



Anderson

### Amarr welcomes Joe Anderson

In June, Amarr Company hired Joe Anderson as their sales manager for the mid-Atlantic region. Anderson will be based in Maryland and responsible for driving sales growth and maintaining customer relationships in his territory as well as working with the company's Baltimore, Manassas, and Virginia Beach door centers.

Anderson graduated from LaRoche University with a bachelor's degree with honors focused on business leadership with a double minor in marketing and management. He has more than 20 years of sales and management experience with both small and large companies. Prior to joining Amarr, Anderson was a territory sales manager at Wittenbach and a commercial sales manager for Vector Security. ■

### Bill Earnest assumes IDEA president role

In July, Bill Earnest assumed his role as president of the Institute of the Door Dealer Education and Accreditation. From 1988 to 1998, Earnest served as vice president of operations for Stanley garage doors, garage door operators, and Multi-Code electronics.

From 1998 to 2008, he was Wayne Dalton's plant manager and director of marketing. Since 2008, he and his family have owned The Total Garage Store, which has five locations in Tenn. and one in N.C.

Earnest has a bachelor's degree in business administration from Bowling Green State University and an MBA in operations management from Oakland University. ■



Earnest

### Raynor announces new manufacturing engineering manager

In June, Raynor Garage Doors promoted Justin Moore to manufacturing engineering manager. In the new role, Moore will oversee financial planning and budgeting, manage key projects, and drive process improvements. He

will also lead the manufacturing engineering team to enhance performance and quality.

Moore joined Raynor as a manufacturing engineer in 2017 and advancing to manufacturing engineering supervisor in 2022. Prior to Raynor, he worked at various companies, where he gained extensive knowledge in manufacturing and engineering. ■



Moore

### Hörmann welcomes two regional managers

In July, Hörmann North America announced the addition of two new regional sales managers for their high-performance door division.

Jordy Hayden is Hörmann's new high-performance door regional sales manager for the Southeast territory (Ala., Fla., Ga., La., and Miss.). He has 16 years of sales experience in the building supply industry and working business-to-business and with architects, government/municipalities, and end users.

Paul Bedigian will manage the New England region, which is a newly created territory covering the following states: Conn., Mass., Me., N.H., New York (except New York City and Long Island), R.I., and Vt.

Bedigian has worked directly with door dealers, contractors, and end users as a regional sales manager for three major door manufacturers, and he has extensive experience in multiple commercial and industrial markets; including cold storage, food and beverage, and manufacturing. ■



Hayden



Bedigian

*continued on page 20*



Anderson

### Raynor welcomes new territory regional sales manager

In April, Raynor Garage Doors welcomed John Anderson Jr. as the new regional sales manager for the Nordic Region, which covers Minn., N.D., and S.D.

Anderson brings a decade of experience to Raynor along with a fresh perspective and a determined mindset. Prior to Raynor, he served as a territory sales manager at Midland Garage Doors Manufacturing and as a business development manager for Commercial Systems Group. ■

### Raynor Garage Doors announces new regional sales manager

In June, Raynor Garage Doors hired Glenn Tocci as regional sales manager for the Northeast Elite Territory.

Tocci brings an impressive 37 years of experience in the overhead door industry. Throughout his career, he has owned and operated four door companies and managed 18 wholesale distribution centers across the East and West coasts. He has also held key roles with leading manufacturers of overhead doors, track and hardware systems, and garage door operators.

In addition, he has served two terms on the Board of Directors for the International Door Association (IDA) and was inducted into the IDA High Rollers Club. He cofounded the Professional Door Association of New England in 2008 and is an IDEA Certified Door Dealer Consultant. ■



Tocci



Ohlgren

### Hörmann welcomes Craig Ohlgren as territory sales manager

In July, Hörmann North America welcomed Craig Ohlgren to the Sectional Door Division Team as a territory sales manager for Denver. Ohlgren earned a bachelor's degree from Eastern New Mexico University and has been working in the commercial door market for almost 16 years, wherein he started out as an operations manager for a major door dealer. In that position, he gained experience in commercial service and installation, project management, and new construction installation.

In 2015, Craig transitioned into residential new construction and aftermarket sales, service, and installation. Since then, he has assisted homeowners with site assessments, product selection, and installation. He also has considerable experience as a branch manager. ■



Griffith

### Service Spring Announces new Midwest territory manager

In August, Service Spring Corporation (SSC) announced that Cody Griffith will be leading their upper Midwest territory business, which encompasses Iowa, Minn., N.D., Neb., S.D, Wis., and Wyo.

Griffith brings a proven track record of success in sales and account management. SSC is continuing to expand its industry support and reach

by expanding their sales teams throughout the U.S., including their service centers conveniently located throughout the country. ■

### Amarr Company promotes Shaun Smith

In July, Amarr Company promoted Shaun Smith to supplier quality manager. Smith joined Amarr in 2016 and has held various roles within the quality and manufacturing groups. He brings 10 years of quality and engineering management to his new role.

Smith graduated from Kansas State University with a master's degree in industrial engineering and a graduate certificate in statistics. ■