



NEW WAYNE DALTON DOOR NAMED

HOTTEST NEW PRODUCT

HIGH-SPEED DOORS TURN HEADS AT EXPO

In our 11th annual “Hottest New Products” survey*, conducted immediately after Expo 2016 in April, Wayne Dalton’s high-speed fabric doors clearly topped the list of hot products. Actually, three high-speed fabric doors from three different manufacturers attracted enough votes to earn a position in our annual “hottest new products” report.

Our survey asked respondents, “In your opinion, what were the hottest new products displayed at Expo 2016?” We asked them to identify at least one new product and the manufacturer of each product. Here are the 2016 survey results from Expo in Las Vegas.

#1 Wayne Dalton ADV-X High Speed Doors

Earning the top spot in our survey was Wayne Dalton’s new ADV-X high-speed rolling doors, the company’s first venture into the high-speed door market. Scheduled to launch this fall, the ADV-X will be available in five different models, 881 to 885. All models are fast-acting, high-cycle high-performance doors with a springless design that minimizes interruption for maintenance.

Model 881 has been independently tested for airtightness and offers a patent-pending curtain lock to make the door field repairable. Model 884 has patent-pending articulating roller windlocks that allow the door to operate under heavy wind conditions.

“I think our high-speed door got so much attention because this is a completely new category for Wayne Dalton,” said Sarah Schram, brand manager. “We’re excited to expand our already vast product line and offer our customers a door solution for whatever their needs.” www.wayne-dalton.com

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**About our survey*

Invitations to our online survey, conducted immediately after Expo 2016 from April 30 to May 11, were sent to 1,929 random dealers throughout the United States and Canada. Of the 226 dealers who completed the survey, 123 had attended Expo, and 85 of these Expo attendees responded to our question about the hottest new products. In all, 61 different products were mentioned.

Wayne Dalton
COMMERCIAL DOORS™





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#2 E-Z Ratch

The E-Z Ratch torsion spring tightener tool captured the number two spot in our survey. Brian King, the new owner of Safe Ratch, says E-Z Ratch eliminates the need for winding bars, is easy and safe to use, and can reduce labor time by 60 percent. It can be used with the majority of older and newer commercial and residential doors.

King, a design engineer from Black & Decker, bought the 20-year-old company in 2015 and made several product improvements in the last year. "I think it's a tool that every guy in the industry needs to have in their hands," he said. www.saferatch.com



