

A Publication of Door & Access Systems Newsmagazine

d+as SHOW GUIDE

What You Missed at EXPO 2014

idaExpo™

April 25-26, 2014

Our Exclusive Report
of Expo 2014
Las Vegas, Nev.



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The *D+AS Show Guide* is a special DASMA publication that informs you of key exhibits at the International Garage Door Expo held in Las Vegas from April 23 to 26, 2014.

Our Pages feature industry companies that invested in this extra effort to inform you of key announcements, services, or products at their Expo exhibits.

Our Readers are 20,000 professionals in the door and access systems industry throughout North America.

Our Advertisers are DASMA members that exhibited at this year's Expo or at FenceTech. To learn about advertising in the next Show Guide, go to dasma.com and look under Publications.

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EXPO 2014

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Skylink Demonstrates New Innovations

At Expo, Skylink Technologies announced the launch of the new Skylink garage door opener that features a built-in DC motor with ample power and quiet operation. The opener's IQ version features on-ground programming for easy accessibility.

Skylink's new backup battery is compatible with all Skylink openers. This is the first backup battery on the market that, in a power outage, not only opens your garage door but also provides lighting in the garage with a built-in LED.

Another Skylink innovation (see photo) is the Skylink HU-318 Internet Hub that can give the homeowner complete control, via smartphone or tablet, over all lighting and small appliances in the home.

"We are creators of ideas," says Philip Tsui, CEO. "We are an intelligence company known for innovative products." www.skylinehome.com



▲ **HOW IT WORKS:** With Skylink's HU-318 Internet Hub, when a door or window is opened or when a sensor detects a water leak or movement in the house, a homeowner can know it immediately via smartphone or computer/tablet.

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NATIONAL DOOR INDUSTRIES

EXPO 2014



National Door is “The NEW National Door”

At Expo, long-time industry supplier National Door rolled out its new and improved re-branded company. Focusing on its strengths and advantages, National Door emphasized that it is a “full-line manufacturer and distributor of engineered products.”

Its array of products include custom residential garage door window frames, Stylecraft and Styleline insert trim, commercial door windows and frames, patented impact frames, weatherseals, Bevelite glass, replacement and carriage door hardware, as well as lubricants, cleaners, and tools.

“We are the industry’s largest manufacturer of impact frames and the leading provider of lubricants, cleaners, and window frames,” says James Webb, vice president of sales and marketing. www.natdoor.com

DoorKing Goes Wireless

The DoorKing exhibit at Expo featured its new wireless expansion kits for DKS telephone entry/access control systems.

Previously, adding an access control system for controlling multiple entry points required point-to-point wiring, which meant digging trenches for conduit runs. The new DKS wireless kits eliminate the need for any wiring, saving an enormous amount of time and money.

The expansion kits are backwards compatible and can be used on DKS systems that are even more than 10 years old. DKS Tracker expansion boards are also compatible with almost any 26, 30, or 31-bit Wiegand device. This saves money by allowing the customer to use existing access devices.

COMING SOON: DoorKing is adding slide and swing gate operators to its DC product line and a loop detector that interfaces with a photo beam in barrier gate operator applications.

www.doorking.com





access control for your **Whole Facility** without the Holes

DKS Wireless expansion boards can connect card readers and keypads to a DKS telephone entry or access controller without digging or trenching to run wiring. This is a great time, labor and money saver! Visit the link to find the perfect solution to wireless access control in even the most remote locations, or where wiring is impractical.

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More Than Car Wash Doors

Airlift Doors has long been known for its car wash doors, an effective solution in these highly corrosive environments. At Expo, Airlift showed how its doors' unique plastic hardware and polycarbonate sections are also effective in other applications such as underground parking garages, residential and commercial coastal applications, and automotive facilities.

Airlift also displayed three other products: Its exclusive Strapeze counterbalance system, its pneumatic operators, and its new XRS high-speed vinyl door.

Strapeze Counterbalance: Using a nylon strap with easy-to-install stackable weights, the Strapeze counterbalance system requires no maintenance and is rated for a remarkable 500,000 cycles.

