

## Former IDA and IDEA president, Garry Stewart, passes away

Industry leader Garry Stewart lost his battle with cancer on May 20, 2024. Stewart had a long and unforgettable career in the door industry. In 1978, he launched the Doorman Service Company, a dealership in Kent, Wash., that he owned until the day he passed. His son, Shawn, took over the reigns of president in 2015. Throughout his 45-year career, Stewart contributed to the industry and a number of associations.

From 2006 to 2014, he served as the IDEA director and from 2012 to 2014, as IDEA president. He was also one of IDEA's first Accredited Door Dealers, Sanctioned Trainers, and Master Technicians. He volunteered at the IDEA's inaugural two-day school in 2014 and continued to provide instruction through 2020, participating in a total of seven IDA Expo events. Debra Welhener of IDEA said, "Garry was a true professional, a dedicated leader, and an extraordinary volunteer."

Stewart also contributed tremendously through his work with the IDA. In 2003, he became the sixth president of IDA, and in 2004, he led IDA to approve a

stronger Code of Business Conduct (CBC) for dealers.

"He had to fight through some opposition to get it done," said Tom Wadsworth. "I respected his determination to fight against unethical behavior, which was becoming a national problem at the time."

The CBC changes Stewart helped implement allowed door and access systems dealers to enhance their professionalism and value. In a 2004 interview with D+AS, he said that the most significant benefit of the CBC was that "a standard code establishes a higher degree of ethical business continuity for dealers."

During his tenure, he also held Board positions for IDEA and the IDA and in 2019, Stewart received IDEA's prestigious Dan R. Apple Commitment to Professionalism award.

"Garry was a one-of-a-kind," said longtime industry colleague Roy Bardowell. "In 2007, I visited him at his door dealership in Kent, where I learned that even then, Garry was committed to training and education. We can all learn from his remarkable life," Bardowell added. "I know I will." ■



Stewart

## Rick Considine, of Raynor Garage Doors, retires

In March, Rick Considine retired from Raynor Garage Doors. In August 2007, Considine joined Raynor as vice president of sales and marketing. He led the sales force for 14 years, often using his background in sports to galvanize the team.

In 2021, Considine was promoted to president of the Raynor Garage Doors brand, where he was instrumental in guiding the company through the pandemic and various transformational projects.

Considine is known for listening attentively, building trust in relationships, and pursuing his goals with grit and consistency. His contributions have left an indelible mark on Raynor's culture, strategy, and overall growth. ■



Considine

## RJ Shannon promoted to president

In April, Raynor Garage Doors promoted RJ Shannon to president following the retirement of Rick Considine.

Shannon started his Raynor journey by entering the NextGen Neisewander Family Business Development Program in 2018.

Since then, he has held several roles, including customer service representative, residential door product manager, regional sales manager, Dixon distribution center manager, director of logistics, vice president/supply chain executive, and interim vice president of sales and customer support.

Shannon is a native of the Dallas, Texas area and earned his bachelor's degree in industrial distribution with a minor in business administration from Texas A&M University. He also earned a master's degree from the University of Chicago Booth School of Business. ■



Shannon



St. Ama

### Amarr appoints new VP of sales

In March, Amarr Company promoted Blain St. Ama to vice president of sales. St. Ama joined Amarr in 1993 as an assistant DC manager and has held many operational and sales roles during his 30-year career with Amarr.

In the new role, St. Ama will be responsible for leading the sales organization, developing sales strategies, and furthering customer relationships.

St. Ama graduated from Tarleton State University with a bachelor's degree in business and earned his MBA from Texas Christian University in 2017. ■

### Raynor names new director of logistics

In November, Raynor Garage Doors promoted Jim Mills to director of logistics. In his new role, Mills will provide leadership to the distribution center, transportation, and inventory control functions of the company.

Mills started his career with Raynor in August 1988, working in various production positions before moving into customer service in 2002. Since then, Mills has served Raynor as warehouse supervisor, rolling steel shift supervisor, and most recently as the Denver Distribution Center manager, where he was responsible for the center and all outbound logistic functions. ■



Mills

### Patrick Dorcas joins Richards-Wilcox

In April, Richards-Wilcox (R-W) named Patrick Dorcas as a new director of sales. With over 28 years of experience in business-to-business sales across diverse industries, Dorcas brings a wealth of expertise.

Prior to R-W, Dorcas demonstrated exceptional leadership by managing sales teams and nurturing key accounts at a senior level for 15 years. In his new role, he will oversee the sales strategy in collaboration with the sales team to provide superior support to our network of professional installation dealers.

Dorcas holds a bachelor's degree in business management from the University of Phoenix. ■



Dorcas



Walker

### Mike Walker joins Amarr Company

In April, Amarr Company hired Mike Walker as a sales manager for the New England region. Based in Hollis, N.H., Walker will be responsible for driving sales and maintaining customer relationships in his territory as well as working with the Albany and Attleboro Door Centers.

