

Assa Abloy Acquires Albany Door

In January, Assa Abloy completed its acquisition of Albany Door Systems. Albany is now part of the Entrance Systems division of Assa Abloy, a Swedish door openings company.

Assa Abloy was formed in 1994 when Assa, a Swedish security firm, merged with Abloy, a Finnish high-security lock manufacturer. Now, Assa Abloy is the global leader in its market, with 42,000 employees around the world.

Assa Abloy consists of five divisions: three focus on locks and door systems, and a fourth is devoted to electronic security solutions. Headquartered in Landskrona, Sweden, the Entrance Systems division includes Albany, Besam, Crawford, Megadoor, Ditec, and the recent proposed acquisition of Dynaco. ■



Assa Abloy Begins Acquisition of Dynaco

In January, Assa Abloy announced that it had signed an agreement to acquire Dynaco in Belgium. The deal is expected to close during the first half of 2012 after regulatory approvals.

Dynaco, headquartered in Moorsel, Belgium, has 140 employees and makes high-speed doors for a global network of distributors. Sales are expected to reach \$67 million (USD) in 2012, and the acquisition is expected to generate earnings from the start. ■

ADH Guardian Opens USA Operations

In January, Guardian Access and Door Hardware announced that it is expanding into the North American market. Roy Bardowell, an industry veteran, has been hired as director of USA operations.

"No other garage door-related manufacturer produces garage door hardware, rollers/bearings, aluminum die-cast, door operators, and accessories," says Andrew Liu, president of Guardian Access USA.

In 2011, Guardian USA opened distribution centers in Santa Fe Springs, Calif., and Medley, Fla., to serve national garage door manufacturers as well as regional and local door dealers. For the last 30 years, Guardian Access has been a leading provider in Europe, Australia, and most Pacific Rim countries, selling under the ADH brand. ■

Cornell Parent to Acquire Janus Rolling Steel Line

In December, as a result of a purchase agreement with CIW Enterprises (CIWE), Janus ceased producing architectural coiling door products, directing its focus to its leading position in the sheet door business. As of early March, the details of the purchase were still being finalized.

CIW Enterprises, the owner of Cookson and Cornell Iron Works, purchased substantial manufacturing assets from Janus as well as inventory. The assets include rolling steel production equipment at Janus's Temple, Ga., facility, but no buildings.

"(The purchase) allows both companies to grow our leadership positions in each of our respective segments," says Andrew Cornell, president of CIWE.

Rita Kogoy, a brand supervisor at Cornell, says the agreement ceases

production of all Janus rolling steel doors, with the exception of sheet doors and the MD "crossover" door. Neither Cookson nor Cornell intends to manufacture the Janus rolling service products. While Janus will retain responsibility for any installed product, Cookson and Cornell will assist Janus in processing repair needs and warranty claims. ■



Clopay and Dealer Participate in Extreme Home Makeover

Clopay recently partnered with Hickman Overhead Door in Milford, Del., to donate and install a Clopay Avante Collection garage door for ABC's Dec. 9, 2011, episode of "Extreme Makeover: Home Edition."

In this episode, Ty Pennington and crew built a new home for the family of an aspiring teenage designer named Wyzhir Johnson-Goslee, who lost his hand on Christmas Eve 2010 while trying to do work on his old house.

The home's designers chose the Avante for Wyzhir's studio, using it as a moving wall of windows. ■

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Clopay Featured on Cool Energy House at IBS

In February at the International Builders' Show, Clopay's most energy-efficient garage doors were featured on the Cool Energy House, a show home supported by the U.S. Department of Energy's Building America program.

Florida Door Solutions installed three Canyon Ridge Collection garage doors with factory-stained mahogany cladding and overlays for the home's garage. In addition to exposure at the show, online virtual tours and videos will be available on the HGTV Remodels website.

The goal of the house is to demonstrate energy-efficiency upgrades that together will reduce the energy usage of an existing 1996 "spec-built" home by more than 50 percent. ■

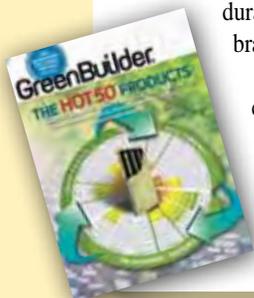


Clopay Canyon Ridge Makes "Hot 50 Products" List

In the February issue of GreenBuilder magazine, Clopay's Canyon Ridge Collection faux-wood carriage house garage door was named one of the year's "Hot 50 Products."

GreenBuilder editors recognized the door's five-layer construction for its appearance, material innovation, design versatility, durability, energy efficiency, and brand trust.

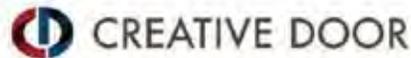
The editors wrote, "Established companies tend to have in place the distribution, after-market service, and in-house research needed to get more efficiency from familiar technology." ■



Overhead Door Buys Creative Door Services

In December, Overhead Door announced the acquisition of Creative Door Services, Western Canada's leading door dealer network and the largest Wayne-Dalton dealer in North America.

Headquartered in Edmonton, Creative Door has two locations in Alberta, three in British Columbia, one in Manitoba, and two in Saskatchewan. Overhead Door will operate Creative Door Services as a separate subsidiary.



"This move enhances our strength in the Canadian market and brings Overhead Door increased participation in the higher margin installation and service segments of the ... industry," says Dennis Stone, president and CEO of Overhead Door.

He adds that Overhead is "committed to investing in our business during this weak market to strengthen our competitive position and capitalize on the future market recovery with the full support of our parent company, Sanwa Holdings." ■

Albany Door Announces Express Delivery Program

In 2011, Albany Door Systems launched its RapidDoor program, offering express delivery of its popular UltraFast and UltraSlim high-speed doors.