Pneumatic Operators: Designed for high-cycle applications and corrosive environments such as car washes, Airlift's three pneumatic operators are up to three times faster and last two to three times longer than electric openers. www.airliftdoors.com

► **HIGH SPEED:** When knocked out of the track, the XRS high-speed vinyl door automatically resets into the tracks on the next cycle. Equipped with an electric or pneumatic opener, the XRS opens at a speed of up to 34" per second.

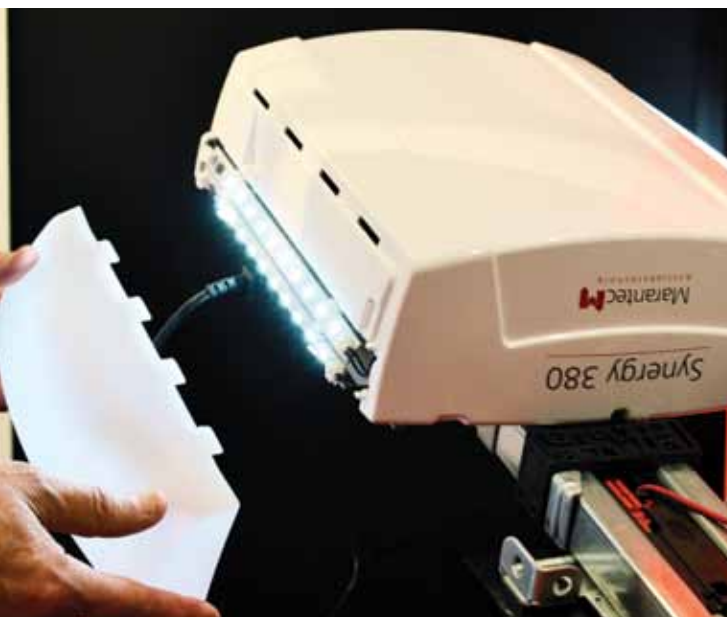


▲ **THE SECRET:** Airlift's strong plastic track (made from recycled milk jugs) and hinges are part of the secret to these doors' durability in corrosive environments.



Marantec Launches Its New Synergy Operator

The Marantec booth featured its new Synergy 370, the first residential



operator system with integrated LED lighting. With its energy efficiency and durability, LED lighting's projected lifespan of over 30,000 hours makes replacing light bulbs obsolete. LED extension kits can be easily installed to double the lighting capacity.

The Synergy 370 is also available with an optional battery backup that can be

▲ **30,000 HOURS:**
*LED lighting trumps
conventional light
bulbs in many ways.*

integrated into the opener housing. With a simple plug connection, the backup can be easily added at the time of installation or as an upgrade at a later point in time. The LED lighting continues to work while the Synergy 370 is operating on battery power.

Its travel rate of up to 9.3 inches per second is programmable and can be adjusted for the open and close cycles. The Synergy 270 can be rotated 90 degrees to gain 5.5" of backroom, and the Synergy 380 offers 1100 newtons of force. www.marantecamerica.com

Light Bulbs Are So Yesterday



Are you still providing outdated light bulbs with every operator you sell? Marantec's Synergy units include long lasting, energy-efficient LED lights which makes the use of any light bulb a thing of the past. Just another way how Marantec is keeping you, your customers, and the environment happy.



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ROYAL BUILDING PRODUCTS

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Royal Features Expanded Colors of Weatherseal

The Royal Building Products booth announced that it now offers 21 colors of vinyl garage weatherseal to complement any door project. As a long-time industry supplier and experienced vinyl extruder, Royal makes each weatherseal “to meet our close extrusion tolerances to deliver the quality the pro installer expects on every job,” says Michael Cole, national sales manager.

In addition to displaying its array of vinyl weatherseal, the booth promoted Royal Slat

Wall, a way for garage door dealers to sell more products once inside a customer’s garage. Providing a finished and organized appearance to garage walls, Royal Slat Wall is strong, easy to install, and adds profitability to every garage door installation.

