

Investment Group Acquires Windsor Republic Doors

On May 23, a private investment group of individuals from Windsor Door and Garage Door Services of Houston acquired the assets of Windsor Republic Doors' garage door division, headquartered in Little Rock, Ark.

Assets included in the transaction are the property, plant, and equipment in Little Rock, Smith Door Distributing in Little Rock, and three distribution centers in El Paso, Texas; Mira Loma, Calif.; and Nashville, Tenn.

Brad Gridley, current president of Windsor Republic Doors, will continue as president of the new company, now known as Windsor Door. "Windsor has undergone significant restructuring over the last couple of years, and we are in an excellent position to take advantage of our new structure to help our customers grow their business," says Gridley. ■



High Winds Destroy Mid-America Plant

One of the victims of the record season of tornadic winds in April was an Oklahoma garage door manufacturer. On April 8, Mid-America Door, a regional manufacturer of commercial and residential steel garage doors, lost one of its three buildings in Ponca City, Okla.

"The National Weather Service called it a microburst of straight-line winds of 94 mph," says John Earnest, president and CEO. "Some of our debris was found 10 miles away."

"We were the bull's-eye hit," he adds. "Other commercial buildings in our industrial park suffered damage from none to light to severe."

No one was in the 80,000-sq.-ft. building when it was hit around 11 p.m. Earnest says the building totally collapsed except for about 2,200 sq. ft. of upstairs office space.

The affected building housed two residential roll-forming operations, though Earnest says both roll-formers are "salvageable." Mid-America's main facility and building #2 were relatively untouched.

Earnest says the company's commercial lines and standard residential line continued operations after the storm. He says they will rebuild a permanent structure soon.

"We received calls from two different Illinois-based competitors to express sincere concern and offer help," he adds. "We are blessed that our company is very financially sound, and good insurance doesn't hurt. It happened, it's over, and now we look forward." ■

Onex to Invest \$675 Million in Jeld-Wen

On May 4, Onex Corporation announced that it had agreed to invest \$675 million and acquire a significant minority interest in Jeld-Wen Holding. Jeld-Wen will continue to be majority owned by the Trust of Richard Wendt, members of the Wendt family, Jeld-Wen employees, and other shareholders.

Jeld-Wen makes garage doors, but primarily entry doors and windows, operating 123 manufacturing and distribution centers with 20,000 employees in more than 25 countries. In 2010, Jeld-Wen generated more than \$3.0 billion in revenues.

Jeld-Wen's management, workforce, and corporate culture will remain intact, and the company will continue as a private company headquartered in Klamath Falls, Ore. ■

Blue Giant Announces Joint Venture with Big Dock and Door

In February, Blue Giant Equipment announced a joint venture with Big Dock and Door to sell, stock, and service Blue Giant dock products in southern California.

Big Dock and Door's headquarters and warehouse in Los Angeles will carry the full line of Blue Giant dock equipment and offer local, factory-trained service, technical support, and installation. ■

BLUE GIANT.



Linear Michigan Consolidates Operations

In May, Linear Michigan announced that its manufacturing operations had consolidated into a new single site in Grand Rapids. The company says the move was prompted by continued growth and a quest for better customer service and additional capacity.

After functioning in four nearby buildings since 1975, the consolidation nearly doubles Linear's service, manufacturing, and warehouse capacity from 47,000 sq. ft. to 88,500 sq. ft.

"We simply outgrew our old sites," says Paul Stevens, general manager. Linear had also increased its head count, growing from 47 to 61 full-time employees. ■

Las Vegas Dealer Named Top Garage Door Contractor

In May, Quality Garage Doors of Las Vegas was named the 2010 top-performing garage door contractor for American Home Shield, a leading national provider of home warranties. Quality Garage Doors earned a \$25,000 bonus for its performance in American Home Shield's 2010



(From left) Rick and Lynda Holman of Quality Garage Doors and Dave Crawford, president of American Home Shield.

Contractor Quality Bonus program.

Quality Garage Doors was one of six contractors from across the country to earn the top honor in one of six trade categories: garage door, electrical, plumbing, pool and spa, appliance, and heating, ventilation, and air conditioning. In addition, 176 contractors earned bonuses ranging from \$2,500 to \$15,000.

