



## IDA Product Innovation Showcase Winner A Plus Garage Door



## IDA President Wesley Perry

### In This Issue:

- Product Innovation Showcase and Awards
- Technicians of the Year Awards
- Spring 2023 EduCon Wrap Up

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Publication Mail Agreement #4006731  
Return Undeliverable Canadian  
Addresses to  
Station A, P.O. Box 54  
Windsor, Ontario N9A 6J5  
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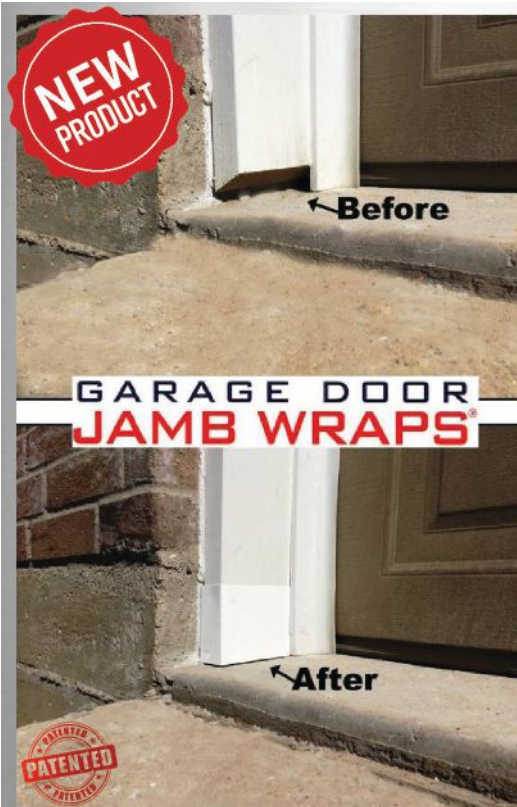
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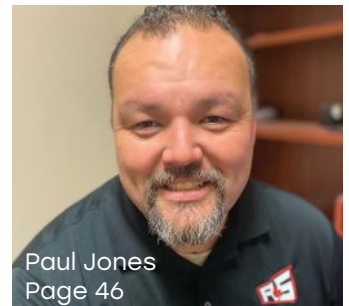
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# IDA Magazine

Owned and published by the members of the International Door Association for the betterment of the entire door and access systems industry.

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Washington, DC 20045  
Phone: (202) 591-2457  
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### Published by the International Door Association

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### Address Correction/Subscriptions

Send Address changes to:  
International Door Association  
529 14th Street N.W., Suite 1280  
Washington, DC 20045  
Or email: info@doors.org

IDA Magazine is published six times per year by the International Door Association. The publication is circulated without charge to qualified members of the door and operator industry. The International Door Association is not responsible for the opinions expressed by its writers and/or editors.



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Printed in U.S.A.



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**Wesley Perry**  
*IDA President*

## Where We Are and Where We're Heading

**A**fter my first month as president of our association I wanted to take a few minutes to talk about where we are and the direction we are working toward for the future. Looking back on the past three plus years, none of us could have predicted the issues that would change how we went about operating our businesses. Every change we saw wasn't all bad. As we had to work through the supply chain and unstable pricing issues, we came to realize that customers saw more value in our products and services than we did ourselves. This also brought to our attention the lack of perceived value in being a member of the IDA among dealers and what we need to do to change that perception. Directors spent a lot of time researching and putting together member benefit packages and the list of preferred providers from business insurance, answering services and vehicle programs to credit card processing, to name a few. We strove to bring the most beneficial offerings to our members and welcome suggestions

from our members on what they need.

We just had our most successful EduCon to date in Louisville and want to continue this success in the future. While they aren't the large IDAExpo+ events, they give us the opportunity to have events in smaller venues in areas that can reach dealers who may not normally attend Expo+, and allow us to offer education for technicians and management, along with networking with our industry peers. There was even an opening party to get the event started with food and drinks along with the awards presentation for our Technicians of the Year and our directors who completed their terms on the board. We keep learning from these events and the Events and Education Committees take the suggestions and feedback from attendees to plan for the next one to make them even better. We hosted a sold-out bourbon tasting as our fund-raising event to support the scholarship foundation. The money raised goes to help students and allows us to award \$50,000 total by

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***We just had our most successful EduCon to date in Louisville and want to continue this success in the future.***



providing nine \$5,000 and five \$1,000 scholarships each year. If you missed this EduCon, don't worry we have one planned for October in Milwaukee. Be on the lookout for details and look forward to another great event.

We enjoyed some success along the way, like our involvement in NFPA 80 to help strengthen the requirement for qualified technicians to be the ones allowed to drop testing fire doors. We've been involved in lobbying efforts in Florida to get impact rated garage doors added to the sales tax exemption and now the ongoing lobbying to correct the coming law in Florida that in its original form didn't allow for a specialty license for door dealers and would have required a contractor's license to be able to install doors. To date these efforts have helped to get the law pushed back until next year allowing us time to be involved in helping to make the changes needed that work for door dealers and don't become a hindrance.