“Royal Building Products remains focused on the innovation and growth of the newest cellular PVC products for the garage door market,” adds Cole. www.royalbuildingproducts.com



EXPO 2014

GENIE



Genie Celebrates 60 Years, Launches New DC Openers

Sporting the largest booth at Expo, Genie marked its 60th year and launched its new DC openers, Models 850 and 650 of the ReliaG Series.

Taking advantage of its high-quality manufacturing process, these new DC-motor openers offer economical value. The Model 850 features soft-start/soft-stop and a 1/2-HP-compatible Power Plus motor, while the Model 650 has a 1/2-HPc motor.

The Genie booth also highlighted its FDRD Fire Door Release Device for Genie commercial operators. The FDRD features a UL-listed time delay that activates a fire door's closure in an emergency. It allows floor-level testing and reset, and it recognizes when the door is closed, eliminating time-consuming resets and preventing damage to the door release mechanism. www.geniecompany.com





Wish you had an affordable, high-quality opener to sell?

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New Model 2028 & 1028 Openers
ReliaG® Series



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Both feature DC motors with the Model 2028 standing out with its Power Plus and Soft Start/Soft Stop distinction. They are available in steel-reinforced belt or chain drive options.

To learn more, please visit www.GenieCompany.com.



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Genie Model 2028 & 1028 openers are compatible with all HomeLink® versions, feature Auto-Seek Dual Frequency Remotes and accept most CFL & LED bulbs.



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Curl-Lok Takes the Spotlight at DBCI Booth

Highlighting its new Curl-Lok technology, DBCI's exhibit focused on the ease of replacing panels of a damaged sheet door.

Before Curl-Lok, a damaged sheet door had to be completely replaced. With Curl-Lok, single panels are easily replaced, greatly reducing replacement costs and downtime.

Curl-Lok doors also meet or exceed the requirements for most building codes, including wind codes for U.S. coastal regions. www.curl-lok.com



DEFACING AND REPLACING: DBCI enlisted a volunteer to damage a Curl-Lok panel, then (below) Joe Hurst and Bray Allen (right) demonstrated the speed and ease of replacing the damaged panel.



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ASO SAFETY SOLUTIONS

ASO Launches Easy-Assemble Safety Edge

Calling it “the easiest self-assembling safety edge system,” ASO Safety Solutions displayed the new KS 4 plug-and-sense system that can be installed on-site in only a minute.

With ASO’s special kit for on-site assembly, installers can cut the edge to meet the needs of each customer. The edge works with doors or gates. Olaf Grobe, vice president, says the system’s key advantages are durability, reliability, and flexibility.

ASO Safety Solutions has 30 years of experience in the safety industry. www.asosafety.com



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SOLAR READY



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Solar controller on board
Automation without AC

watch



video



HySecurity Shows Off DC Operators at FenceTech

The HySecurity booth highlighted its Smart DC line of commercial and residential gate operators at FenceTech, held March 4-8 in Las Vegas. The models promise fewer installer callbacks, lowest warranty costs, helpful troubleshooting tools, professional telephone tech support, and satisfied customers.

All Smart DC gate operators include battery backups and use the same programmable controller. Since the entire line uses similar components, when installers learn one system, they can know them all, whether swing, slide, barrier arm, or parking wedge.



“HySecurity doesn’t compromise on quality, reliability and installation, maintenance, and troubleshooting simplicity,” says Richard Woltjer, vice president of sales and marketing. “We deliver the highest-value operators while remaining very price competitive.”

HySecurity operators are designed to build customer loyalty and satisfaction while reducing the cost of installation, troubleshooting, warranty repair, and maintenance. “Our Smart DC operators are competitively priced yet offer serious, profitmaking advantages, not the least of which is accessible, professional technical support,” adds Woltjer.

Coming Soon: HyNet and SmartWedge DC

HySecurity will soon offer HyNet, an operator accessory that allows installers to offer service contracts that generate additional value and low installer cost.

