

C.H.I. CEO Retires

On Sept. 4, Jim Overholt, CEO at C.H.I. Overhead Doors, retired after 41 years in the garage door industry. He began working at C.H.I. as the general manager in 1997 and was promoted to president/CEO in 2002.

His career in the door industry began in 1974, when he worked as a garage door installer for Automatic Garage Door in Fridley, Minn. He later worked 20 years for Ideal Door in Baldwin, Wis., in various roles including sales manager, product engineering manager, and plant engineer.

“Jim values the history that runs deep through C.H.I. and has been committed to strengthening our culture,” said Tim Miller, who has now stepped into the CEO role. “His dedication to our customers, C.H.I., and the door industry is truly apparent, and it has been an honor to learn and work alongside Jim.” Overholt will remain on C.H.I.’s board of directors. ■



Overholt

Entrematic Names Canada Sales Managers

In June, Entrematic named Mike Morrow as national accounts manager for Canada lumberyard and hardware stores and named Mike Virtanen as sales manager for Western Canada.

Morrow joined Entrematic to handle dealer sales in 2011 and previously worked for Menzies Metals, Creative Door, and Canada Post. He studied economics at the University of Calgary.

Virtanen joined Entrematic in 2005 in Abbotsford (British Columbia). Earlier, he was a door technician and sales representative for Fraser Valley Doorman. ■



Morrow



Virtanen

Gerry Yeager, Gate Operator Veteran, Dies

Gerald “Gerry” Yeager, longtime gate operator industry leader, died on June 1 at the age of 65. He owned Entry & Exit Systems, an access control distributor in Sterling Heights, Mich. His son, Marc Yeager, will continue to run the operation with Kevin Wolff.

He served 43 years in the industry, including 25 years with Stanley and the last 17 years as the general manager/owner of Entry & Exit systems. He also worked for Linear and Sentex and was a member of the UL 325 industry advisory council and an active member of many DASMA committees.

“Gerry represented Stanley in the early days of DASMA and provided valuable input to the Gate Operator Committee,” said Joe Hetzel, DASMA technical director. “He was very helpful toward getting the Automated Vehicular Gate Systems Coalition off the ground. His knowledge of automated vehicular gate systems was unparalleled.” ■

LiftMaster Adds to Marketing Communications

In July, LiftMaster announced that Tia Tosi Ballarini had joined the LiftMaster marketing communications team as manager of marketing communications for LiftMaster’s garage door opener and related product business channels.

Before joining LiftMaster, she served as vice president of client services for Hinda Incentives. Prior to that, she was senior director of client service at Integrated Marketing Services.

She holds a bachelor’s degree in marketing and an M.B.A. from DePaul University. ■



Ballarini



C.H.I. Adds Architectural Consultant

In August, C.H.I. announced the hiring of William Schaefer as architectural consultant, responsible for calling on architects and enhancing C.H.I.'s commercial value to distributors. He previously served 20 years in the Marine Corps. ■

Schaefer

Arrow Tru-Line Hires Manager for Its Largest Distribution Center



In August, longtime Arrow Tru-Line employee Travis Nowak was promoted to operations manager of the company's

West Distribution Center in Dallas, Texas, covering the South Central United States.

The Dallas location is the largest and busiest distribution center for Arrow Tru-Line products. Nowak previously served as manager of the Las Vegas distribution center. ■

Nowak

Guardian Hires Eastern Business Manager

In August, ADH Guardian USA announced that Jack Bikoff had been appointed eastern region business manager, a new position that covers the entire East Coast from Maine to Florida as well as the eastern provinces of Canada.

With over 11 years in the operator industry, Bikoff most recently was eastern regional sales manager for LiftMaster, where he also served in district sales manager and territory sales manager positions. He also served on the board of directors of the Northeast Garage Door Association. ■



Bikoff

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