Now that we're in the warm weather months, I hope everyone took time

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***Now that we're in the warm weather months, I hope everyone took time from the day-to-day grind to take the opportunity to show appreciation to the Technicians that work hard year-round on SuperTech Day...***

from the day-to-day grind to take the opportunity to show appreciation to the Technicians that work hard year-round on SuperTech Day, and I look forward to seeing all the pictures of how everyone celebrated with all the techs who make our success possible. Techs are the life blood of a door dealer and as everyone knows they are now the most difficult employees to find in today's market. One way we are trying to help with this process is bringing in speakers to our events to specifically present ways a dealer can find and retain these employees today.

There's a renewed commitment from leadership to be more responsive to our members and respond when questions arise and what's being done

to help when an issue happens. A current and ongoing issue that we've been looking into is another "Bad Bob" with fake ads and reviews that are popping up nationwide. This seems to be the most difficult to gain traction on so far, but we'll continue to search for a solution. Another way to help our efforts is to encourage others to become members and get involved. As the saying goes there's strength in numbers and there's never been a better time to join and get active. I want to give a personal invitation to everyone that my door is always open and I'm available for you to reach out to me or any of the directors when needed. If you see me, please come over and say hi.



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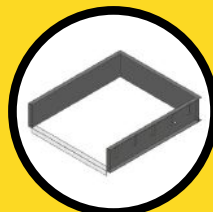
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# 2023 IDA Product Innovation Showcase & Awards

**14 companies**  
**24 products**



IDA members and non members were invited to submit their products for inclusion in the IDA Product Innovation Showcase. This unique issue of IDA Magazine is the “keeper” industry decision makers will use to reference products and services throughout the year. All products entered for the showcase were included in the 2023 IDA Product Innovation Awards. Innovative products were judged by a panel of executive dealers in the door and access systems industry. Criteria for judging included innovation, high performance, and originality.

Fourteen companies submitted 24 products and A Plus Garage Door won the coveted front cover of this issue – a true bragging right!

***Congratulations A Plus Door!***

## **A Plus Garage Door**

**Product Name: DesignerView**

**Primary Market: Residential Doors**

At A Plus Garage Doors, we are always looking for new ways to serve our customers and improve our processes. Our latest innovation is DesignerView, an augmented reality (AR) tool that enables our sales team to show customers what a new garage door design will look like on their home within seconds.

Unlike other software tools that simply place a 2D image on top of another 2D image, DesignerView renders a door image in real time in your space as an interactive 3D object. It uses the built-in camera and sensor hardware of modern smartphones to keep the door in a fixed position so you can see what the door will look like at any angle or distance. This tool does not require an app and allows our technicians to send doors directly to our customer so they can view the new door on their garage in real time.

Using DesignerView, we have been able to close 35% more door deals with a 50% faster close rate. Customers can see exactly what their new door will look like. We have made the platform available for other companies to license and leverage as a sales tool.

For more information, visit [www.DesignerView.net](http://www.DesignerView.net) and use promo code “IDASPECIAL” for an exclusive release discount.



## Action Industries

**Product Name: EZ Zip One Piece Push-In Bottom Seal**

**Primary Market: Commercial and Residential**

We are submitting our EZ Zip one piece push in bottom seal - <https://www.action-ind.com/e-z-zip-one-piece-push-in-seal>

Copy and paste this YouTube URL to view how to install the EZ Zip One Piece Push-In Bottom Seal:  
<https://youtu.be/0xkTk4ClCfM>

For more information, contact:

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800-321-1130 Extension 181

[www.NorthShoreCommercialDoor.com](http://www.NorthShoreCommercialDoor.com)

[www.Action-Ind.com](http://www.Action-Ind.com)

### E-Z Zip One Piece Bottom Seal Kit

Coiled Push-in 1-Piece Bottom Seal is a patent-pending two-in-one retainer and weather seal for garage doors. Most weather seals on the market require separate installation of weather seal retainers to hold seals in place. This innovative Action Industries design removes the need for retainers to streamline installation and save money.



1-Piece bottom seal has two sections: Rigid and Flex. Rigid and Flex sections work together to provide a cost-effective two-in-one retainer and weather seal solution. The Rigid portion lays flat against the bottom of a garage door. It mounts with fasteners to act as a bottom seal retainer. Flex portion bends into a U-Shape and the push-in barb is pushed into the rigid retainer. Once installed, this U-Shaped bottom seal will keep out dust, debris, harmful weather, pests, and more.

The single extruded piece comes in 1-3/8 inch and 2-inch sizes and comes ready to install out of the box. Simply uncoil your 1-Piece Bottom Seal and begin installing to the bottom of a door with self-tapping fasteners. Choose coil lengths ranging from 10 ft. all the way to 100 ft. for whatever suits your job.