HyNet connects any HySecurity operator to a desktop computer. It reports system issues directly to your cellphone or email, identifying whether the issue is related to the user, an accessory, a gate, or the operator. This increases the probability of a one-stop service call, reducing service cost and minimizing gate downtime.

HyNet also reports cycle counts, allowing installers to schedule service times after a designated number of cycles.

SmartWedge DC

HySecurity’s new parking wedge, the SmartWedge DC, will premiere in the third quarter of 2014. Based around the same programmable controller as HySecurity’s other DC gate operators, SmartWedge is designed to be easy to install, operate, program, and maintain.

SmartWedge is a surface-mount, combination barrier arm and wedge, most often used in secure (but not highest security) parking applications, corporate parking, valet, and car lots.

www.hysecurity.com

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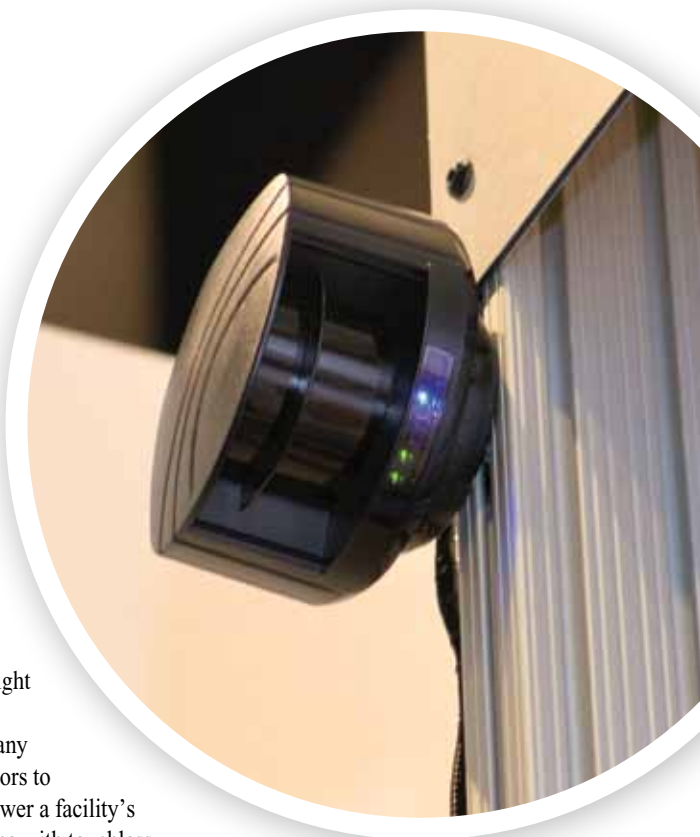
BEA Features Laser-Based Door Sensor

BEA's LZR-i30 safety sensor for industrial doors uses laser-based accurate technology to significantly reduce hazards within the door threshold and surrounding area. Detecting objects as small as 2" with an adjustable range of detection, the LZR-i30 is an alternative to contact edges, light beams, light curtains, etc.

BEA sensors work on many doors, from small interior doors to large external doors. They lower a facility's HVAC costs, increase hygiene with touchless activation, and provide protection, security, and safety.

With a variety of product options for all environments, BEA offers pre/post-sales support to ensure the right product for each application.

www.beasensors.com



◀ **EXPLOSION PROOF:** For extreme environments, BEA offers an explosion-proof enclosure that carries NEMA 7 and 9 ratings.

Haas Adds Bidirectional Woodgrain

The Haas Door display showcased its New American Walnut door (see photo) with recessed panel, featuring a bidirectional woodgrain pattern that gives the appearance of real wood. The newest color and panel from Haas, its baked-on custom finish has a low-gloss finish and a light stucco embossment.

The door will be available in June in four panel choices: ribbed long panel, ribbed short panel, recessed long panel, and the new recessed short panel.