Walker graduated from Iona University with a bachelor's degree in marketing and has over 18 years of sales and management experience. Prior to joining Amarr, he was the business development manager for Kastle and regional sales manager for Empire Crane. ■

### Amarr hires Milan Ivey

In March, Amarr Company hired Milan Ivey as their manager for diversity, equity, inclusion, and belonging (DEIB). Based in Winston-Salem, N.C., Ivey will lead DEIB initiatives across the organization.

Ivey graduated from Southern New Hampshire University with a bachelor's degree in human resources and is completing course work for a master of professional studies degree from Penn State University.

Previously, Milan served in the U.S. Army for six years and held multiple roles in the food service industry. ■



Ivey

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## Raynor announces new Dixon distribution manager

In January, Raynor Garage Doors announced that John Willett was promoted to Dixon distribution manager. In the new role, Willett will be responsible for managing the outbound logistics functions.

In 1994, Willett started his career with Raynor in the Decade department. He began his forward trajectory while working in the Rolling Steel department and was promoted to operations supervisor. In 2021, Willett transitioned to logistics supervisor, where he was responsible for logistics and manufacturing material handling and was instrumental in the warehouse move to Raynor's Corporate Drive Campus in February 2023. ■



Willett

## Hörmann welcomes John Pokorny

In February, Hörmann North America welcomed John Pokorny to the Sectional Door Division team as a territory sales manager for Chicagoland.

Pokorny is a veteran of the garage door and operator industry and has extensive experience in product marketing and sales as well as installation, operations, distribution, trade shows, and product sourcing. He will manage residential door sales for Northern Ill. and Southern Wis. and will also support the sales team in Hörmann's Chicagoland sales center. ■



Pokorny

## Richards-Wilcox welcomes Claudia Mora

In February, Richards-Wilcox hired Claudia Mora for their senior marketing manager position. Mora has a bachelor's degree in business administration and postgraduate studies in marketing management and website design and production.



Mora

She brings over 15 years of marketing experience in business-to-business manufacturing industries with an extensive background in digital marketing. Mora will lead the marketing team in Canada, overseeing all strategic and tactical marketing initiatives for the Richards-Wilcox brand. She will work closely with the Raynor Garage Doors and ProDoor marketing groups to ensure cohesive and effective marketing efforts across the Raynor Worldwide brands. ■



Taylor

## Raynor announces new director of purchasing

In January, Raynor Garage Doors promoted Tim Taylor to director of purchasing. Taylor will oversee supplier alliance management, sourcing, asset and inventory management, distribution, and fulfillment strategies.

In June 2023, he began his career with Raynor as a commodity buyer, and in September he was promoted to purchasing manager. Prior to Raynor, Taylor was employed at Etnyre & Company as a senior buyer and has held various leadership roles in finance, logistics, and purchasing — including a division supply chain manager for Mars Inc.

Taylor brings a wealth of diverse experience and a keen understanding of strategic purchasing and supply chain dynamics. ■



Smith

### Tim Smith of Raynor retires after 21 years

In April, Tim Smith, regional sales manager for Raynor Garage Doors, retired after 21 years of dedicated service. In his longstanding role, Smith has not only made significant contributions to the company but has also played a pivotal role in supporting his customers and the overall success of Raynor.

Raynor President RJ Shannon said, "I would like to congratulate Tim on his retirement and thank him for his 21-plus years of service with Raynor Garage Doors." ■

### Raynor promotes two business development managers

In April, Raynor Garage Doors promoted Mike Francolucci and Tom Schneider to business development manager positions for the West and East sales zones, respectively. In the new roles, they will be essential in driving growth, providing strategic direction to the regional sales managers, and enhancing the support the company offers its valued dealers.

Francolucci joined Raynor as regional sales manager in 2011, where he demonstrated exceptional dedication and leadership in maximizing territory profitability. He has a bachelor's degree from Ripon College and extensive sales management experience.

Tom Schneider joined Raynor in 2013 and brings nearly three decades of garage door industry experience to the position. He previously served as senior regional sales manager. ■



Francolucci



Schneider

### Raynor welcomes new VP

In February, Raynor Garage Doors welcomed Tim Chiappetta as VP of sales and customer support. Chiappetta will collaborate with the executive team and focus on aspects of the strategic and tactical plans for the sales team and distributor development.

Prior to joining Raynor, Chiappetta had a 21-year-long career at BEA Sensors, where he led the development of segments focused on sensor products for automatic industrial doors and gate sensors for OEMs and dealers.

Chiappetta brings a wealth of experience and expertise to Raynor. His impressive professional background, values, and leadership style align seamlessly with the company's core values and purpose-driven approach. ■



Chiappetta

### Richard-Wilcox appoints VP of business development

In April, Richards-Wilcox (R-W) announced that Mike Maguire had transitioned to vice president of business development.

In this new capacity, Maguire will be responsible for developing and maintaining various programs and initiatives aimed at better supporting their dealers. He will also play a crucial role in facilitating the transition of the sales leadership position to the director of sales role.

With over 40 years of experience in the door industry, including 30 years with R-W, Maguire brings a breadth of knowledge and expertise. His extensive background covers the entire spectrum of our industry, ranging from product installation to dealer management. ■



Maguire