

Raynor Names Regional Manager of the Year



Vivian

In March, Raynor presented the 2010 Regional Manager of the Year Award to Jeff Vivian, regional sales manager for Florida, Georgia, South Carolina, and North Carolina. The award is presented annually to the Regional Manager who excels in a variety of categories.

“Jeff’s superior work ethic, daily commitment to dealer development, and outstanding relationship-building skills have left him with the reputation of being one of the true experts in the garage door industry,” says Rick Considine, vice president of sales and marketing.

Vivian, who joined Raynor in 2007, also received awards for the largest percentage sales increase, largest total sales dollar increase, and largest number of new dealers. ■



Sommers

Chamberlain Announces New Director of Technical Support Center

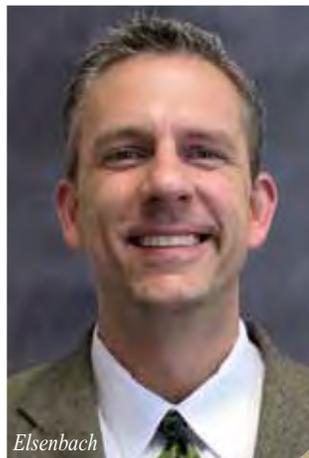
In August, Chamberlain named Jon Sommers as director of its Technical Support Center in Tucson, Ariz. Sommers brings more than 20 years of experience managing large call centers and data capture operations.

As the new director, Sommers oversees the 40,000-sq.-ft. facility and its staff. Sommers holds a master’s degree in business. ■

Raynor Adds Senior Marketing Manager

In July, Peter Elsenbach was promoted to senior marketing manager at Raynor. Elsenbach leads Raynor’s marketing department, including marketing services, Raynor Academy, and product management.

Elsenbach began his career at Raynor in 2009 as a commercial product manager. He has a background in marketing, brand management, and product development. He holds an M.B.A. ■



Elsenbach



Wrublesky

Bircher Adds Regional Sales Manager

In August, Bircher Reglomat announced that Dave Wrublesky had joined the organization as regional sales manager.

Wrublesky will sell Bircher Reglomat motion and presence sensors to pedestrian and industrial markets.

Based in Pittsburgh, Wrublesky’s territory includes the entire northeastern U.S. He has seven years of experience in the automatic door industry. ■

LiftMaster Hires National Accounts Manager

In August, LiftMaster announced that Andrew Kurtz is the new national accounts manager for the LiftMaster brand. In this role, he coordinates sales activities for several national accounts for LiftMaster professionally installed products.

Kurtz manages the development of sales plans, oversees contract negotiations, and forges relationships with accounts.

Prior to joining LiftMaster, Kurtz developed his skills at various Chicago companies such as Silvon Software, Hawker Energy, and Tripp Lite, building relationships with Home Depot and Lowe’s. He holds a Bachelor of Science degree in economics. ■



