

Janus Acquires Mahon Door Assets

In July, Janus International completed the acquisition of most assets of the Mahon Door Corporation of Warren, Mich.

“This acquisition blends well with our focus of applying innovation and modernization to established principles,” says David Curtis, Janus president.

Founded in 1912, Mahon had closed operations around the beginning of 2010. While the Michigan plant will remain closed, Janus plans to make available replacement parts and materials to previous Mahon customers for a limited time.



Mahon manufactured a range of rolling doors, including rolling service doors, grilles, counter shutters, side-folding grilles, and fire doors. ■

Top Dealers Honored at Clopay Conference

In May, Clopay celebrated its 22nd annual Leadership Conference with its top Master and Authorized dealers at the Hyatt Resort and Spa at Gainey Ranch in Scottsdale, Ariz.

Dealers attended seminars on such topics as search engine marketing, social media, and product line diversification. Warren Nesbitt of Hanley Wood Media delivered a keynote address on the residential housing market. Attendees also enjoyed golf, the spa, river rafting, sightseeing tours of the red canyons of Sedona, and other activities.

Clopay's 2011 Leadership Conference will take place May 17-20, 2011, at the Ritz Carlton in Amelia Island, Fla. To qualify to attend, dealers must achieve specific sales goals. ■

Service Spring Expands to the West Coast

In July, Service Spring announced that it now has two manufacturing and distribution locations serving customers from coast to coast. The recent addition is its new distribution center in Visalia, Calif.

“Service Spring has not only expanded and increased our services to the western United States, but this also provides next-day service for nearly all of California,” says Mike McAlear, CEO.

He adds that the new location will also bring lower costs and extended customer service support until 7:00 p.m. EST. ■



Overhead Door Moves Athens Operations to Pensacola

In August, Overhead Door announced that it will close its Athens, Ga., manufacturing plant and move production operations to its Pensacola, Fla., plant.

Overhead Door has been making residential and commercial sectional doors in Athens since 1965. The move, which will eliminate 111 jobs in Athens, is expected to be completed by March 31, 2011.

“Amidst an increasingly competitive environment, Overhead Door has made this difficult decision to realize increased efficiency and lower manufacturing costs,” says Dennis Stone, CEO.

Wayne-Dalton originally opened the Pensacola facility in 1985. In early 2009, Wayne-Dalton moved most production out of the Pensacola plant. Wayne-Dalton sold the majority of its operations to Overhead Door in late 2009. ■

Overhead Door Hosts Regional Meetings

In May and June, Overhead Door conducted regional meetings with its North American Ribbon Distributors in Phoenix, Ariz., Arlington, Texas, and Pittsburgh, Pa. The meetings included business review sessions, product workshops, team-building activities, and presentations by senior management.

Topics included best practices, industry trends, sales strategies, marketing initiatives, and the presentation of the Eagle Award winners for sales excellence. In May 2011, in lieu of regional meetings, the company will celebrate its 90th anniversary at a national meeting in Puerto Rico. ■



Martin Recertified to ISO 9001-2008

In June, Martin Door announced that a national testing laboratory had recertified the company as an ISO 9001-2008-registered firm.

In May, an inspector from Underwriters Laboratories (UL) conducted a five-day reassessment at Martin Door as part of the company's three-year registration audit. The certification is a crucial component of the company's approach to quality, says Robert Scott, Martin director of engineering. ■



Randy Kim (left), a supervisor at Martin Door, and Dave Boston of Underwriters Laboratories

Sommer Celebrates 30th Anniversary

On June 11-12, Sommer celebrated its 30th anniversary with festivities and fireworks at the company headquarters in Kirchheim/Teck, Germany. About 1,700 invited guests from all over the world enjoyed helicopter rides, live music, international food, and live TV coverage of the 2010 World Cup soccer games.

The company began in 1980 with the invention of the Egrotronik garage door opener in a small workshop in Kirchheim/Teck. Today, with more than 240 employees, Sommer is a leading manufacturer in Europe of operators and radio technology products. ■



Clopay Door Featured on "Money Hunters" Show

Can \$4,000 buy a multifunctional garage? That's the challenge Philadelphia-area homeowners faced on a June episode of the DIY Network series "Money Hunters."

For the show, a Philadelphia-area detached garage in shambles was transformed into a functional space for hobbies and a car. Jeff Hunter of Hunter Door Service put the finishing touches on the garage makeover by installing a Clopay Gallery Collection steel door with a dark oak Ultra-Grain finish. ■



Two Clopay Models Make Remodelers' Choice List

The June issue of Qualified Remodeler features two "wood look" garage doors from Clopay in the magazine's annual list of trend-setting, innovative products in the residential building industry. The 2010 Remodelers' Choice 100 features the most requested products shown in the publication over the past 12 months.

The two Clopay doors are the Ultra-Grain steel door and the Canyon Ridge Collection door with high-definition-grain faux-wood cladding. Both products deliver the realism and design flexibility of wood with the low-maintenance and energy-efficient benefits of insulated steel. ■

Encon Holds Viking Seminar



On July 28, Encon Electronics hosted a technical seminar with gate operator manufacturer Viking Access Systems at Encon's training facility in Hayward, Calif. More than 50 Encon dealers attended the hands-on workshop led by Daniel Perez, Viking chief engineer.

Perez covered Viking's entire product line, offering installation and troubleshooting tips, answering questions along the way. Three raffle winners walked away with prizes, such as a GPS navigational system, courtesy of Viking.

"Interaction between our dealers and the manufacturers is critical to the evolution of product design in our industry," says Jeff Harris, Encon general manager. For information on upcoming Encon seminars, go to www.enconelectronics.com. ■

Marantec Announces Sweepstakes Winner

In August, Marantec announced the winner of its RV 8000 sweepstakes: Ted Grenier of Cedar Park Overhead Doors, Austin, Texas. Grenier won the grand prize, a certificate for an RV rental with Cruise America.

The sweepstakes, held at Expo 2010 in Las Vegas, promoted Marantec's RV 8000 opener, specifically designed for tall RV garage doors up to 14' high. Grenier correctly answered three multiple choice questions about the opener and was picked by drawing from a pool of 250 entries. ■



Pictured: Ted Grenier (left) with Meikel Nagel, president & COO of Marantec America.

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ASO Safety Solutions Inc.
300 Roundhill Drive Unit 4
ROCKAWAY, NJ 07866
Phone 973-586-9600
www.asosafety.com
info@asosafety.com