



## Private Equity Firm Buys C.H.I.

In August, Friedman Fleischer & Lowe (FFL), a San Francisco-based private equity firm focused on U.S. middle-market companies, announced that it had completed its purchase of C.H.I. Overhead Doors from JLL Partners.

Terms of the deal weren't disclosed. JLL Partners acquired the garage door maker in 2004. C.H.I. has more than 1,000 dealer/installer customers in North America.

"C.H.I. is an extremely well-run business that has been able to continue growing through the economic downturn," says Greg Long, vice president of FFL.

"We are very excited about this new investment from FFL," says C.H.I.'s CEO Jim Overholt. "The firm has a great track record, and their focus on working closely with management to identify expansion opportunities and make operational improvements gives C.H.I. a significant competitive advantage."

FFL has about \$2.5 billion of U.S. investments under its management. Its investments include Tempur-Pedic International, Milestone AV Technologies, and Korn/Ferry International. ■

## Clopay Honors Top Dealers at Leadership Conference

In May, Clopay celebrated its 23rd annual Leadership Conference with its top Master and Authorized dealers at the Ritz-Carlton on Amelia Island, Fla.

Dealers attended seminars on product line diversification and on search engine and social media marketing. Doug Keeley, author of "The Mark of a Leader," was the keynote speaker. Leisure time included golf, deep sea fishing, a river cruise, biking, sightseeing tours, and relaxing at the resort's spa.

Clopay's 2012 Leadership Conference will take place at the Greenbrier, a unique and historic luxury resort near the Allegheny Mountains in West Virginia. The resort offers championship golf, more than 50 recreational activities, a world-class spa, and a large gaming and entertainment venue.

To qualify to attend, Master and Authorized Clopay dealers are required to achieve specific sales goals. ■



## Overhead Door Celebrates 90 Years

In 2011, Overhead Door, the company that invented the garage door and the electric garage door opener, is celebrating its 90th anniversary.

The company was founded in 1921 by C.G. Johnson, who created the upward-acting sectional door after observing the increased use of automobiles and the need for an alternative to standard barn doors. He invented the door in 1921, released it in 1923, and introduced the electric garage door opener in 1926.

Dallas-based Overhead Door now has more than 450 authorized Ribbon Distributors in the U.S. and Canada and employs more than 3,500 people. ■

## Amarr Receives Presidential "E" Award for Exports

In May, Amarr Garage Doors was one of 27 companies to receive the Presidential "E" Award for exports. Presented by U.S. Department of Commerce Secretary Gary Locke in Washington, D.C., the "E" Award is the highest recognition any U.S. entity may receive for making a significant contribution to the expansion of U.S. exports.

The award criteria require four years of successive export growth, usually accompanied by a rising percentage of export sales within total sales. An applicant's demonstration of an innovative international marketing plan that led to the increase in exports is a significant factor in making the award.

"In the past 15 years, Amarr has exported to more than 40 countries, enabling us to sustain U.S. jobs and add several additional employees," says CEO Richard Brenner.

"President Obama's National Export Initiative aims to double U.S. exports by 2015," says Secretary Locke. "Amarr is being honored for making significant contributions toward fulfilling that agenda." ■



(from left) Secretary of Commerce Gary Locke, Congressman Mel Watt, Amarr Director of International Sales David Reed, Amarr CEO Richard Brenner, and Under Secretary of Commerce Francisco Sánchez.

## LiftMaster and Dealer Salute Army Veteran



*Phil Bergman of Consolidated Garage Doors.*

In July, LiftMaster and Consolidated Garage Doors of Batavia, Ill., helped to give an injured Army veteran and his family a new dream garage with all the latest technologies. Sergio Lopez of Hillside, Ill., who returned from Iraq after a roadside bomb took both his legs, was the recipient.

LiftMaster and Consolidated Garage Doors donated their time and products to install a Clopay garage door and a LiftMaster Elite Series opener with a battery backup system. ■



## Linear Awards \$10,000 in Products

In June, Maranda Wright of Fort Smith, Ark., won \$10,000 in free products from Linear during its giveaway commemorating the company's 50th anniversary.

Wright is the business manager and technician at Controlled Access Systems in Fort Smith, an access control and security firm and a Linear dealer for more than two decades. Linear's Grand Prize Drawing attracted more than 2,000 entries since January.

