

Arrow Tru-Line Partners With Elton Manufacturing

In October, Arrow Tru-Line of Archbold, Ohio, announced a partnership with Elton Manufacturing of Milton, Ontario, Canada. The agreement allows Arrow Tru-Line to sell Elton window frames and inserts and other Elton products in the U.S.



Founded in 1981, Elton has been developing and supplying window and weatherstripping products to the garage door industry. Since 1970, Arrow Tru-Line has supplied track, hardware, springs, weatherseal, and other components to the garage door industry.

Arrow Tru-Line has 600,000 sq. ft. of manufacturing and warehouse space in North America. ■



Linear Announces Consolidation With Secure Wireless

In August, Linear announced that all Secure Wireless operations would be integrated with Linear during the second half of 2012. Secure Wireless remains a product offering and brand in the Linear portfolio.

“The integration of Secure Wireless strengthens Linear’s RF development capabilities while giving us more flexibility to meet the demands of our commercial security and access control customers,” says Duane Paulson, senior vice president of product and market development for Linear.

Founded in 2002, Secure Wireless is a manufacturer of radio frequency (RF)-based transmitters and receivers for residential and commercial applications. ■

Metal Coaters Acquires Ohio Facility

In September, Metal Coaters announced it had acquired a facility in Middletown, Ohio, adding to three other manufacturing facilities in Jackson, Miss., Marietta, Ga., and Rancho Cucamonga, Calif. When fully operational, Metal Coaters will have four light-gauge coil coating facilities in key U.S. distribution areas.

The company also unveiled a new look and tagline—Metal Coaters, Where More than Color Matters—showcasing the company’s experience and unique services. The new look also affects the company website, literature, and social media program. ■



4Front Featured on “World’s Greatest” TV Show

In late November, 4Front Engineered Solutions was featured on the television series “World’s Greatest!...” to discuss the products and solutions that can help increase productivity and safety and support sustainability initiatives.

4Front Engineered Solutions owns the Kelley, Serco, LoadHog, TKO Doors, 4Sight and APS Resource brands, providing dock levelers, dock seals and shelters, specialty and impactable dock doors, and other products. ■

Space Shuttle Stops at DoorKing

On October 12, DoorKing gave three aeronautical university students an up-close look at the space shuttle Endeavour as it parked for five hours in front of DoorKing’s building in Inglewood, Calif. The shuttle was being moved to its new home at the nearby California Science Center.

“This is one of the most incredible sights I have ever seen. We were so close that you could read the serial numbers off the heat tiles,” says Katie McClure of Embry Riddle Aeronautical University.

McClure and two college classmates, Kevin Ducharme and Sam Sedivy, both aeronautical science majors and private pilots, made the seven-hour trek from Prescott, Ariz., to Inglewood, Calif., to see the shuttle at DoorKing. DoorKing has posted a short video of Endeavour’s move at www.facebook.com/doorking. ■



Overhead Door Recognizes Distributors for Sales Excellence

In September, Overhead Door announced that it had recently awarded 123 of its U.S. and Canadian distributors with the Eagle Award for significantly exceeding 2011 sales goals.

Launched in 1983, the Eagle Award program recognizes sales performance and productivity by offering distributors yearly incentives including trips to national meetings. ■

Clopay Earns Innovation Award

In September, Clopay announced that it had received a gold award from the editors of "Home Builder Executive" for product innovation in the garage door category.

Clopay's Coachman Collection 2" polyurethane-insulated steel and composite carriage house garage door and

Canyon Ridge Collection Ultra-Grain Series were both recognized for low maintenance, innovative design, and energy efficiency. ■



Genie Announces Contest Winners

In October, Genie announced the winners of its first-ever "Open Sesame" Facebook Video Contest. Genie awarded Nashville resident Peter Sullivan the grand prize of \$5,000 cash and an installed Genie IntelliG 1200 garage door opener, Closed Confirm remote control, and Wireless Keypad entry system.

Sullivan's 90-second video titled, "1, 2, 3, Open Sesame," was given top prize for best demonstrating how a Genie opener can be the hero of any garage with its advanced design and features. Sullivan's video featured himself and his children in a demonstration of how Genie's products help a busy American family through a hectic day.

Genie also recognized four first-prize winners, who each received \$1,000 and an installed Genie garage door opener. The top five videos are posted at www.facebook.com/GenieCompany/videos. ■



Wayne-Dalton Donates Door to Cancer Society

In September, Wayne-Dalton donated two Model 9100 garage doors to the American Cancer Society of Central Ohio for one of its employees.

