



## FlexiForce Opens U.S. Facility

In November, FlexiForce Group of the Netherlands, a producer of hardware components for residential and commercial garage doors since 1980, announced the opening of FlexiForce LLC in Dixon, Ill. The U.S. facility will offer sectional garage door hardware to manufacturers and dealers in the United States, Canada, and Latin America.

The facility is led by Randall Renne, CEO, and Bill Wahler, sales manager. Both are longtime veterans of the U.S. door and access systems industry.

FlexiForce Group has subsidiaries in the Netherlands, Hungary, Spain, Italy, Poland, China, South Africa, and now the United States. With more than 300 employees and 1,500 customers worldwide, FlexiForce designs, produces, and distributes garage door hardware to customers in more than 50 countries. ■



(From left) Randall Renne, CEO; Bill Wahler, Sales Manager; Jim Heintzelman, Warehouse Manager.

## Overhead Door Completes Purchase of Wayne-Dalton

On Dec. 7, Overhead Door announced the completion of its acquisition of Wayne-Dalton's residential and commercial door business in North America and Europe. The combined company has more than 3,800 employees and 6,000 dealers, 24 manufacturing facilities, 79 regional distribution centers, and nearly a billion dollars in annual sales.

Overhead Door will maintain Overhead Door's and Wayne-Dalton's distinct brand identities, product lines, and distribution channels.

Dennis Stone, Overhead Door president and CEO, says that combining the two firms ensures a focus on product innovation for better and more feature-rich products. "This is the greatest source of continued stability and prosperity for our combined companies, customers, and suppliers," he adds.

Paul Lehmann, Overhead Door vice president and CFO, says the acquisition improves the company's ability to withstand the current and future downturns in the construction industry.

The combined company has production facilities and distribution networks covering all 50 U.S. states, Canada, Mexico, and Europe. The company says this enhances service to national builders, major retailers, and dealers of Overhead Door, Wayne-Dalton, and Genie products. ■

## Clopay Receives Innovation Award

In August, Clopay announced it was the first-place recipient of the 2009 Home Builder Executive Innovation Award in the garage door category. Since last fall, Clopay has introduced the Ultra-Grain woodgrain paint finish, the Canyon Ridge steel doors with faux wood cladding, and 2" polyurethane insulated doors. ■

## Blue Giant and Kawahara Join Forces in Asia

In October, Blue Giant Equipment Corporation announced a licensing and technology agreement with Kawahara Manufacturing of Japan to build and market Blue Giant dock levelers for the Asian market.

Kawahara can now manufacture Blue Giant mechanical and hydraulic pit and edge-of-dock levelers at their Shanghai facility. The Blue Giant dock levelers will complement Kawahara's existing line of scissor-lift tables and custom application solutions. Shipments of the first Blue Giant dock leveler products are expected to begin in January 2010. ■



(From left) Kengo Kawahara, Shanghai Kawahara Managing Director; and Bill Kostenko, Blue Giant CEO.

## Industrial Door Celebrates 35 Years

In October, Industrial Door celebrated 35 years of serving the garage door industry.

Gerry Sizer founded the company in his garage in 1974, launching Industrial Door with \$800 and a pickup truck. He had three business goals: to reach \$1 million in sales, employ 10 people, and make \$100,000 profit.

He achieved his goals in only four years. In 1977, the company moved to a 6,000-sq.-ft. facility in Coon Rapids, Minn. In 1981, Industrial Door purchased a local manufacturer and opened Industrial Spring, a maker of garage door springs. In 2008, Industrial Spring acquired Holmes Spring of Tempe, Ariz.

Today, the company is led by Sizer's children, Jodi (Sizer) Boldenow and Jeremy Sizer. The \$25 million corporation comprises three companies (Industrial Door Company, Industrial Spring Company, and Holmes Spring Manufacturing) and employs more than 100 people. ■

## Clopay Windows Make Top 100 List

In August, Clopay announced that its wrought iron garage door windows were showcased in Qualified Remodeler magazine's annual list of trend-setting, innovative products in the residential building industry.

The 2009 Remodelers' Choice 100 includes the most requested products shown in the publication over the past 12 months. The products on the list run the gamut from paint additives to bathroom fixtures to garage doors.

Clopay's wrought iron window designs complement other exterior elements such as wrought iron handrails, light fixtures, fences, and gates. ■



## Raynor Enhances Design-A-Door Software

In November, Raynor announced that Design-A-Door Deluxe, its proprietary door visualization software, includes several new enhancements.

Design-A-Door Deluxe enables Raynor dealers to superimpose images of Raynor garage doors on pictures of customer's homes. Some of the new enhancements include improved print quality, custom color options, door design duplication, and angled corner visualization.

The enhancements were suggested by Raynor dealers, says Dylan Fransen, marketing services manager. The software is free for Raynor dealers. ■



## Chase Doors Acquires Fib-R-Dor

In November, Chase Industries (Chase Doors) announced the acquisition of Fib-R-Dor, a division of Advanced Fiberglass. Located in Little Rock, Ark., Fib-R-Dor manufactures corrosion-resistant fire-rated and non-fire-rated fiberglass doors and frames.

The addition of Fib-R-Dor doors to Chase's current line of impact traffic doors, sliding fire-rated service doors, and cold storage doors will allow Chase to provide a fuller package of complementary products.