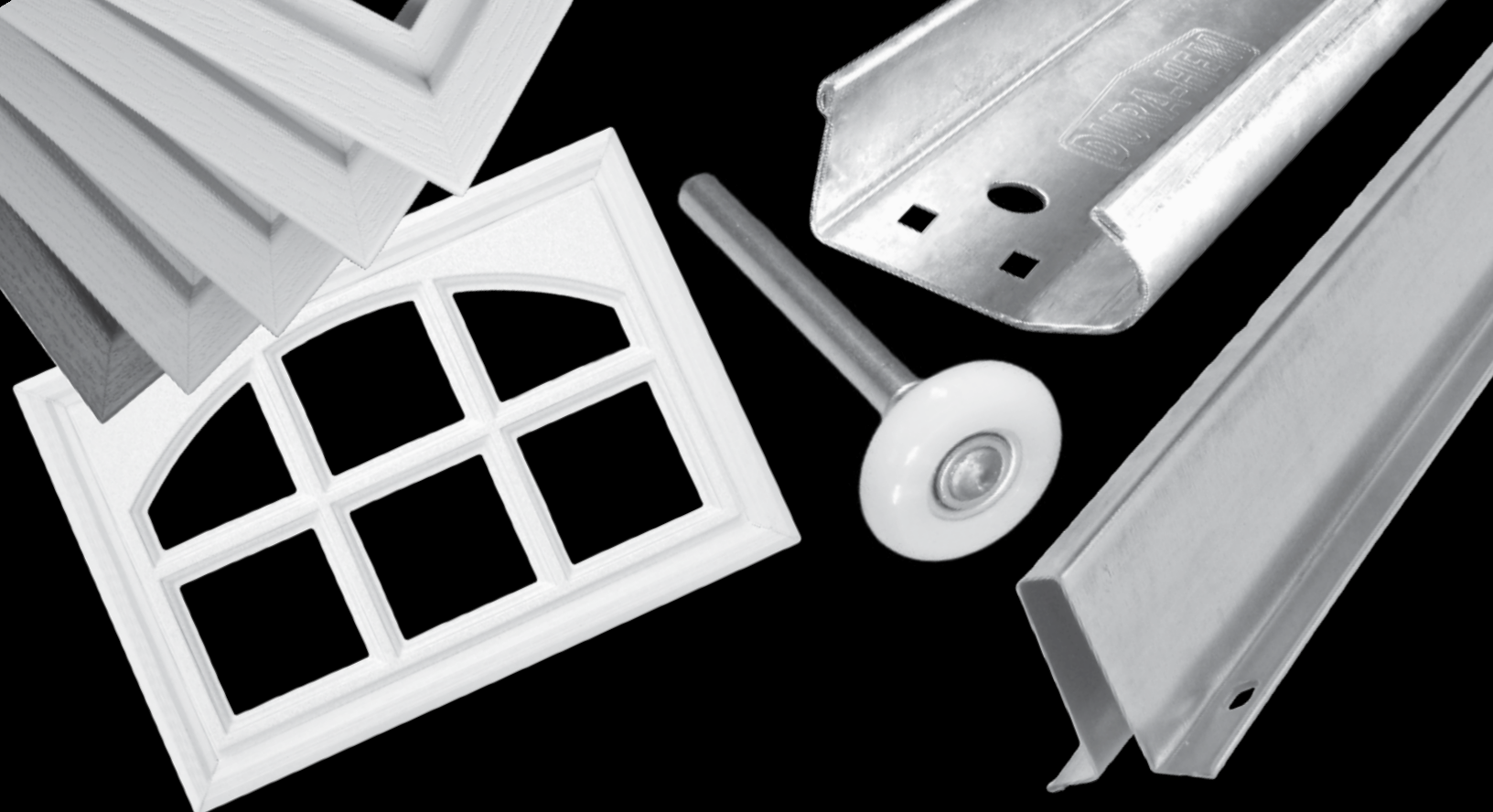
#3 LiftMaster mini remote

LiftMaster's new Mini Universal remote control, perhaps the tiniest new product at Expo, earned third place in our survey. The Model 374UT features a compact keychain design and is compatible with 90 percent of openers in North America.

Weighing in at just 1.6 oz., it can attach to a key ring, backpack, or exercise apparel. It features automatic code detection for easy programming and has two buttons to operate two different garage door brands or frequencies. www.liftmaster.com



