

Janus Acquires U.S. Door

On Nov. 1, Janus International completed the acquisition of the physical and intellectual property and all product lines of U.S. Door & Building Components of Orlando, Fla. U.S. Door's product line includes rolling steel doors, industrial doors, self-storage building components, and relocatable buildings.



In a joint comment, Janus president David Curtis and U.S. Door president John

McLane said, "By combining the various strengths of our two companies, Janus will be able to serve its domestic and international markets more efficiently. We have high expectations for Janus' future opportunities in the self-storage and industrial door industries."

John McLane will assume the position of vice president at Janus and will continue to work out of the Orlando facility, which will become Janus' fifth U.S. operational location. The others are Temple, Ga. (headquarters), Surprise, Ariz., Houston, Texas, and Anaheim, Calif.

In 2008, Janus attempted a merger with U.S. Door, but a few months later the merger was called off. In 2010, Janus acquired Mahon Door, a rolling steel door manufacturer in Warren, Mich. In late 2010, Janus purchased the rolling steel door division of Windsor Republic Doors of Little Rock, Ark. ■



Genie to Consolidate Manufacturing Operations

In October, Genie announced plans to consolidate manufacturing operations and close its Alliance, Ohio, and Shenandoah, Va., manufacturing facilities. Genie has no plans to change its product offerings.

"The Genie Company has made this difficult decision to realize increased efficiencies and cost containment in an increasingly competitive environment," says Mike Kridel, president. He adds that Genie is providing employees with job search assistance, transfer options, and severance pay.

The company expects to complete the consolidation by May 31, 2012. The company's main facility in Baltic, Ohio, will continue to be the cornerstone of the company's manufacturing, while corporate headquarters and research facilities will remain in Mt. Hope, Ohio. ■



Jeld-Wen Ends Its Garage Door Business

At the end of October, Jeld-Wen reportedly ceased manufacturing garage doors. Teri Cline, communications director, confirmed to Door & Access Systems that the company was leaving the garage door business to focus on the company's primary products, windows and doors.

Garage doors are reported to be only one-tenth of 1 percent of Jeld-Wen sales. The action took place shortly after Oct. 3, when Onex Corp., a Toronto-based private equity firm, completed its investment of \$871 million for a 58 percent stake in Jeld-Wen. ■



19 C.H.I. Staff Earn CDDC Designation

In September, several of C.H.I.'s customer service agents and regional sales managers became the first group to take the IDEA Certified Door Dealer Consultant exam. Todd Thomas, IDEA managing director, says 19 passed the exam to earn the CDDC designation.

The CDDC certification program (www.dooreducation.com) seeks to immerse manufacturer reps in the dealer world, testing reps on their proficiency and knowledge of dealer operations. C.H.I. staff will have another opportunity to take the exam at the company's dealer meeting in March. ■



Royal Group Becomes Royal Building Products

In November, Royal Building Products, formerly Royal Group, launched a new name and logo for the company. The company makes garage door trim as well as siding, trim, soffit, moldings, decks, fencing, pipe, and fittings.

“This is more than the launch of a new logo,” says Mark Orcutt, executive vice president. It’s “a new way of thinking and doing business.” Royal’s updated brand promise, “working together to build neighborhoods

of lasting value,” is articulated in a customer-focused video that can be viewed on YouTube.

The new logo retains the legacy of the company’s crown symbol and shifts emphasis to what Royal’s products do to transform neighborhoods. ■



Overhead Door Completes Commercial Training

In October, Overhead Door announced that it had just completed its commercial installer product training series for 2011. Offered to Red Ribbon Distributor Installers, this year’s training focused on X-Series Commercial Operators, UL 325-2010, and the FireKing Fire Door Series.

This year, Overhead Door expanded its commercial training to five locations nationwide to accommodate increased demand. The training included hands-on rolling fire door installations and operator programming and installation training. ■

Encon Hosts Several Seminars

In August, access control products distributor Encon Electronics collaborated with manufacturers Apollo Gate Operators and American Access Systems (AAS) for a joint training seminar. The seminar was held at Encon’s training facility in Hayward, Calif. Nearly 20 Encon dealers attended this hands-on workshop.

In October, Encon presented another training session along with gate operator manufacturer Viking Access Systems. Over 30 Encon dealers attended the hands-on workshop led by Daniel Perez, Viking’s chief engineer.

