

Millennium Garage Doors Closes

In March, Millennium Garage Doors of Corona, Calif., closed its doors, owing more than \$4 million in bank loans, according to court documents. A company representative did not respond to queries.

Michael Layman was the president of Millennium. Its Web site said the firm was “the largest premier garage door manufacturer on the West Coast” with a 100,000-sq.-ft. manufacturing facility and five distribution centers in Southern California. The company began operations around 2001. ■



Amarr Founding Partner Honored

At Expo 2009 in April, Herb Brenner, founding chairman of Amarr garage doors, was honored posthumously with the International Door Association’s (IDA) Humanitarian Award. The award was given to Brenner because of his lifelong devotion to several philanthropic endeavors.

Brenner helped to establish Brenner Children’s Hospital in 1986 on the campus of Wake Forest University Baptist Medical Center in Winston-Salem, N.C. The hospital offers the area’s only pediatric emergency department along with specialty children’s services such as chronic disease treatment, cancer/acute leukemia treatment, and infant and child cardiothoracic surgery.

The honor was accepted by Herb Brenner’s son, Richard Brenner, Amarr’s chief executive officer. Herb Brenner served as chairman of Amarr from the 1960s until 1994. ■



From left: Michael Beltrami of IDA, Richard Brenner, Bob Hammersley of IDA



Wayne-Dalton Acquires New England Door

In May, Wayne-Dalton announced that it had acquired the assets of New England Door. The new company, New England Garage Door, distributes commercial, residential, and industrial garage doors, operators, and accessories throughout the six New England states, as well as portions of New York and New Jersey.

Its 100,000-sq.-ft. distribution facility in Canton, Mass., is managed by Patrick Duffy, a 24-year veteran of the door industry in New England.

Established in 1957, the company is said to offer “the most extensive line of sectional residential, commercial, and industrial doors and automation products available anywhere in the United States.” ■

Iowa Spring Gets ISO Recertification

In March, Iowa Spring announced the recertification of the company’s quality system based on the ISO 9001:2000 standards. Iowa Spring creates custom spring products for the residential and commercial garage door industry and others.

“This truly demonstrates a team effort by quality-conscious people whose ultimate goals are continuous improvement and customer satisfaction,” says Tom Quindt, quality technician at Iowa Spring.

ISO 9001:2000 certification specifies requirements for a quality-management system that can consistently provide products that meet customer and regulatory requirements. This fall, the company is expected to migrate to the ISO 9001:2008 certification. ■

Advanced Weatherseal Forms Partnership

In April, Advanced Weatherseal, a provider of weatherseals to the commercial and residential garage door industry, announced its partnership with Iso-Trude, a plastics extruder.

Tom Franson, national sales manager of Advanced Weatherseal, says the pairing of Advanced Weatherseal and Iso-Trude will provide better product quality and faster new product development.

Iso-Trude, based in Grand Haven, Mich., is the only ISO 9001:2000-certified plastics extruder in the garage weatherseals industry. Advanced Weatherseal, also known as AWPE, is based in Carpentersville, Ill. ■

Janus Makes Environmental Promise

In March, Janus Door announced the company's environmental promise in a special "green" brochure.

"Janus has taken the environment into consideration before we even opened our doors for business," says David Curtis, president. "We planned from the onset to reduce waste, utilize eco-friendly materials, and partner with vendors who are like-minded in their practices."

The Janus Door Ever-Green Promise states the company will "produce high-performance sustainable building products through environmentally sound manufacturing processes and effective waste reduction." ■



Zap Conducts Installation Schools

In Nashville, Tenn., in February, Zap Controls graduated the latest class of the Zap professional installation school. The classes were sponsored by Custom Door Controls of Albemarle, N.C.

Participants came from 11 companies in Tennessee, Georgia, Alabama, and Kentucky. Previous classes were held in Baltimore, Md., Roanoke, Va., Atlanta, Ga., Charlotte, N.C., Albemarle, N.C., Conway, S.C., and Minneapolis, Minn. ■

Clopay Conference Honors Top Dealers

In May, Clopay celebrated its 21st Leadership Conference with its top Master and Authorized dealers at the Ritz-Carlton San Juan Hotel Spa & Casino in Puerto Rico.

The trip included several business seminars led by industry experts on topics such as online marketing and advertising in today's marketplace. Leisure time included deep-sea fishing, golf, and tours of old San Juan.



Clopay's 2010 Leadership Conference will take place at the Hyatt Regency Scottsdale Resort and Spa at Gainey Ranch. The property offers 27 holes of championship golf, a world-class spa, and 2.4 acres of water playground. Master and Authorized Clopay dealers are required to achieve specific sales goals in order to qualify to attend. ■

Encon Hosts DoorKing Technical Seminar

In March, access control products distributor Encon Electronics collaborated with DoorKing for a joint training seminar at Encon's training facility in Hayward, Calif.

Ron Miller, DoorKing national sales trainer, conducted the full-day seminar for nearly 40 Encon dealers. Miller discussed installation and troubleshooting issues for several DoorKing products including the new 1812 residential telephone entry systems.