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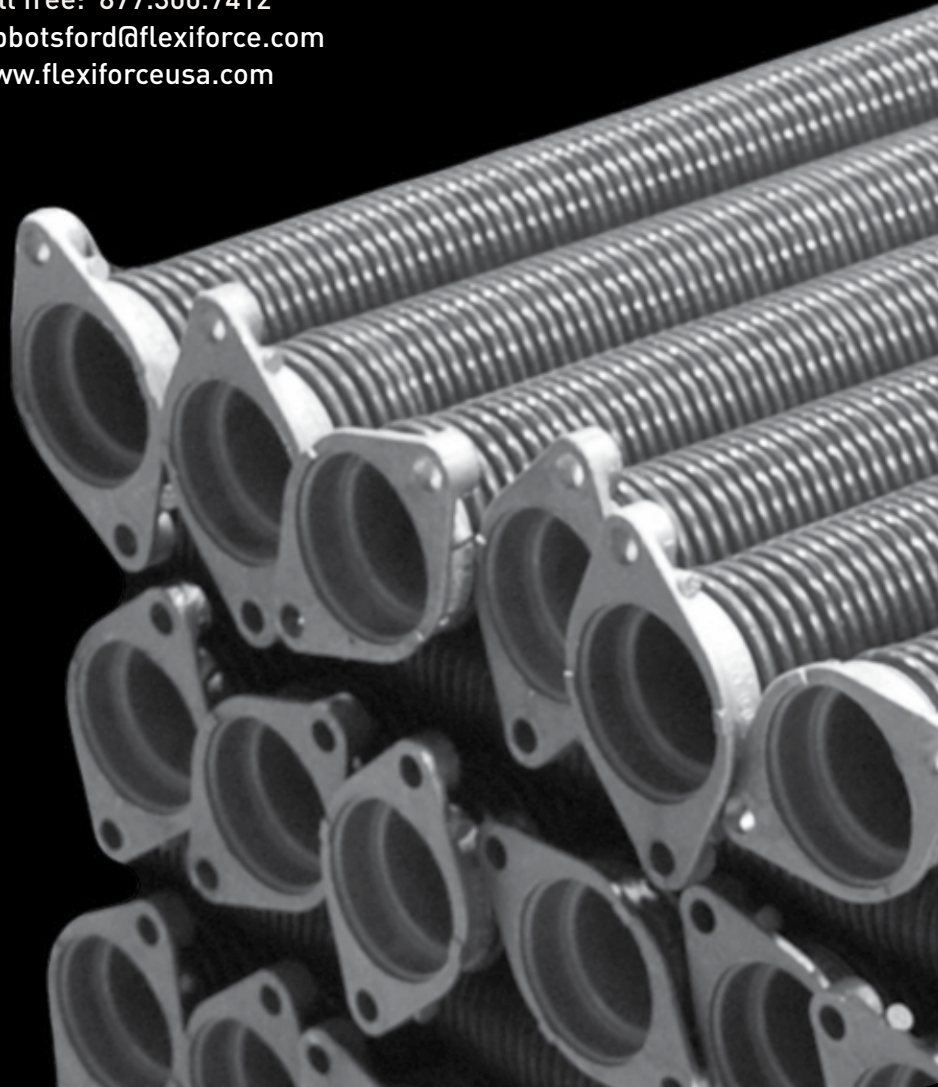


flexiforce^{FF}

toll free: 877.300.7412

info.abbotsford@flexiforce.com

www.flexiforceusa.com



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Honorable mentions

These five products also placed well in our survey, earning honorable mentions. Two are high-speed commercial doors and the other three are residential garage doors.

Fimbel vinyl door

Fimbel Architectural Door Specialties offers several vinyl residential door models in varying thicknesses from 1-7/16" to 2-1/2". All models offer the look of painted wood and the low-maintenance properties of vinyl. Pictured: A custom version of the insulated 1-13/16" Presidential Series, displayed at Expo. www.fimbelads.com



TNR fabric door

TNR introduced a new version of its springless HDF high-speed fabric door. First launched in 2013, the new HDF features improved header and guide seals, an auto reset, and a wireless reversing edge. It operates at up to 60" per second, and its direct-drive operator features a soft-start and soft-stop drive. www.tnrdoors.com



CHI Accents Planks door

C.H.I.'s Accents Images doors, first launched in 2012, can feature a variety of images. But it was the Accents Planks residential doors with a wood-like finish that attracted flattering comments at Expo 2016. The Accents line is available on most of C.H.I.'s 2" residential sandwich products. www.chiohd.com



Northwest Door flush doors

The Northwest Door booth featured several flush doors in steel and aluminum. The Modern Tech insulated steel sandwich door (pictured) "offers the beauty of aluminum but the strength of steel," said Jeff Hohman,

president. Modern Tech doors are available in brushed nickel, dark bronze, and black satin. www.northwestdoor.com

Raynor high-speed fabric door

The Raynor RapidCoil high-speed fabric door can open as fast as 8' per second. Introduced in 2014, the RapidCoil line features a soft bottom bar for safety and "sealing technology" that helps the door minimize heat loss. The RapidCoil line includes four models: RC100, RC200, RC300, and RC300HD. www.raynor.com ■