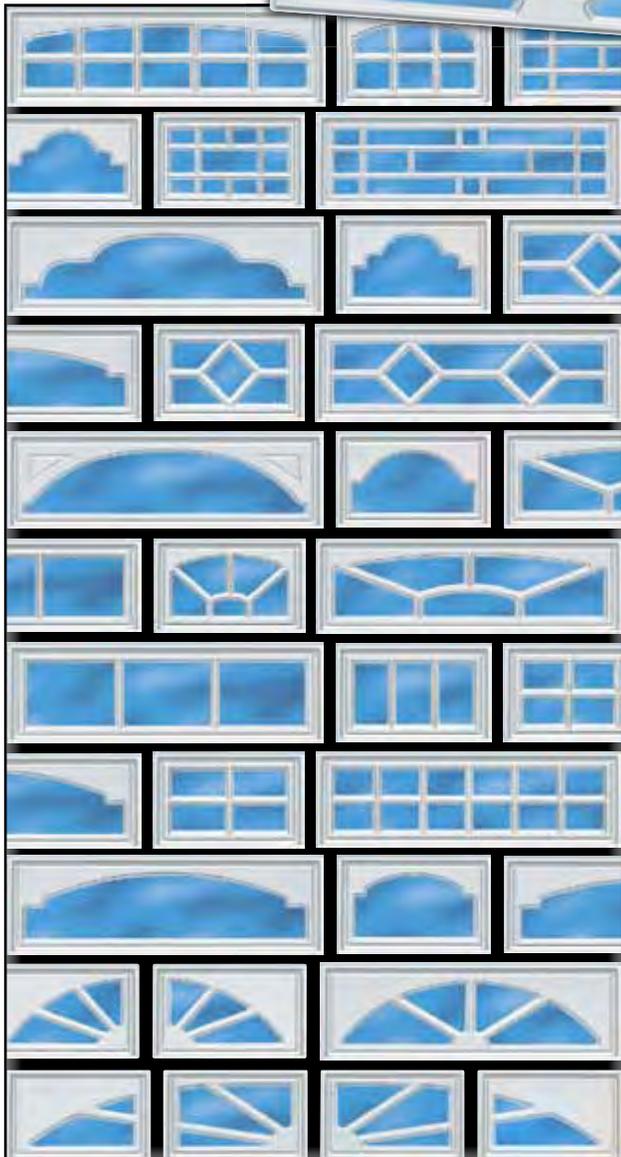
Kurtz

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Northwest Door Announces National Sales Manager

In July, Northwest Door promoted Bob Poirier to national sales manager, responsible for all sales activities for the company. An industry veteran with 33 years of experience, Poirier has held various sales and sales management positions in garage door and operator sales.



Poirier

Poirier started his career in 1978 as a residential salesman for Northwest Door of Anchorage, Alaska. His career path eventually brought him back to Northwest Door in 2006 as territory sales manager for California. ■

LiftMaster Promotes Two for Gate Systems Sales

In August, LiftMaster announced the promotion of Anthony Ferrara and Chris Stob to LiftMaster gate access system sales specialists for the West Coast and East Coast, respectively. The two will work with regional field sales teams to increase sales of gate access systems, telephone entry systems, and commercial door operators.



Ferrara

Since joining LiftMaster in 2004, Ferrara has served as a district sales manager for gate access systems and telephone entry systems. He has earned four Circle of Excellence Awards for outstanding business practices.



Stob

Stob joined LiftMaster in 2005 and was recently promoted to district sales manager. He has extensive knowledge of gate access systems, and he earned a Circle of Excellence Award in 2008. ■

Bradbury Adds Salesperson for Garage Door Segment

In August, the Bradbury Co., a manufacturer of roll-forming and coil-processing equipment, announced the appointment of Brad Foster to its sales team. Foster's special emphasis will be with sectional steel garage door manufacturers and steel foam panel producers.

Foster has more than 30 years of experience in the industry, with expertise in technical sales and marketing, flat-rolled metal processing, and capital equipment management. Foster holds a Bachelor of Science degree in mechanical engineering and an M.B.A. ■

Hörmann Flexon Welcomes New Engineer

In July, Hörmann Flexon announced that Brad Williams had joined the company as manufacturing engineer. Williams has a Master of Science degree in industrial engineering, a Black Belt certification in Six Sigma methodology, and 11 years of experience in quality and reliability engineering. ■



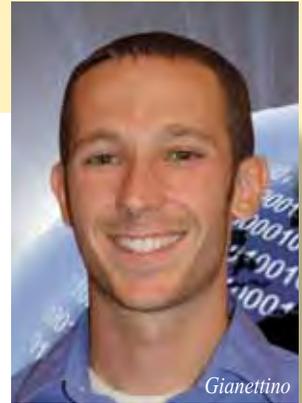
Williams

BEA Names Employee of the Year

In July, automatic door sensor manufacturer BEA announced that Anthony Gianettino had been named its Employee of the Year. The award goes to the employee who most closely represents the company's core values of achievement, innovation, customer orientation, and professional ethics.

"Anthony represents all of those things, but has even a bit more with the sincerity in which he does it. He always considers the needs of others," says Randy Wickman, vice president of engineering.

Gianettino joined BEA as a mechanical engineer in 2006. Gianettino was recently featured in Living Magazine for his charitable work with Big Brothers Big Sisters. He was also recognized on the prestigious "Pittsburgh's 50 Finest" list, based on his community involvement and success in his career. ■



Gianettino

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