The Haas booth also gave a preview of its HaasCreate Door Designer, which is now at haascreate.com and coming soon as a standalone app for the iPad. The app doesn't require an Internet connection and allows dealers to place any Haas Door product on a photo of a customer's garage and email the completed project to the customer. www.haasdoor.com



► **COMING SOON:** The HaasCreate app for the iPad.



At Haas Door, our method is simple. We hire quality people driven to produce top quality products. Experience the Haas Door difference for yourself. For more information about our products or to become a dealer, contact us at 866-637-3667 or info@haasdoor.com.





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Guardian Announces New Openers, Key Partnerships

ADH Guardian's booth announced the news of two new openers and strategic partnerships with Micanan and Delphian Systems.

The new openers are the model 425, a 1/2-HP, 2-light, AC operator and the model 615, a quiet 1/2-HP equivalent DC operator. All Guardian operators can be configured with chain or belt and T-rail or C-rail.

Micanan commercial openers will be available through Guardian.

Thanks to a new partnership agreement, Guardian will offer the full line of Micanan commercial and industrial garage door openers, control panels, and gate operators.

Smartphone access and Bluetooth technology are coming to Guardian openers. With access control made possible by a partnership with Delphian Systems, Guardian offers SecuRemote, a system that allows mobile phones and tablets to connect directly to the GDO without an Internet gateway. Watch for a large and growing family of home products that can be controlled with SecuRemote Bluetooth technology.

Guardian also displayed Music GDO, a new concept product that provides music while you work in your garage. Bluetooth speakers in the GDO can be paired with your smartphone to play music from your phone's playlist or any Bluetooth streaming source. www.adhguardianusa.com

C.H.I. OVERHEAD DOORS

C.H.I. Adds to Accents Collection

At Expo, C.H.I. displayed the new Planks and MLB design additions to its Accents line of residential garage doors. The Planks design is a steel door that looks like it's made of horizontal wood planks (see photo), while the MLB designs offer the logos of Major League Baseball teams printed on the doors (see the Dodgers' logo on the left).

Each Accents design brings a unique and different look to each home, giving dealers additional appealing options to offer each customer. www.chiohd.com



► C.H.I. ROLLING DOORS:

C.H.I.'s extensive line of commercial sectional and rolling steel doors includes such specialty products as this model 6221 equipped with a pass door. The entire pass door and frame are side-hinged to swing out of the door opening.





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New from C.H.I.



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LiftMaster®

LiftMaster Emphasizes Connectivity at Expo

If you thought LiftMaster was done with its MyQ line of openers, you were convinced otherwise at Expo 2014. MyQ's ability to monitor and control a door or gate from anywhere is now expanding from residential GDOs to commercial door operators and its new DC Linear Actuator models to be launched in late summer.

MyQ technology allows LiftMaster products and house lights to be monitored and controlled with a smartphone, tablet, or computer. And now, with the new MyQ Garage, homeowners can control all major GDO brands via their Internet-connected devices.

LiftMaster's new Logic 5.0 commercial door operators also offer connectivity, enabling secure monitoring and control for up to 16 devices. The built-in Security+ 2.0 radio receiver reduces callbacks by offering greater ranges and reduced interference with tri-band frequency.

The new DC Linear Actuators for gate operators offer the same Security+ 2.0 advantages and the same remote monitoring and control capabilities. They also feature low power-draw operation when gate is idle, while their battery backups offer power for up to 45 days. The LA412 solar model offers six-month standby time. www.liftmaster.com



Clopay Booth Focuses on Big Picture

The Clopay booth at Expo emphasized its breadth of products that allow more sales and profits for dealers. The featured products included custom wood, faux-wood, steel garage doors with composite overlays, and contemporary aluminum and glass doors.

The only garage door manufacturer to offer a wide selection of entry doors, its entry doors feature glass styles, paint colors, and stain finishes that coordinate with Clopay garage door designs.

To help its Master and Authorized Dealers sell doors, Clopay has developed a guided selling program called MyDoor. A Web-based application that can be run from tablet or desktop computers, MyDoor provides a professional selling experience that increases upselling and closing ratios. www.clopaydoor.com



▲ **COLOR BLAST:** Clopay's new custom paint program offers over 2,000 Sherwin-Williams colors for most Clopay steel doors.





