

Hörmann to invest nearly \$64 million in new U.S. plant

In October, Hörmann and Tennessee Gov. Bill Haslam announced that the company will invest nearly \$64 million to build a manufacturing facility in Sparta, creating about 200 new jobs. The manufacturing plant, Hörmann's second in the U.S., will be located near the Upper Cumberland Regional Airport (midway between Nashville and Knoxville, Tenn.), and is expected to be operational before the end of 2019.

The planned facility is expected to span 350,000 sq. ft. with about 20,000 sq. ft. for office space, training facilities, and a showroom. Hörmann's manufacturing of residential and commercial garage doors is currently based in Montgomery, Ill. The new plant is expected to allow more efficient production of current products in Montgomery and create inventory space there, allowing it to better serve as a distribution hub. No consolidations or closures are planned.

"We have learned that doing business in the United States is more than adapting products and marketing strategies," said Christoph Hörmann, managing partner of the Hörmann Group. "It is a matter of building relationships through respect, individualism, faith, and courage. My family and I are looking forward to expanding our business further."

Hörmann also has distribution centers in New York, Pennsylvania, North Carolina, and Tennessee. ■



Janus named to fastest-growing companies

In August, Janus International announced that Inc. magazine had named Janus as one of the nation's fastest-growing private companies.

Janus was named to the Inc. 5000 Fastest-Growing Companies List for the fourth time in less than a decade. Ranked at number 2,391 on the list this year, Janus has leapt nearly 2,000 positions since first being named to the list in 2008. Janus increased its revenue by 151 percent and added an additional 120 jobs since its listing last year.

To be eligible, companies must be privately held, for profit, based in the U.S., and independent. Only a select few companies (one in 10) have been named to the list four times. The entire list can be viewed at www.inc.com/inc5000/list/2017. ■

Overhead Door earns "Brand Leader" awards

In October, Overhead Door announced that it had earned three Remodeling "Brand Leader" awards in its product category, receiving first place in Brand Familiarity, Brand Used Most, and Highest Quality.

The study surveyed nearly 1,000 remodelers, general contractors, and replacement contractors to rank the top materials suppliers in the remodeling industry. The top three most important factors that influenced brand selection were product quality and performance; defect-free and undamaged delivery; and customer experience. ■

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Raynor debuts sales academy

In October, Raynor Garage Doors launched its Raynor Worldwide Sales Academy, hailed as the garage door industry's first and only sales training course.

"The Sales Academy is a natural extension of Raynor's Academy and is in line with our mission to provide world-class tools to help our dealers be the best in the industry," said Peter Elsenbach, director of marketing. The course allows dealers to send someone with little or no door experience so they can become capable of growing the dealer's business.

Classes are held at Raynor Worldwide headquarters and are affordably priced to produce an immediate return on investment. ■



Wayne Dalton door showcased

In the fall of 2017, The Carey Brothers restored a 100-year-old bungalow in the San Francisco Bay Area and selected a Wayne Dalton Model 6600 Carriage House Steel door to transform the home.

Slated to be completed in November, the home will be featured on The Carey Brothers' "On The House" syndicated newspaper column, which is distributed weekly to more than 700 newspapers nationwide, and on their weekly radio program broadcast on more than 200 stations. The garage door was installed by Bay to Bay Garage Doors. ■



Before



After

Mike McAlear dedications

On Oct. 30, 2017, at Service Spring's corporate office in Ohio, the Wood County Sheriff's Department took their newly purchased drone for a test flight dedicated in the name of Mike McAlear, who died in May.

McAlear, a longtime supporter and reserve deputy for Wood County, had donated funds to the department to purchase the more updated drone. It will be used in aiding search and rescue, special response team aerial surveillance, and additional law enforcement related situations.



In addition, on Nov. 2, 2017, Owens Community College in Perrysburg, Ohio, honored McAlear at its ribbon-cutting ceremony for the new Veterans Hall on campus. The circular drive surrounding the new hall was named "Mike McAlear Way" in May 2017. McAlear was a member of the college board of trustees and donated to the college in support of veterans programming. ■

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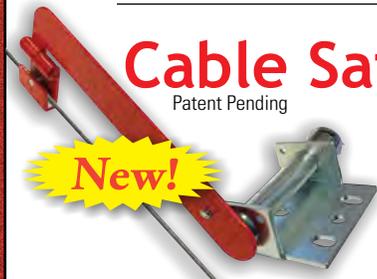
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Delden's ugly sweater garage door contest returns

In December, Delden Manufacturing will hold its third annual Ugly Sweater Garage Door Contest.

"The holiday season is a time for hot cocoa, family, and, of course, ugly sweaters. We are organizing this event to help get



everyone in the holiday spirit and have a little fun at the same time," said Brad Dodson, marketing manager.

Contestants submit photos of their ugly sweater garage door creations on Delden's Facebook page for a chance to win a

LiftMaster 8550W Elite Series opener. All submissions will be judged by number of votes. ■

Impact-resistant garage doors survive hurricane

When Hurricane Irma hit in September, the mass of the Category 4 hurricane encompassed all of Florida. However, residents at several Florida communities say their garage doors remained intact.



