

Linear Acquires Home Automation Firm

In April, Linear announced the completion of its acquisition of 2GIG Technologies for approximately \$135 million.

With the acquisition, Linear dealers gain access to 2GIG's Go!Control platform, the first widely adopted integrated security and automation system that includes a system CPU, touch screen interface, Z-Wave radio for automation, cellular radio for communications with a central station, and narrow-band RF for communicating with security sensors.

2GIG also provides a wide range of wireless peripherals including thermostats, panic buttons, key fobs, glass break detectors, and wireless carbon monoxide detectors, all of which can be integrated into a home automation system that can be remotely monitored and controlled via the Internet. ■



Raynor Holds Dealer Conference in Punta Cana

From March 6 to 10, Raynor hosted its Worldwide Dealer Conference at the Hard Rock Hotel and Casino in Punta Cana in the Dominican Republic.

The conference featured seminars on new products and business strategies and the annual awards banquet for outstanding dealer performance. The next Raynor dealer conference is set for 2015. ■

Clopay Celebrates 25 Years

From April 27 to May 2, Clopay celebrated its 25th annual Leadership Conference with its qualifying Master and Authorized dealers during a five-day cruise to Bermuda aboard the Royal Caribbean Explorer of the Seas.

Throughout the week, dealers attended business seminars on social media, marketing, and products. Clopay also unveiled its new advertising campaigns and held an awards ceremony for dealers who achieved sales and service excellence in their markets.

Clopay's 2014 Leadership Conference will be held May 14-17 at the Ritz Carlton, Dove Mountain near Tucson, Ariz. ■



LiftMaster Partners With Alarm.com

In April, LiftMaster announced an exclusive partnership with Alarm.com, a provider of connected home services. The move integrates LiftMaster MyQ technology with the existing Alarm.com interactive services platform.

Alarm.com subscribers can now remotely manage, monitor, and control their garage door opener activity using the Alarm.com user interface, which provides seamless control of all the home's mission-critical systems. These integrated capabilities are available with LiftMaster openers manufactured after 1998. ■



Magazine Names Overhead Door "Brand Leader"

In the April issue of Builder Magazine, Overhead Door was named the number one garage door brand for the second year in a row, according to the magazine's 2013 Builder Brand Use Study.

The study surveyed the nation's largest homebuilders and asked participants to rank garage doors by familiarity, use in the past two years, most used, and quality. Overhead Door took the top spot in all four categories.

Builder Magazine has conducted the Brand Use Study every year since 1995. The study measures 83 different product categories ranging from appliances to windows. ■



Before

Clopay Featured on "Fix This Yard"

In May, Clopay garage doors played a prominent role in an exterior makeover of a Florida home on the A&E Network television series "Fix This Yard," which aired May 18.



After

In this episode, home improvement experts helped a Florida couple sell their home by adding curb appeal with new garage doors. The upgrade replaced mismatched garage doors with Clopay's Canyon Ridge Collection Ultra-Grain Series steel carriage house doors. Clopay dealer Metro

Garage Door of Central Florida managed the installation. ■

Genie Announces Sweepstakes for Dealers

At Expo in May, Genie launched its "Every One Counts" Sweepstakes, a promotion that seeks to have installers experience the ease of installation and quality of Genie residential products. Around Nov. 29, the winners will be drawn and will include grand prize winners of \$10,000 for one installer and \$10,000 for one dealer, and \$500 for one homeowner.



The contest runs from May 8 through Nov. 22. Installers and dealers can register at www.GenieRegistration.com, and then enter the serial numbers of each Genie unit installed during the contest. One serial number will win, and the prizes will be given to the installer, dealer, and homeowner of that unit. ■

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Clopay Announces Showroom Contest Winners

In May, Clopay announced the dealers who won new showroom displays developed by Clopay. Dealers entered the contest at the Clopay booth at Expo 2013 in Nashville.

The winners, drawn at random, were:

- Zemco Door Products of Saskatoon, Saskatchewan, and Quality Overhead Door of Toledo, Ohio (Information Center)
- Markham Garage Doors of Markham, Ontario, and Dixie Door of Hendersonville, Tenn. (Entry Door Center)
- Independent Overhead Doors of Ringtown, Pa. (Garage Door Center)
- A&B Company of Shelbyville, Ind. (Literature Center)
- Schalco Garage Doors of Newburgh, Ind., and Whitehall Door of Whitehall, Pa. (Double-Sided Display) ■

Wayne Dalton Announces Makeover Winner

On May 10 at Expo 2013, Wayne Dalton announced the grand prize winner of its 2013 Xtreme Door Makeover Photo Contest. The winner was Dan Madsen, Jr., of Dutchess Overhead Door in Poughkeepsie, N.Y. Madsen received \$3,000, an Apple iPad, and a trip to Nashville to attend Expo.