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The Only UL-Recognized Monitored Edge

The new MEL (Monitored Edge Link) was the highlight at the Miller Edge booth. As the only UL-recognized sensing edge transmitter that is monitored, Miller Edge realizes they have an exclusive product.

The MEL eliminates cords in openings and offers labor-saving advantages. “Now dealers can install a monitored edge in an aesthetically pleasing environment with no cords attached,” says Flossie Mohler, vice president of marketing.

DIY Sensing Edge. Besides the MEL, the booth also featured the CPT210, a UL-recognized do-it-yourself sensing edge for lightweight grilles and counter shutters. The CPT210 has a smaller profile than the CPT223, and installers can easily stock the 210 on their trucks and build it in the field. www.milleredge.com

EXPO 2014

LINEAR

EXPERTS: Linear says its sales professionals are “friendly, hands-on experts who give dealers more real-world experience with sales and technical advice on GDO projects.”



IT'S ALL INSIDE: Linear's nearly-silent DC-powered LDC0800 supports a battery backup that fits inside the operator case. www.linearcorp.com



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METAL COATERS BRINGS THE MAGIC TO IDA 2014

As a first time exhibitor, Metal Coaters brought more than attendees expected at their booth, with jaw dropping magician, David Harris who engaged, entertained, and educated the tradeshow attendees for two straight days. His dynamic personality was hard to ignore as he blended comedy and magic to tear down the walls between attendees and the Metal Coaters staff.

With each performance, he educated manufacturers, dealers, and installers on why the Door Industry has chosen to use prepainted metal for over 35 years and why Metal Coaters is the toll processor of choice.

PREPAINT GARAGE & ENTRY DOOR INDUSTRY

Prepainted garage door panels, slat door panels and corrugated sheet roll up doors benefit from and provide value through the coil coating processes:

- Precision roll coating method that applies extremely controlled and uniform thicknesses of pretreatment, primer and top coat on the flat metal sheet, from edge to edge and which provides advanced corrosion resistance when compared to post painted products
- Superior paint adhesion due to very controlled and effective cleaning and pretreatment processes
- Highly controlled and uniform Dry Film Thicknesses that provide excellent color consistency
- Excellent paint flow and uniform appearance (i.e. no orange peel) that results from the roll coating application which applies a high sheen to the paint "Baked Enamel" like coatings that have excellent clack and fade characteristics, are cured at temperatures exceeding 400 degrees Fahrenheit which result in a finish that is hard, scratch and stain resistant
- Economic advantage over in-house painting operations or post-painted doors due to coil coatings greatly reduced application costs
- Elimination of the added expense and inconveniences involved with jobsite painting



The garage door industry and the environment also benefit from the coil coating process through:

- Substantial Energy Savings vs. Post Painting
- Trouble-Free Environmental Compliance
- Minimized Waste & Emissions
- 100% Transfer Efficiency of the Coatings
- A closed loop process which allows for the efficient capturing of solvents and incineration heat recovery



WHY CHOOSE METAL COATERS?

For Metal Coaters, coating metal is our way of life. We take steps to ensure a final product that meets the highest standards. But, we also know that it takes more than an attractive color. It's the unparalleled attention to detail, customer service you can depend on, and confidence that comes with getting the right product when you expect it. With Metal Coaters, Color Counts but More Matters: more flexibility, more reliability, more service, and more quality. We work hard to uphold our brand promise of being the only coil coating company "Where More Than Color Matters."



Coated in the USA, Serving you Nationwide, please visit us at www.metalcoaters.com

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Thank you

to all of our Dealers who visited us at IDAExpo 2014 to view our new products like the High Performance RapidCoil™ RC300 and 3" thick AlumaView® AV300. If you were not able to get to Las Vegas you can still see these products, and all other Raynor doors and operators, at

www.raynor.com.