"This is a significant prize and advantage for our business. Having this equipment will help us for the whole year," says Wright. "Winning is also giving us the chance to test some other Linear products that we have never used before, so we can potentially branch out into new service areas." ■

## Amarr Buys Burbank Distribution Operations

In July, Amarr Garage Doors announced that it had purchased the sectional garage door wholesale distributing operations of Aluminum Overhead Doors Manufacturing Company of Burbank, Calif. Aluminum Overhead Doors had served as a distributor for Amarr and other manufacturers.

Amarr is converting Aluminum Overhead Doors' operations into Amarr's Los Angeles Door Center with Scott Peterson as its general manager.

Next door in Burbank, Aluminum Overhead Doors will continue distributing garage door operating systems and also will manufacture garage doors, hardware, and springs. Amarr also operates Door Centers in the Bay Area, Sacramento, Rancho Cucamonga, and Fresno, Calif. ■

## Clopay Featured on "Rescue Renovation"

In July, Clopay announced that "Rescue Renovation" television series host Kayleen McCabe and her crew had selected a Clopay Avante Collection aluminum and glass garage door for a garage makeover project in Denver, Colo.

Each week McCabe saves homeowners who are in over their heads with a renovation project. In this case the homeowners were converting a single garage stall into office space for their wedding photography business.

Chris Chapman of One Clear Choice Doors in Denver managed the installation of the 10' x 7' Avante door and a LiftMaster Model 3800 side-mounted residential opener.

"Rescue Renovation" airs on Tuesdays at 8:30 p.m. on the DIY Network. ■



*"Rescue Renovation" host Kayleen McCabe and the team from One Clear Choice in Denver.*



## Clopay Installs Doors on Giant Distribution Center

In July, Clopay announced that it had recently partnered with Zemco Door Products in Saskatoon, Saskatchewan, to install more than 250 doors on a new 1 million-square-foot distribution center in Regina. The distribution center serves Loblaw stores, Canada's largest grocery chain.

The building operates 24 hours a day, 7 days a week, maintaining a daily traffic volume of 200 trucks and 3 million cases of product per week.

The doors were insulated 3"-thick Clopay Model 3300 Series, selected for their thermal efficiency and protection from air infiltration. The local temperature can fluctuate 100 degrees between the winter and summer months. ■

## Amarr Launches New Website

On Sept. 1, Amarr Garage Doors introduced a new, innovative, and interactive website at [www.amarr.com](http://www.amarr.com). The site includes 10 new videos and an enhanced Find a Dealer tab.

After designing a door, users can save their choices to “My Favorites” and share their selections with others to help them decide. ■



## Garaga Rolls Out New Website



In July, Garaga launched a new website ([www.garaga.com](http://www.garaga.com)) with easy-to-use interfaces for selecting a door.

When teamed with Garaga’s expected new Design Center, homeowners will have enhanced ability to choose and view their designed doors.

“It’s like having a garage door expert at your elbow, giving assistance and advice along the way,” says Maxime Gendreau, marketing director. ■

## Raynor Offers Online Live Support

In March, Raynor unveiled a live online support chat feature for Raynor dealers. By logging in to Raynor WebConnect, the company’s proprietary online ordering system, Raynor dealers can now chat online with a customer service representative.

Dealers who use the live support receive top priority over other means of communication, such as faxes or emails. Online chat provides quick responses for dealers who are completing quotes, placing orders, or asking questions. ■



*The live support button can be found on every page of Raynor WebConnect.*

## Raynor Website Adds Video

In March, Raynor added a new wind-load video at [www.raynor.com](http://www.raynor.com). Dealers can download the video from the Raynor website to promote the benefits of Raynor Wind Load Systems.

The first online wind-load video featured Raynor Innovations Series doors and is also available to view or download. ■



## Overhead Door Adds Online Architect’s Design Manual

In June, Overhead Door announced an online Architect’s Design Manual (ADM). The tool was designed to help architects save time through the product education, selection, and specification process.

The electronic ADM provides an application selection wizard, product specifications, drawings, dimensional charts, Building Information Models (BIM), product literature, selection guides, and links to accredited continuing education courses.

The ADM tool can be found on Overhead Door’s Architect’s Corner microsite or at <http://overheaddoor.com/ADM/base.html>. ■