

Glass

From left: Loren Glass, Gene Goddard, Jim Patterson, 1949.

### Loren Glass, Early Garage Door Designer, Dies

Loren Glass, retired vice president of engineering and purchasing at Raynor, died on August 4 in Salem, Ore., at the age of 92. He was the sole surviving Raynor employee who worked at

Raynor's first plant in Quincy, Ill., and the last surviving member of the original Raynor management team formed in 1948.

Throughout his 36-year career at Raynor, Glass was credited with many original designs for garage doors that became highly successful—including the Decade door of 1980, which continues in the Raynor product line today.

In the late 1950s, he participated in early meetings of the Midwest Garage Door Manufacturers' Association, the precursor to the National Association of Garage Door Manufacturers, formed in 1968. ■

### Janus Announces VP of International Sales

In July, Janus announced the hiring of Roc Hughes as vice president of international sales. Hughes was most recently employed by DBCI, where he was responsible for growing the company through his sales and management capabilities.

Janus said Hughes has vast knowledge of the self-storage industry and will be a great asset in assisting company growth in Europe, Latin America, and other emerging markets. Hughes will operate out of Janus' headquarters in Temple, Ga., and the European office in Peterlee, U.K. ■



Hughes

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Herschberger

## C.H.I. Adds to Customer Service Team

In August, C.H.I. announced two additions to its sectional customer service team.

LaVern Herschberger brings over 20 years of experience in the building products industry, customer service, and sales. Karla Kilpatrick has 24 years of door industry experience and is a Certified Door Dealer Consultant (CDDC) with the Train-the-Trainer certification with IDEA. ■



Kilpatrick

## TMI Hires Vice President

In June, TMI announced that Rob Hinckley had joined the company as vice president of sales and marketing.

Hinckley comes to TMI from Hilti, where he served as director of channel sales for Canada.



Hinckley

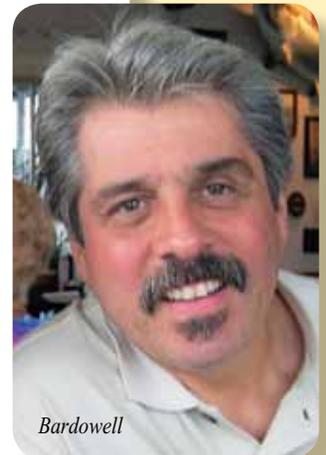
Previously, he was executive director of worldwide customer care for AT&T. He holds a master's degree in organizational behavior, a bachelor's degree in communications, and an MBA from Kellogg School of Management. ■

## Bardowell Suffers Stroke

On April 14, Roy Bardowell, USA operations manager for Guardian Access and Door Hardware, suffered a stroke that affected functions on the left side of his body. The veteran industry trainer and operator expert said the stroke was the result of a hemorrhage in the right side of his brain.

In July, he was still in a wheelchair at his home in the Phoenix area, but he said his doctors are expecting a full recovery, possibly by February 2015. He is undergoing physical therapy to restore functioning.

In the door industry for 41 years, Bardowell has been an expert trainer in door and gate operators, contributing articles to industry magazines and presenting many operator workshops at Expo and IDA regional events. ■



Bardowell

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## LiftMaster Announces Promotions, Additions

In August, LiftMaster announced several personnel changes.

Frank Qualtier has been promoted to channel marketing manager, responsible for managing commercial door operator products and leading the development of channel plans. Qualtier has been with LiftMaster since 2008, working in inside and outside sales.

George Rassas is now the senior product manager for LiftMaster accessories, responsible for building consumer demand, sales, brand equity, market share, and profitability. He holds an MBA and previously served as marketing manager at Fellowes.

Jim Forner is national account representative for LiftMaster sales, serving as the company's liaison to OEM customers. He has been an inside sales coordinator with LiftMaster since 2012.

Juan Lopez is director of marketing, connectivity, and controls. In this role, he develops new channels, creating brand awareness marketing models for technology developments within the MyQ platform. He also holds an MBA and served as director of e-commerce strategy and planning at W.W. Grainger.

Brian Joosse has been hired as senior manager of digital marketing, responsible for driving both online and offline sales, brand development, and e-business targets. He previously was vice president of social media and digital solutions at Symmetri Marketing Group in Chicago. ■



Qualtier



Rassas



Forner



Lopez



Joosse

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