Zach Eichenberger, Encon sales manager, says Encon will continue to provide technical and sales seminars throughout the year. Encon held a two-day Apollo gate operator seminar on May 12-13 and planned to hold a Viking Access Systems seminar on June 24. ■



Ron Miller, DoorKing



C.H.I. Hosts Annual Distributor Meeting

In March, C.H.I. Overhead Doors held its annual distributor meeting in Champaign, Ill., for C.H.I. dealers from the U.S. and Canada.

The meeting offered educational seminars, a plant tour, information on new products, and the opportunity to talk to representatives from companies that offer products and services for businesses.

At the awards banquet, four-time Super Bowl champion Rocky Bleier delivered an inspirational speech about fighting through adversity. ■

Clopay Featured on Home Improvement Shows

This spring, Clopay garage doors were featured in remodeling projects on three national television broadcast series: PBS's "Hometime," DIY Network's new series "Garage Mahal," and ABC's "Extreme Makeover: Home Edition."



Seeking energy efficiency, Minneapolis-based "Hometime" producers opted for Clopay's 2" polyurethane-insulated Gallery Collection garage door with a 17.2 R-value.

On "Garage Mahal," the Tennessee homeowners selected a Clopay Model 4050 to secure their new entertainment lounge-themed garage. Williams Door managed the installation.

Clopay donated an Avante Collection door with bronze-anodized aluminum and frosted glass for an episode of ABC's "Extreme Makeover: Home Edition" in Las Vegas. ■

Raynor Dealers Attend Raynor Connection 2009

In February, Raynor hosted two Raynor Connection 2009 dealer meetings, one in Tempe, Ariz., at the Buttes Marriott Resort and one in Orlando, Fla., at the Hilton Disney.



The meetings promoted the company's latest programs, processes and products, including StyleView residential aluminum doors, AccuFinish woodgrain colors, Design-A-Door Deluxe visualization software, and WebConnect, Raynor's proprietary Web quoting and ordering system. ■

Chamberlain Products Win Platinum ADEX Awards

Design Journal recently announced the recipients of the 2008/2009 Awards for Design Excellence (ADEX) and honored Chamberlain Professional Products with two medals. Chamberlain received Platinum ADEX awards for the LiftMaster Residential Jackshaft Opener (RJO Model 3800) and the LiftMaster Fingerprint Keyless Entry (Model 379LM).

The ADEX awards are one of the largest award programs for product design of furniture, fixtures, and finishes. ■



From left: Robin Oliver, Linda Long, Cecil Williams, Chris Long, and Jason Anderson of ATL.

Arrow Tru-Line Sponsors Expo Golf Outing

In April at Expo 2009, Arrow Tru-Line (ATL) was a major sponsor of the International Door Association (IDA) Golf Outing and the "Beat The Pro" Challenge at the Hermitage Golf Course in Nashville.

Through the Challenge, more than \$1,000 was raised for the IDA Scholarship Fund. For \$10, players could compete against the resident pro to be closest to the pin. For each winning player, ATL donated \$100. In all, \$1,060 was raised. ■



Martin Dealers Enjoy Incentive Cruise

In February, Martin Door dealers were treated to a weeklong Caribbean cruise as part of an incentive tour.

Approximately 25 dealers and co-workers or spouses were part of the cruise, which started in San Juan, Puerto Rico, and went to Aruba, Curacao, St. Maarten, and St. Thomas. ■

1st United Honored as a “Best of Arizona” Business

For the third straight year, 1st United Door Technologies was named to Ranking Arizona’s “The Best of Arizona Business” for 2009. This year, the company was ranked number two among manufacturing companies (non-electronic) in the state.

The ranking is the outcome of the largest business opinion poll in Arizona and identifies different business and leisure categories based on quality of product, service, and customer satisfaction. Arizona Business Magazine publishes the ranking yearly. ■

Special Family Wins New Martin Door

In March, Martin Door donated a garage door to a project for a Utah family with 20 children, 19 of whom have been adopted with special needs.

Dave Moffett and Stuart Clark of Accent Garage Doors installed the garage door for the Quaid family of Tooele, Utah. The family was the winner of a makeover promotion by Salt Lake City-based TV station KTVX.

Dave Martin and Mike Martin were on hand for the garage door installation. ■



Jeld-Wen Door Featured in Greenspiration Home



In May, Amarr announced that the owners of the Greenspiration Home in Greensboro, N.C., selected a Jeld-Wen door for their environmentally friendly venture. Jeld-Wen doors are distributed by Amarr.

The Greenspiration Home is LEED registered and boasts a 5-Star Plus rating from EnergyStar. The Jeld-Wen garage door in the home is made of a lightweight composite consisting of recycled wood fibers. ■

1st United Helps “Curb Appeal”

On May 3, a 1st United Steelhouse garage door appeared on a Falls Church, Va., renovated home on HGTV’s “Curb Appeal” program.