On Sept. 15, Encon teamed up with gate operator manufacturer All-O-Matic and BD Loops. All-O-Matic is the only manufacturer in the gate operator industry to use a brushless DC motor. Then, on Sept. 26, Encon hosted another seminar with BD Loops, titled “Everything You Need to Know about Loops.” ■



Daniel Perez

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HySecurity Completes Seventh Training Event

In late October, HySecurity completed its seventh annual fall tech-training event at its manufacturing facility in Kent, Wash. They hosted 42 attendees including gate operator distributors, installers, and end users from 22 different states and three Canadian provinces.

The tech-training event is offered every fall and spring. The next event is slated for March 13-16, 2012, in Kent, Wash. ■

Amarr Hosts Dealer Education Summit

In October, Amarr hosted a Dealer Education Summit in Fort Wayne, Ind. The 2 1/2-day summit included a half-day tour of Steel Dynamic's mill and several education sessions that focused on marketing and product introductions and Amarr's new Onsite software, a scheduling, quoting, and ordering program.

Approximately 62 dealers attended, representing the U.S., Canada, Mexico, Costa Rica, and Colombia. ■



From left: Phil Bear, Yoder Overhead Door, Delaware; Brian Henning, Precision Door, Wisconsin; Blain St. Ama of Amarr; and Jim Slack, Slack Overhead Door, Pennsylvania.

Linear Forms New Development Unit

In September, Linear announced the formation of its new Business Development Group, which will support new markets and existing customers interested in customized product solutions ranging from individual components to private labeling (OEM) and new product design and development (ODM).

The group will focus on serving large national systems integrators. Linear's OEM and ODM services are available in a wide variety of electronic product categories including garage door operators, radio frequency, and access control. ■

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Clopay Posts New Online Videos

In November, Clopay announced new videos at its website, including several hosted by Gary Sullivan, a nationally syndicated home improvement radio talk show personality.

The Sullivan videos promote Clopay's residential products including the Avante, Canyon Ridge, Coachman, Gallery, and Custom Reserve collections as well as

Premium Series garage doors; and the Arbor Grove, Rustic, and Craftsman collections of fiberglass entry doors.

A new commercial product video demonstrates how Clopay's break-away section safely releases upon impact and is easily reset. ■



Amarr Updates Its Dealer Website

In October, Amarr announced a new dealer extranet website, updated with more marketing, sales, and business tools for dealers.

The site's new features include Onsite, a new Internet software program that helps dealers grow their businesses, and a customized online price catalog with the dealer's net pricing. A new "My Account" feature gives the dealer a snapshot of his purchase history and access to co-op advertising funds.

The Onsite program provides dealers with scheduling, customer prices, quotes, and sales tracking reports. Its Site Check Scheduler schedules site checks with homeowners and automatically sends a thank you note to the homeowner.

Onsite also allows salespeople to use their tablet computers in the field to finalize a quote that includes a door image and potential door upgrades. Quotes can be emailed to the homeowner, and orders can be placed with a local Amarr Door Center. ■



Clopay Posts LEED Certification Tools Online

As of November, Clopay allows dealers to calculate LEED credits for its commercial doors through a dedicated section on the Clopay dealer website at www.clopaydealer.com.

The LEED (Leadership in Energy and Environmental Design) rating system is a third-party certification program that promotes the design, construction, and operation of high performance green buildings that conserve energy and natural resources.

At clopaydealer.com, dealers can get the documentation they need to supply to the building contractor to complete the LEED certification. It includes a tool to calculate the material content and the dollar value of the products, along with submission letters that document the percentage of recycled content used in specific door models. ■

Action Industries Launches New Website

In September, Action Industries announced a new website and information portal for customers. The online resource, www.Action-Ind.com, provides information about Action Industries' products and services and highlights monthly promotional specials.

Based in Cleveland, Ohio, Action Industries is a supplier and manufacturer of parts and accessories for the garage door industry. ■



Clopay Adds Entry Door Imagination System

In November, Clopay announced that its website now features an expanded Door Imagination System that includes entry door models for the first time. A garage door version has been available on the company's website since 2009.

Homeowners can upload digital photos of their homes to "try on" a variety of entry door styles to find the perfect match. At the end of the process, they can print or email a product specification summary so the dealer knows the exact model to order. ■