Rick Holman, Quality Garage Doors president, indicated that the company plans to distribute the \$25,000 among employees. With more than 11,000 independent contractors, American Home Shield rates and rewards contractors according to customer feedback. ■

ATI Purchases ETC Laboratories

On April 18, Architectural Testing, Inc. (ATI) purchased substantial assets of ETC Laboratories. DASMA manufacturers have often worked with ATI and ETC to test sectional and rolling doors for compliance with codes, standards, and regulations.

Henry Taylor, ATI president, says his company primarily purchased ETC's client list and some test equipment. "However, any ETC client with a contract for work will be given a consideration to continue their future work with Architectural Testing."

David Kehrl, president of ETC Laboratories, is now employed by ATI. He says the downturn in the housing industry bankrupted some of ETC's clients and caused others to downsize or consolidate.

"All this has had a detrimental effect on ETC and our operations," he explains. "These events and market conditions made it impossible for ETC to obtain bank financing to help it through these difficult times."

Architectural Testing has more than 260 employees at 11 testing laboratories and eight regional offices across the United States and Canada. ETC's operations in Rochester, N.Y., closed on April 15. ■

Clopay Adds Entry Door Sales Kit

In March, Clopay introduced a new entry door sales kit to help its dealers showcase the range of panel materials, pre-finish options, and design features of the Clopay entry door line.

The kit contains pre-finish paint and stain selector kits, samples of stained cherry, mahogany, and oak fiberglass panels, and actual door components. All are packaged in a convenient carrying case. The entry door sales kit can be ordered at the Clopay dealer website.



In 2010, Clopay expanded into entry doors with a line of fiberglass and steel entry door systems designed to coordinate with its most popular garage door styles. ■

Albany Announces Million-Cycle Warranty

In May, Albany Door Systems introduced a 5-year/1-million-cycle warranty for its high-speed industrial door systems. Albany says it is the first company in the industry to provide this level of warranty.

The company pledges that the motor/gearbox on doors with MCC Vector Controllers or other variable frequency systems will be free from defects in materials and workmanship for five years or one million cycles from the date of shipment. All other mechanical and

electrical components carry a 2-year/300,000-cycle warranty.

Albany also expanded its door panel warranty. In addition to the lifetime warranty on SBR fabric and a 5-year warranty on EPDM, the company instated a 3-year warranty for 3-ply panels and a 2-year warranty for 2-ply panels. Vinyl fabric, PET weaves, windlocks, roll strips, mesh screen, transparent PVC, and windows all come with a 1-year warranty. ■



LiftMaster Launches GetInYourGarage.com

In April, LiftMaster announced the launch of www.GetInYourGarage.com as a resource for homeowners, providing tips on how to manage their home and garage access during a power outage.

The site offers power outage tips, power outage statistics, the latest LiftMaster EverCharge TV commercial, and information about the EverCharge battery backup system.

The site also helps consumers find a local LiftMaster dealer for power outage solutions. ■



Clopay Refreshes Door Imagination System



In March, Clopay announced an update of its online Door Imagination System (DIS), first launched in 2009.

With the new Dual-View option, users can now alternate between viewing the garage door on their home and viewing an enlarged image of the door by itself. The first option gives homeowners the full “curb appeal” perspective, while the close-up image hones in on subtle details like a grooved panel design or decorative hardware selection.

The new Door Construction Specifier lets users specify one-, two- or three-layer construction during the design process. This educates them about the differences in durability and energy efficiency among various models.

The Door Imagination System is available on the Clopay website and on Clopay’s Facebook page. ■

Garaga Offers Digital Mentor

In April, Garaga announced Digital Mentor, a monthly educational Web link. Developed exclusively to assist garage door professionals, Digital Mentor delivers useful advice for their businesses.

Digital Mentor covers such topics as the importance of having a business listing on Yahoo and Bing, how YouTube can help your ranking, and tips on search engine optimization.



“In today’s market, being Web savvy is a must,” says Darlene Dilla, a Garaga dealer in Greensburg, Pa. “With Garaga’s Digital Mentor, we are learning more ways to utilize our website and ... reach out to the next generation of homeowners and stay ahead of our competition.” ■

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