The second- and third-place winners were Mike Toyooka of West Coast Overhead Door in Fillmore, Calif., who won \$2,000 and an iPad, and Chris Schwerdt from Midway Sales & Distributing in Topeka, Kan., who won \$1,000 and an iPad.

Wayne Dalton received 34 entries for the contest from Feb. 1 through March 31, 2013, and online voting took place through April 7, 2013. ■



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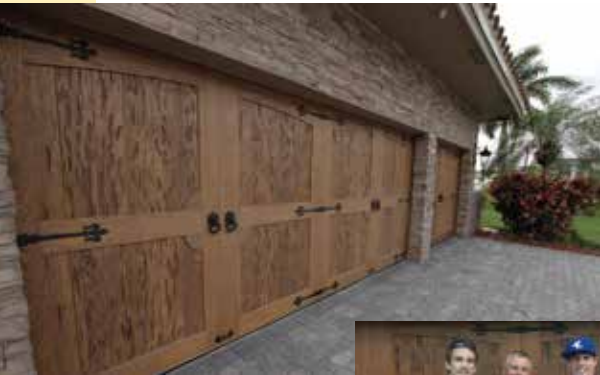
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Clopay Doors Featured on “Vanilla Ice Project”

On March 24, Clopay and Broten Garage Door appeared on television to help real estate flipper Rob Van Winkle, a.k.a. Vanilla Ice, transform a vacant mansion in Palm Beach, Fla.

The episode of “The Vanilla Ice Project” appeared on the DIY Network. Van Winkle and his renovation crew sought out home-improvement products and technologies to give the 6,000-sq.-ft. home a “jaw-dropping overhaul.”

He selected Clopay’s Canyon Ridge Collection Limited Edition series carriage house garage doors for the two-car attached garage. ■



Jason Dennis and Gregg Davis of Broten Garage Door, Rob Van Winkle, a.k.a. Vanilla Ice, and Jeremy Hurley of Broten.

Linear Offers Spanish Support

In April, Linear announced that it has assigned four Spanish-speaking agents for its technical service and customer service departments. The move seeks to better serve the growing Spanish-speaking community in the U.S. and in its expanding Mexican and South American markets. ■

LiftMaster Sponsors Firefighter Combat Challenge

From May 23 to 26, LiftMaster brought the Firefighter Combat Challenge to Charlotte Motor Speedway as a part of LiftMaster Pole Day and the Coca-Cola 600. Some of the top firefighters in the world competed in demanding challenges in firefighting.

LiftMaster is supporting the challenge at 24 regional events throughout 2013. Known as the toughest two minutes in sports, the challenge consists of firefighters wearing full bunker gear and competing in a race as they simulate the physical demands of real-life firefighting. LiftMaster gave fire stations more than 3,500 tickets to the event. ■



TNR Achieves ISO Certification

In April, TNR Industrial Doors announced that it had achieved ISO certification for building ISO 9001:2008 quality management standards into its work processes.

The certification assures TNR’s customers that the company meets internationally recognized manufacturing standards. ■

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C.H.I. Introduces New Website



In April, C.H.I. Overhead Doors announced a new website with a whole new look and improved navigation and functionality for desktop computers as well as smartphones and tablets.

The new site includes a Garage Door Comparison page that allows users to find a garage door based on their preferred door style, material, color, or insulation. A Google search function allows users to find specific product information. ■

Amarr Launches Express Ordering

In May, Amarr Garage Doors announced Amarr Express, a free online ordering tool for dealers that eliminates the need to call, fax, or email orders.

Using Amarr Express, dealers can place door center or factory-direct orders of residential doors, residential sections, openers, and parts 24 hours a day, seven days a week. Express requires no dealer setup, although a brief training session is required.

The tool also allows dealers to save order templates for stock orders or orders they place frequently. Future orders can then be placed with a few clicks. ■

Raynor Launches iPad App

In March, Raynor announced the launch of the new Raynor iPad app, developed to help dealers increase sales. The app features literature for all Raynor residential, commercial, and rolling doors, product videos and slideshows, Raynor's proprietary WebConnect ordering platform, and product comparisons.

The new app will also feature an updated Design-A-Door application. More information and instructions are available in the Dealers Only portion of www.raynor.com. ■

Overhead Door Adds Web Videos

In March, Overhead Door launched Garage Door Selection 101, a web-based video series of sales tools that educate consumers on the basics of a garage door purchase.

Available at www.overheaddoor.com, the six-video series allows distributors to help customers make the best garage door choice for their home based on style, price, and materials. Distributors are encouraged to share the 90-second videos during the sales process. ■



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