The UltraFast is a low-maintenance, heavy-duty industrial door designed for high traffic conditions. The UltraSlim is an energy-efficient, commercial door ideal for separating different work environments.

Joe Aiken, marketing manager, says the program helps to expedite delivery when a damaged door is down. The program applies to standard door sizes of 8' or 10' wide and 8' to 12' high and includes motion detectors, push-button stations, and pull cords. ■

Amarr Classica Featured in Movie

The director of "30 Minutes or Less," a 2011 comedy, requested that the Amarr Classica be installed on a home just for the movie.

The film stars Jesse Eisenberg, who plays a pizza delivery man who is kidnapped and forced to rob a bank. The Classica is shown during a car theft scene in the movie. ■



Amarr Launches Facebook Page

In January, Amarr Garage Doors announced that it had launched its Facebook page at www.facebook.com/amarrgaragedoors. The page offers information on garage door care and maintenance, Amarr company news, tips, photos, and more.

“With so many of our customers looking for and sharing information on Facebook, we felt it was important to establish a presence,” says Vickie Lents, director of marketing.

The Amarr Facebook page will offer frequent updates and links to more information found on the company’s blog at www.amarrgaragedoors.wordpress.com. ■



DoorLink Launches New Website

In February, DoorLink Manufacturing announced the launch of a totally redesigned website at www.doorlinkmfg.com.

Using a simple, uncluttered design, the site features a new door designer that allows homeowners to upload photos of their homes and select models of doors, window options, and carriage hardware. The designer also works on most mobile devices when using DoorLink pre-selected house images.

A new section allows dealers to log on for access to PDFs of literature, warranty certificates, and other marketing materials. ■



Amarr Adds Product Videos to Website

In February, Amarr announced the addition of 10 new videos to assist consumers in making a more informed decision when purchasing a garage door. The videos have been posted at www.youtube.com/amarrgaragedoors and at www.amarr.com.

The videos cover “How to Select a Garage Door,” features and benefits of Amarr products, door construction details, and wind-load and impact testing. “For today’s consumers, video messages are engaging, quicker, and often better received than print messages,” says Vickie Lents, director of marketing. ■

Door Dealer Creates iPhone App

In January, door dealer Kyle Hart of Vancouver, B.C., announced Rolling Doormaster, an iPhone app he created.

Designed to improve dealer efficiency and reduce errors, the app is specifically designed for the garage door industry to measure rolling overhead doors, grilles, and shutters. It can be used to generate a complete site check report with all opening, door, operator, controls, and safety data, as well as customer information and photographs.

Once the report is completed, it can be printed to any AirPrint-enabled printer or emailed to the office. The app can be purchased at iTunes, or go to www.canadiandoormaster.com and click the Mobile Apps link. ■

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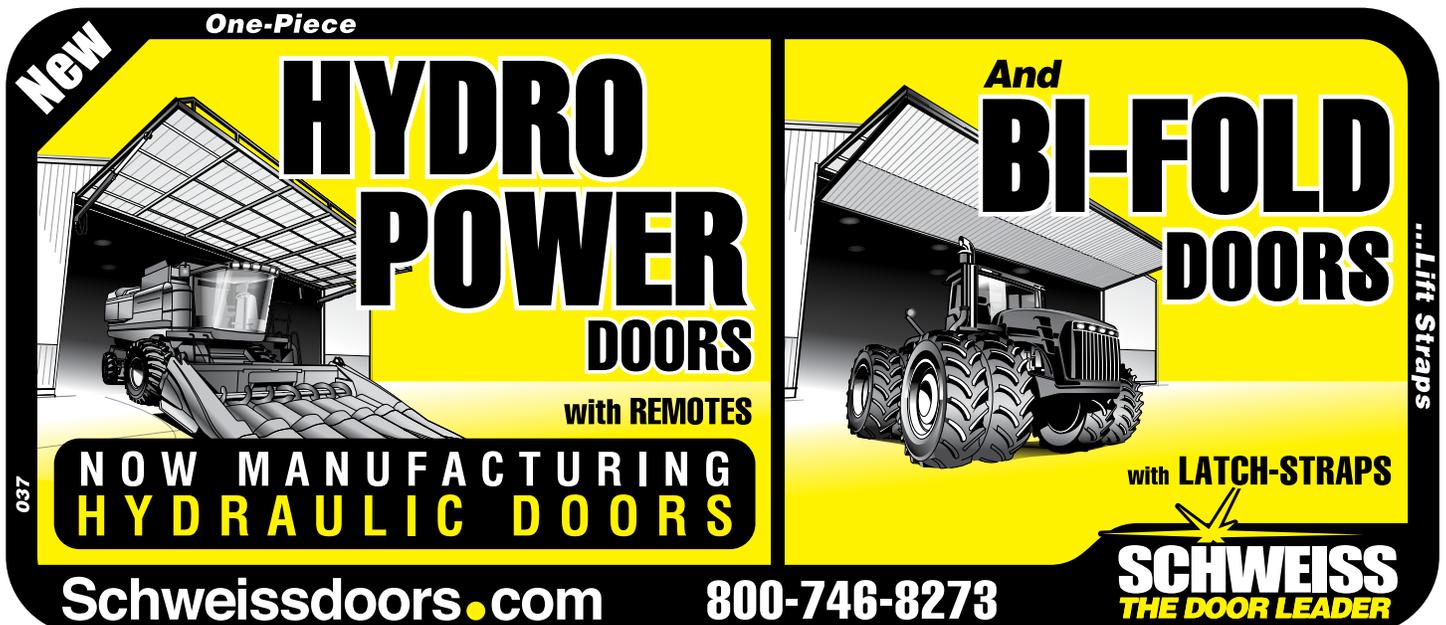
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