebConnect is a by-product of making 'being easy to do business with' one of our most important goals." ■



## Encon Launches New Web Site at FenceTech



In February at the AFA FenceTech show in Orlando, Fla., Encon Electronics launched

its new Web site at [www.enconelectronics.com](http://www.enconelectronics.com). The site allows dealers to get quotes, find the latest pricing, view cut sheets and manuals, and place orders. Dealers with laptops or smart phones can retrieve information 24/7.

The majority of Encon's products are now on the site. A Compatible Accessories section at the bottom of each product page lists up to five products that can be used with the featured product.

An Easy Reorder feature helps ordering jobs with similar specifications. Inside Joe's Brain, a reference to sales director Joe Weber, links to product specifications, manuals, wiring diagrams, literature, and Weber's technical notes and installation recommendations. ■

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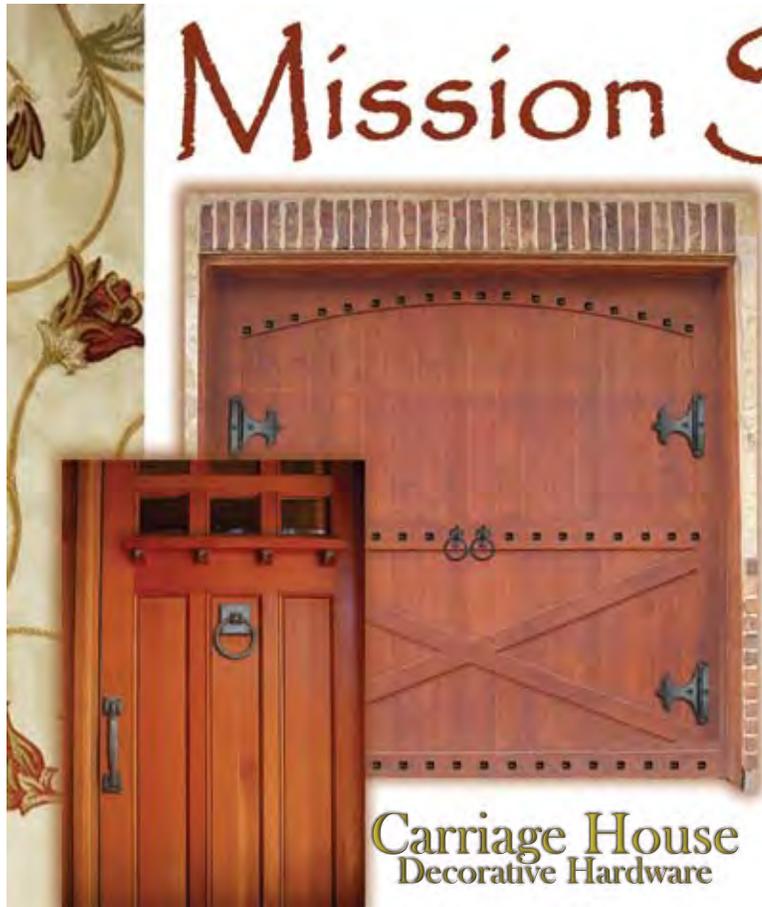
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