The episode features the installation by Parker Door of Waldorf, Md. The style of the garage door is discussed, including how the architectural design of the garage door complements the renewed curb appeal of the home. This was 1st United’s second project with the producers of “Curb Appeal.” ■

Martin Door Donates to Solar Test Home

In March, Martin Door announced that it had participated in a unique solar test home in Utah, for use by the Discovery Channel and local TV.

Martin donated a 16x7 powdercoated steel door to the project. The door was one of the products installed on the home to illustrate the benefits of solar technology.

A thermal image, provided by TerraSun Energy, shows the energy efficiency of the Martin door. Early test results show the new garage door saved energy. ■



This is a thermal image of the garage in Holladay, Utah.

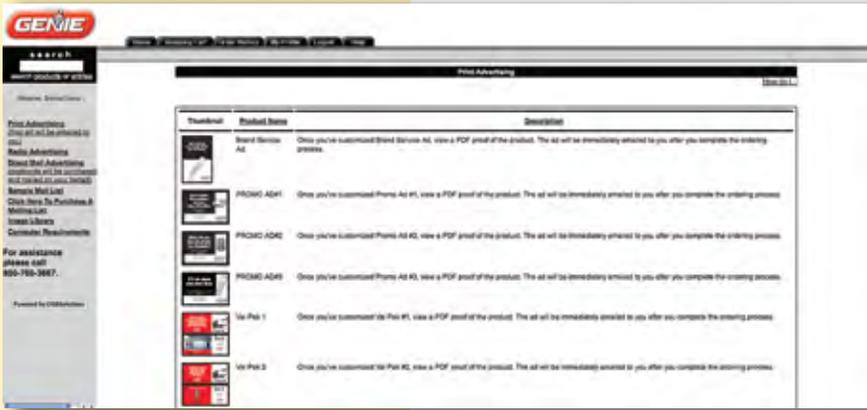
1st United Opens Three New Distribution Centers

In April and May, 1st United Door Technologies opened three new distribution centers in California, in Fullerton, San Diego, and Chatsworth. The company, based in Tempe, Ariz., has a fourth California distribution center in Rancho Cucamonga.

The facilities distribute residential and commercial sectional garage doors as well as operators and hardware, improving product availability and expediting delivery times. An open house was held for each facility to introduce area door dealers to the company’s products, services, and staff. ■

Genie Launches Online Ad-Building Tool

Overhead Door's Genie recently launched an online Genie Ad Builder that lets Genie dealers produce customized radio spots and print advertisements for newspapers, magazines, direct mail, and even Val-Paks. The majority of the resources are free, except for direct mail printing, postage, and customizable mailing lists.



Once the ad is complete, the dealer is e-mailed a proof that can then be sent directly to the media outlet. Dealers may also choose professionally recorded 60-second radio spots that can be tagged with local information.

For the direct mail program, dealers can upload their own mailing lists or purchase mailing lists customized by demographic factors such as county, radius, ZIP code, income, home value, and age. Mailing can be processed by a mailing house, or dealers can complete mailings themselves. The Ad Builder is accessible at www.geniepro.com and www.geniecompany.com. ■

Chamberlain Previews Online Advertising Tool

In April at Expo, Chamberlain gave dealers a sneak peak at the LiftMaster AdCreator, an online tool that creates customized advertising materials. Available to all LiftMaster dealers in May 2009, AdCreator replaces static advertising slicks and allows dealers to quickly generate LiftMaster-branded newspaper, magazine, and direct mail advertising.



The AdCreator lets dealers prioritize key product messages while customizing an advertisement's size, headlines, copy, and dealer contact information. After creating an ad, dealers can submit it directly to Chamberlain for quick approval for co-op advertising funds. ■



Garaga Launches Third Generation of Design Centre

In April, Garaga announced an advanced version of its online Design Centre, providing more ways of creating a garage door. The Design Centre is at www.garagadesign.com.

Web users can now upload photographs of their homes to the Web site, place any Garaga door model on the photos, and visualize what the door would look like on their homes. At the end of the process, they can save the result and even send it to others via Facebook. Results can also be printed and taken to a Garaga dealer for a free estimate.

"Due to major advances in Internet design technology in the last three years, we can now provide this new capability to homeowners," says Nancy Labbé, communications coordinator.

For new home construction projects, visitors can choose from 26 different home models or select a garage facing that best matches the project. ■

Arrow Tru-Line Launches New Web Site

In April at Expo 2009, Arrow Tru-Line introduced its new Web site. The site (www.arrowtruline.com) offers online order tracking and easy viewing of the company's catalog. ■



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Wilson Doors' Site Wins Silver Addy

In April, Wilson Doors announced that its newly redesigned Web site had won a Silver Addy Award from the Advertising Club of Cincinnati.



"The award comes on top of the positive comments we have already received, confirming that this is one of the finest sites in the industry," says Scott Blue, Wilson Doors president.

"The site showcases our successful foray into the commercial and residential markets while embracing our aviation industry roots," he adds. Openfield Creative of Cincinnati designed the site.

Wilson Doors, based in Elkhorn, Wis., makes aluminum and steel vertical bi-fold doors and large exterior sliding doors. The site is at www.wilsondoors.com. ■

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