"There were 100-mph winds that took down trees, broke glass, and caused water damage in many of our 72 units, but the Haas Doors on our garages appear to be just fine," said Joe Fanning, treasurer of the Spanish Main Condominium Association in Cocoa Beach. "These 64 garage doors have now survived Hurricanes Matthew and Irma. We're very pleased that we invested in these impact-resistant garage doors earlier in 2016." ■

Raynor participates in Hurricane Harvey relief

In September, Raynor Garage Doors gathered donations from employees to aid in Hurricane Harvey recovery. Raynor employees donated non-perishable food items, batteries, diapers, baby wipes, and many other needed items. Donations were sent to the OneStar Foundation to aid in recovery efforts. ■



Wayne Dalton doors displayed on Dallas showhouse

In September and October, Wayne Dalton garage doors were displayed on Traditional Home magazine's first-ever Dallas Decorators Showhouse, which included "Queen of Bling" HGTV star Donna Moss. The 8,000-sq.-ft. Southlake, Texas, home featured four Contemporary Aluminum Model 8850 garage doors.

The garage doors, installed by Wayne Dalton Circle of Excellence dealer Trinity Hearth & Home, feature a black powder-coated frame surrounding white laminated glass panes. A portion of proceeds from the Showhouse tours will go to the Alzheimer's Association of North Central Texas. ■

C.H.I. announces Rebuilding A Life campaign

In November, C.H.I. Overhead Doors announced the Rebuilding A Life campaign supporting Homes For Our Troops. The non-profit organization is dedicated to building and donating specially adapted custom homes nationwide for severely injured post-9/11 veterans.



REBUILDING A LIFE.
C.H.I.

C.H.I. has partnered with Homes For Our Troops since 2015, donating overhead doors, operators, and installation for over 40 homes across the country. The Rebuilding A Life campaign will raise funds to finance a complete home for a deserving veteran. To donate, visit www.myhofotusa.org/CHI ■

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Raynor donates to St. Jude Children's Hospital

Raynor Garage Doors recently donated Raynor-branded fidget spinners for the patients at St. Jude Children's Hospital.

"When we heard there was an opportunity to help these brave children in some small way, we were delighted to participate," said Peter Elsenbach, director of marketing. "Donating a toy that might bring a smile to their faces during their treatments is the least we can do." ■

Service Spring volunteers assist Harvey cleanup

In early October, volunteers from The McAlear Group, parent company of Service Spring and Drincables Direct, traveled to Houston, Texas, to assist in cleanup efforts following Hurricane Harvey.

"We know the Houston community is in great need, and we wanted to do something. As a company of giving, we want to physically show up for people and make a difference," said Nate Reid, director of corporate social responsibility for The McAlear Group.

Reid organized the trip through Experience Mission, an organization specializing in planning domestic and international mission experiences and aiding in disaster relief, for himself and five fellow team members.

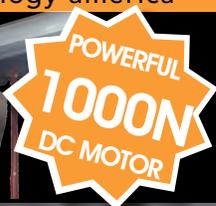
The McAlear team helped in the restoration and cleanup process for the Ibarra family, whose home sustained substantial flood damage that made it unlivable. The team also helped install insulation at a plumbing business and visited Service Spring customers affected by the hurricane. ■



From left: Paul McManus and Chris Bagrowski (Service Spring), Juan Ibarra (homeowner), Dave Bazin (Experience Mission), Andrew Martinez (Drincables Direct), Monica Chavez (Service Spring), Nate Reid (The McAlear Group), Madison Kintigh (Experience Mission), and Rae Pobst (The McAlear Group).

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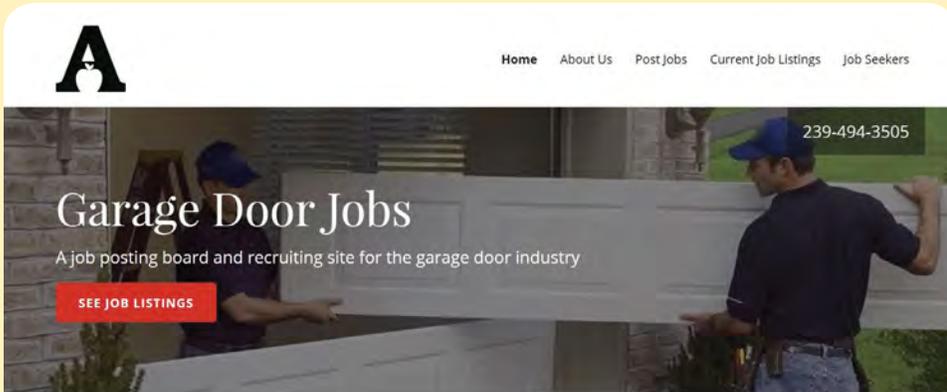


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GarageDoorJobs.com launched for garage door dealers

In October, the Apple Group announced the launch of www.GarageDoorJobs.com, the only job-posting site exclusively devoted to the garage door industry. The site's purpose is to help garage door dealers find new employees for installation, sales, or administrative positions.

