



From left: Maxime, Michel, and Martin Gendreau.

Garaga announces new leadership

In April, Garaga announced new leadership for the company. After 35 years as president, Michel Gendreau passed the reins to his twin sons, Martin and Maxime, who are now co-presidents of Garaga. Michel Gendreau is now executive president of the board of directors.

Before purchasing Garaga in 1983, Michel earned a bachelor's degree in management from Laval University and was an investment advisor and helped his father manage a private hospital. Active in the industry, he is in line to become DASMA president in 2020.

Martin and Maxime Gendreau studied at Boston College and University and completed bachelor's degrees in administration at the University of Montreal in cooperation with the University of Barcelona. They have been working full time at Garaga since 2007. ■

Miller Edge announces new director of sales and marketing

In July, Dylan Fransen joined Miller Edge as director of sales and marketing, a newly created position. He manages strategic and day-to-day operations, focusing on maximizing the customer experience.

He holds a bachelor's degree in marketing from Illinois State University and has served in multiple sales and marketing roles within the garage door industry since 2008. ■



Fransen



Caro

LiftMaster appoints director of Latin America sales

In May, LiftMaster announced the promotion of Ruben Caro to director of sales for Latin America. He is responsible for developing and implementing LiftMaster's strategic direction for Latin America, including the Caribbean.

Caro joined LiftMaster in 2008 and has led the company's Latin America sales team since 2015. During his tenure, LiftMaster's business in the region has grown significantly. He has more than 30 years of sales experience, including over 25 years in international sales, primarily in Latin America. ■

New president at Encon

In August, Encon Electronics announced that Jeff Harris had become president, succeeding Betty Mullin, who retired after running Encon for almost 35 years.

Harris has been with Encon for nearly 22 years. During that time, he served as vice president of sales and operations, general manager, sales manager, and originally as a sales technician. Most recently, he worked directly with manufacturers on dealer relations, overseeing all departments and supporting the sales team with technical assistance.

Prior to Encon in 1996, Harris worked for a door and gate installation company, specializing in alarm and access systems.

He is IDEA certified as a Certified Automated Gate Operator Installer (CAGOI) and Certified Automated Gate System Designer (CAGSD). ■



Harris



Forthaus

Fraba names new head of Vitector

In May, Fraba announced the appointment of Dr. Martin Forthaus to the position of division manager of the Vitector business unit.

Forthaus has worked in product development for Fraba since 2012. As a graduate of the University of Cologne with a doctorate in experimental physics, he worked as a scientist at the German Aerospace Center. ■

Entrematic adds sales manager



Weaver

In July, Entrematic announced that Ted Weaver had joined the company as commercial national accounts sales manager for the central United States.

Previously, Weaver served as vice president of sales and marketing for Dayton Door Sales, North American sales manager for Metecno-Aluma Shield, and district sales manager for Overhead Door.

He has served on the board of directors of the National Association of Home Builders and as a member of the Construction Specification Institute, the International Door Association, the March of Dimes March Committee, and the Tipp City Civil Service Commission. He is a 2016 graduate of the Hondros College of Business. ■

Airlift Doors adds to sales staff

In August, Airlift Doors announced Bob Kowalski as a new sales team member, managing sales for Airlift distributors across the United States and Canada.

Kowalski has been an employee of Airlift Doors since 1999, working in the shipping department. ■



Kowalski

WORK SMARTER, NOT HARDER.

WATCH VIDEO



Quick Roller Change Tool

•Change 10 rollers in less than four minutes!



DENCO

Where Door Pros Go!

Order Placement Call Toll Free 1-800-852-9884 www.dencodoorstuff.com

Service Spring names international business coordinator

In July, Service Spring announced that Joleen Frazier had accepted the new role of international business coordinator.

She has been with Service Spring for one year and is now responsible for processing orders and customer service for international customers.

She previously worked for 14 years as a project manager and analyst for a risk management and human resource company for trucking companies. ■



Frazier

Guardian adds sales manager for the West

In June, Guardian Access & Door Hardware announced that Shiv Dass had been appointed as territory manager for the West region, from Colorado to the entire West Coast.

Dass is a 25-year garage door industry sales veteran with extensive experience in doors, hardware, and operators. He previously served as a regional sales rep for Napoleon/Lynx, as national sales rep for Holmes and Industrial Spring, and as a sales rep for Helton Industries and Westgate Door. He was president of CODA from 2010 to 2012. ■



Dass

continued on page 20

ENTRE//MATIC

High Performance Doors



DYNALOGIX 5

Smart door controller with intuitive touchscreen

The Dynalogix 5 will enhance your customer's operation by optimizing door speed ramps and cycle open time.

The built-in diagnostic functions and maintenance scheduler will make it easier to service your customer over the life of the door.



www.dynacodoor.us

Garaga expands sales force into U.S.

In April and June, Garaga announced the appointments of Vance Ale and Stephen Rowe as the company's first territory sales managers for the Mid-Atlantic and Mid-West regions, respectively.

Ale has been in the door industry for over 30 years, working in installation, sales, and operations in Pennsylvania and New Jersey. He is a veteran of the United States Marine Corps.

For the last five years, Stephen Rowe was district sales manager for a major garage door manufacturer. He has 17 years of experience in creating, managing, and leading winning teams. A graduate of Illinois State University, he also served as an officer in the United States Navy. ■



Ale



Rowe

Delden promotes two

In August, Delden announced that Todd Whitney had been named purchasing manager, in charge of purchasing and logistics for all Delden branch offices. He previously worked as Delden's receiving supervisor in Kansas City and has been with the company for 14 years.

In addition, Joe Rethford was named specialty products coordinator, handling inside sales and quotes for products outside of Delden's traditional offerings of steel sectional doors. He has 23 years of experience in residential and commercial garage doors. ■

From left: Joe Rethford and Todd Whitney.



SCHWEISS

DOORS

HYDRAULIC — OR — BIFOLD
ONE-PIECE DOORS **STRAP LIFT DOORS**

SCHWEISSDOORS.COM

THE DOOR LEADER

- AVIATION
- AG DOORS
- SHOP DOORS
- BARN DOORS

507-426-8273