Diane Burack was selected after caring for her mother for several years through a long fight against cancer. As her mother's primary caregiver and financial supporter, many of Burack's home projects fell by the wayside, including the replacement of damaged garage doors. ■

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Linear Employees Donate to Food Banks

In August, Linear launched an inter-office food drive in which office teams competed to collect non-perishable food items for local community food banks. After two months, the food drive competition resulted in the collection of more than 6,000 lbs. of food for food banks in San Diego (Calif.), South Carolina, Pennsylvania, and Michigan.

On October 12, Linear team members gathered for the final weigh-in and initiated personal hand delivery to the various food banks. ■



Jeff Sweeney and Larry North weigh a barrel.



Clopay Doors Featured on Design House

In September and October, Clopay teamed up with Consolidated Overhead Door and LiftMaster to provide Clopay custom Reserve Collection wood carriage house doors and Model 8550 MyQ operators for the Santa Barbara Design House and Gardens.

The showcase home was a benefit project developed by actor Dennis Franz and his wife, Joanie. Proceeds supported youth literacy in Santa Barbara. ■

LiftMaster Race Car Debuts in New Video Game

The LiftMaster #1 Chevrolet of the NASCAR Sprint Cup Series is featured in the new "NASCAR The Game: Inside Line" video game released Nov. 6. Players can select and drive McMurray's

LiftMaster #1 car on all 23 race tracks in the game, increasing awareness of the LiftMaster brand.

The game was released globally for all video game console platforms, including PlayStation 3, Wii, and Xbox 360. The video game industry currently reaches over 180 million Americans, and, in 2011, the industry recorded nearly \$25 billion in sales. ■



Amarr Opens 75th Door Center

In September, Amarr opened its 75th Door Center. The opening, in Omaha, Neb., was the third in several weeks. The other two new openings were in Oklahoma City, Okla., and Chihuahua, Mexico.

Amarr opened its first door distribution facility in 1983 to serve the needs of independent garage door dealers. ■

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Albany Door to Be Featured on TV Show

In November, an Albany M&I door was featured in the production of an episode of “How It’s Made,” a show on the Discovery Channel.

The Albany M&I door was reportedly selected from 17,000 submissions from around the world. “How It’s Made” is broadcast in more than 180 countries. In the U.S., it airs on the Science Channel and the Discovery Channel. ■

Clopay Canyon Ridge Makes Top 100 List

In November, Clopay announced that its Canyon Ridge Collection Ultra-Grain Series has been named one of the “Top 100 Products of 2012” by This Old House magazine. The garage door is featured in the November/December 2012 issue and online at www.ThisOldHouse.com/top100.

“The TOH Top 100 is the result of an exhaustive search for the most forward-thinking, relevant, and necessary new home products out there,” says Scott Omelianuk, editor of This Old House. ■



After

Before

Clopay Doors Featured in “Homeliest Home” Contest



In September, Clopay Canyon Ridge Collection Limited Edition Series garage doors were included as part of a \$60,000 exterior makeover package awarded to a Blue Springs, Mo., military family as part of the GAF “Homeliest Home” contest.

The makeover results were revealed on the “Fox & Friends” national morning show. A video of the makeover is available online at the “Fox & Friends” website. ■

ASO Safety Solutions Moves

In September, ASO Safety Solutions moved to a new facility in Rockaway, N.J., to manage the increasing demand for sensing edges. The new space provides more storage area. The company’s address changed from Unit 4 to Unit 6. ■



Encon Hosts 12th Golf Tournament

On September 29, Encon Electronics hosted its 12th annual golf tournament with an outing in Brentwood, Calif. The event was sponsored by 18 manufacturers of access control products and attended by more than 120 industry people.

Various contests and prizes marked the tournament, followed by a gourmet lunch and awards ceremony. All Encon dealers are eligible to participate in the tournament. Encon is a distributor of gate, door, and access control products. ■



Wayne-Dalton Design Center Wins Innovation Award

In October, Home Builder Executive magazine awarded Wayne-Dalton its Silver Innovation Award in the garage door category as part of its annual 2012 Innovation Awards feature.

Wayne-Dalton won the award for its Garage Door Design Center, an online

visualization tool that enables homebuyers to test garage door styles, colors, and accessories before they make a purchase. The free web-based tool is at www.wayne-dalton.com. ■



Northwest Door Adds Tablet App

In October, Northwest Door introduced the 3.0 version of its garage door visualization app for Apple and Android tablet systems with a 10" or larger display.

The Virtual Showroom, a sales tool for Northwest Door dealers, works with or without Internet access. From the app, the user can photograph a home from a street view and then apply various door designs to the garage image. Once the final selection is made, product information and an estimate can be instantly emailed to the homeowner, along with photos of the home with new doors.

The new app is available at no charge from the iTunes App Store and at the Google Play Store for Android. ■



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