The site is free for people seeking employment in the industry. For companies that list job openings, the cost ranges from \$20-\$45 for ads posted up to eight weeks.

The Apple Group, which has more than 40 years of industry experience, offers several consulting and coaching services to garage door dealers. For more information, go to the site or contact Dan Apple at 804-640-4253. ■

Wayne Dalton launches Design Center app

In October, Wayne Dalton launched its Garage Door Design Center iOS app, the company's first product-visualization application to provide dealers with a tool to aid customers with garage door design.

Requiring no internet connection or data usage, the easy-to-use app enables dealers to walk customers through hundreds of options, including styles, sizes, colors, windows, glass, and hardware. Once the design is finalized, the garage door can then be viewed on a photo of the home or a similar home style chosen from an image gallery.

"The app takes the website version of our Garage Door Design Center even further with sharper images, more realistic colors, and the ability to zoom in and view a door's texture," said Wayne Dalton Brand Manager Sarah Schram.

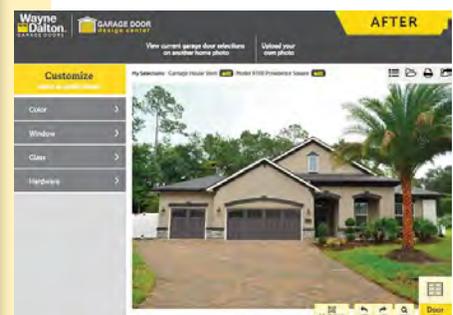
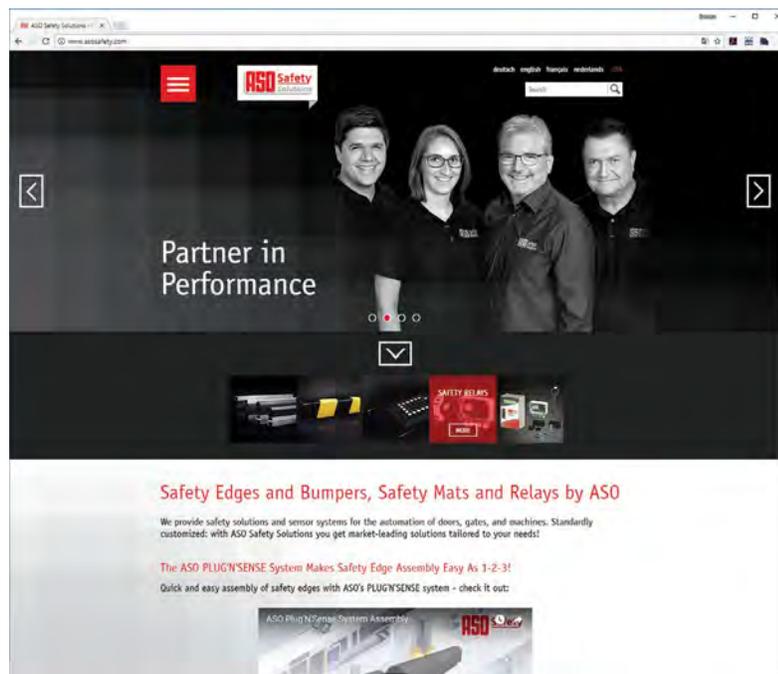
Homeowners can also download and use the app to explore on their own. Their tailor-made designs can be shared via email or on social media. The iPad app is free to download in the Apple App Store. ■

ASO Safety Solutions launches new website

In October, ASO Safety Solutions unveiled a new website (www.asosafety.com) with intuitive user guidance, much new content, and a new corporate design.

The main reason for the site was the constant growth, expansion, and optimization of the ASO product and service portfolio.

"ASO strives to be more than a supplier; we want to be a cooperative and forward-thinking partner to our customers," said Olaf Grobe, vice president. ■





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NewsLines

internet/technology

Entrematic upgrades images in Dealer e-Tools

In November, Entrematic announced that it had enhanced its Amarr Dealer e-Tools 2.0 software to provide door images of the actual doors being ordered instead of generic images. The door images generated using Amarr Door Designer, OnSite, and Express will now match the doors being ordered, including door width, height, number of sections, stamp design, and color.

"Showing actual images of doors is an upgrade that dealers have wanted for some time," said Vickie Lents, vice president of marketing. "This enhancement will also be rolled out in all dealer versions of the Amarr Door Designer." ■



SafedoorPM updates mobile app

In November, SafedoorPM announced that its preventive maintenance (PM) software application now has an updated mobile app with new features and functionality. Technicians use SafedoorPM's mobile app to guide and record PM work, service coordinators use the Dealer Portal to simplify PM program management, and customers get secure record-keeping through the Customer Portal.

SafedoorPM is available as a subscription service with no up-front costs. It is designed to create an immediate positive impact on operations and customer service. ■