Established in 1986, Fib-R-Dor fiberglass doors are common in manufacturing, food processing, pharmaceutical, and wastewater management plants in the United States. ■

## TV Designers Select Clopay for Makeover Projects

In fall 2009, Clopay doors were selected for televised makeover projects for East Coast and Midwestern homes.

Clopay provided two Coachman Collection carriage house doors for an episode of HGTV's new series "Dear Genevieve," filmed in New Jersey in September. It will air in early 2010. The show airs in prime time and attracts about 1 million viewers.

Producers from the nationally syndicated series "Hometime" also chose Clopay Coachman Collection doors for two makeover projects in Minnesota. The episodes aired in November and December. ■

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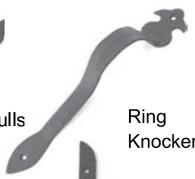
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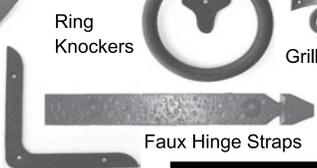
Door Pulls



Ring Knockers



Grilles

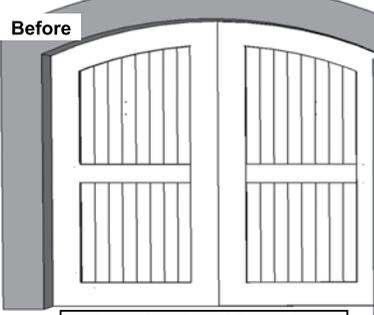


Faux Hinge Straps

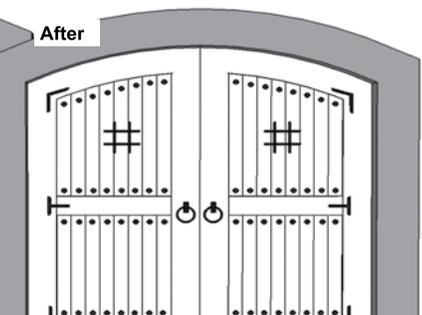


Clavos

Before



After



Free full-color CAD Services

**Dealer Program:**

- \* High Profit add-on Sales
- \* Deep Dealer Discounts
- \* Free Dealer Web Marketing
- \* Free Catalogs / Brochures
- \* Generous Display Program
- \* Over 60 Products in stock
- \* Custom & Signature Items
- \* Free Full Color CAD Service

## Amarr Employees Help Kindergartners

Amarr Garage Door employees are in their ninth year of volunteering time at a local school in Winston-Salem, N.C. Amarr employees are encouraged to devote an hour a week during normal work hours to tutor kindergarten students who lack basic skills.

Beginning in September and continuing through April, the volunteers are assigned a child. They use a "learning to learn" system that dramatically increases cognitive and language skills.

The goal of the program is to bring each child's performance to grade level or above by the end of the school year. Last year's students gained an average growth of 19 months. ■

## Jeld-Wen Searches for Nation's Worst Utility Bill

In August, Jeld-Wen announced a search to find the homeowner most troubled by high energy costs. The winning homeowner can receive a complete window and door makeover by Jeld-Wen, demonstrating the impact of improving energy efficiency.

The winning home will also be featured on the Today's Homeowner television show with Danny Lipford. Homeowners can submit their entries at the Jeld-Wen Web site through Jan. 29, 2010.

"High utility bills are like throwing money right out the window," says Brian Hedlund, product manager. "Wasting energy has a huge impact on costs, comfort, and the environment." ■

## Martin Door Invited to Meet Jordanian Prince

In September, two Martin Door officials were invited to meet with Prince Zeid of Jordan during his recent trade visit to Salt Lake City, Utah.

Dr. Keith Martin, director of international sales, and Korri Domstead, international operations manager, met with Prince Zeid Ra'ad Zeid Al-Hussein, Jordan's ambassador to the United States. The Utah Governor's Office of Economic Development International Trade and Diplomacy arranged the meeting.

Martin Door sells and ships its products internationally to more than 40 countries. ■

*(From left) Prince Zeid Ra'ad Al-Hussein of Jordan and Korri Domstead and Keith Martin of Martin Door.*



## HySecurity-Trained Installers Total 500+

In November, HySecurity announced that 75 attendees had successfully completed its fall 2009 three-day Tech Training event at their manufacturing facility in Kent, Wash. The event, held every spring and fall, has now trained more than 500 installers in North America.

The attendees included access control distributors, installers, and maintenance personnel from 22 U.S. states and one Canadian province. Through classroom presentations and hands on sessions, attendees are trained to install, maintain, and troubleshoot HySecurity automated gate systems.

Besides covering training on HySecurity products, the course includes sessions on loop design, wire sizing, and safety guidelines from DASMA, UL 325, and ASTM F2200. The next HySecurity Tech Training will be held in March 2010. Registration begins in January. ■

## Door Dealer Breaks World Speed Record ... Again

In August, a Nevada garage door dealer broke his own world speed record twice at the Bonneville Salt Flats in Utah. Mike Reyman, owner of Thompson Garage Doors of Sparks, Nev., set the world record for a Flathead Ford Roadster.

Reyman, a Martin Door dealer, already held the record with an average speed of 160.8 mph. He broke that record by more than 30 mph with an average overall run of 194.6, hitting 196.04 in one run. Each run goes four miles, then is averaged before new world records are established.

"We were fast," says Reyman. "It was fun." ■

► Mike Reyman.

▼ The crew of the Thompson Garage Door race car at the Bonneville Salt Flats.