Kits Include:

- Push-in Coiled Bottom Seal
- #8-18 x 3/4 in. Hex Head Tek Screws
- Instruction Sheet

Features:

- Patent-pending one-piece push-in bottom seal
- Innovative design streamlines installation and saves money
- Two-in-one retainer and weather seal solution
- Removes the need for weather seal retainer installation prior to weather seal installation
- Available in 1-3/8 inch and 2 inch sizes
- Pre-cut with grooves for screws or fasteners
- Made with rigid and flexible sections
- Structural supports hold rigid and flex portions together; prevents cracking and warping
- Rigid section mounts to the bottom of garage doors with included fasteners
- Flexible section bends into a U-Shape and snaps into the rigid retainer section
- Push-in barb retainer design makes assembly easy
- Keeps out harmful weather to protect the inside of your garage
- Also keeps out dirt, pests, dust, leaves, and other debris
- Available lengths: 10 ft, 20 ft, and 100 ft.
- 1-3/8 Seal Dimensions:
  - Rigid: 1.3 inch length x 0.060 thick wall
  - Flex: 3 inch length x 0.040 inch thick wall
- 2 inch Seal Dimensions:
  - Rigid: 1.9 inch length x 0.60 inch thick wall
  - Flex: 3.75 inch length x .040 inch thick wall

## Clopay Lancaster Location

**Product Name: VertiStack Clear Door System**

**Primary Market: Commercial Doors**

Clopay Corporation Phone: 800.233.8366 Website:

[Clopay.com](http://Clopay.com) Contact Name: Tiffany Hauze

Clopay® Corporation Introduces VertiStack™ Clear Door



Clopay® Corporation, a leader in closure products for commercial, residential, industrial, institutional, and retail applications, introduces the new VertiStack™ Clear Door,

*(continued on page 16)*

# 2023 IDA Product Innovation Showcase & Awards (continued)

a unique compact door with vertically stacking sections, engineered to provide a clear, open ceiling and modern design. VertiStack Clear will be available in Clopay® Corporation's Clopay, Cornell, and Cookson brands.

The door's components take up minimal ceiling space, making room for mechanical, electrical, or plumbing fixtures, while the streamlined aesthetic brings the outside atmosphere in (and vice versa). Enabling building footprints to expand and encompass outside spaces makes VertiStack Clear a great choice for commercial establishments looking to embrace the natural environment, such as those in the hospitality industry, including restaurants, event venues, and more.

The product's sleek look keeps lines and angles to a minimum and cleverly hides key mechanisms. "VertiStack Clear has no hinges or exposed tracks," said Angela Quaglio, Product Manager, Clopay® Corporation. "The door is engineered to operate smoothly and quietly, so as not to disturb patrons while cycling. When open, the door's sections can even be recessed into the ceiling, hiding them from view."

## Clear Choice for Energy Efficiency & Customization

Clear panels allow sunlight to fill interior spaces while the door is closed. To reduce air infiltration and keep building occupants comfortable, the door features built-in gaskets between the sections and a vinyl weather seal that clips into the guide channel. VertiStack Clear has been tested to ASTM E283 standards and meets the International Energy Conservation Code (IECC®) requirements for air infiltration, making the door an energy efficient choice.

Customizable to suit openings up to 14' wide and 14' tall, VertiStack Clear is available with glass, acrylic, or polycarbonate panels in tempered, frosted, insulated, and Low-E options in a variety of thickness from 1/8" to 5/8". Specifiers may also choose from anodized finishes, including clear, black, bronze, and dark bronze, as well as paint finishes in chocolate, white, or bronze.

## More Information

For assistance in selecting options and customizing VertiStack Clear to suit each individual project, architects and specifiers should visit [www.architectdoorhelp.com](http://www.architectdoorhelp.com).

To learn more about VertiStack Clear Door, please visit: [www.cornelliron.com/product/vertistack](http://www.cornelliron.com/product/vertistack).

## Clopay

### Product Name 1: Clopay Avante Sleek and Commercial Models 905/906

### Primary Market: Residential and Commercial Doors



Clopay expanded its modern aluminum and glass garage door line with the new residential Avante Sleek and Commercial Models 905/906.

The sectional overhead doors feature horizontal tempered glass or acrylic panels with minimal stiles for broad, unobstructed views with a clean, simple frame design.

This is a departure from the grid-like pattern of Clopay's other aluminum and glass garage door models, so for builders and architects in search of a garage door that gives off "panoramic vibes" and lets in plenty of natural light, this is it.

Depending on the door model and height, single car doors up to 10'2" wide have no center stile; double doors have one center stile; and doors up to 22'2" wide have two equally spaced vertical stiles.

"Glass panel garage doors are a great fit for new construction and remodeling projects that call for a modern aesthetic to enhance indoor-outdoor connections. And



they aren't just for the garage," said Justin Evans, Clopay's vice president of marketing. "Builders and architects are installing these doors on pool houses, hobby sheds and outdoor kitchens."

"Full-view garage doors are also a popular choice for commercial spaces like offices, gyms, schools, restaurants and hospitality venues to increase square footage for gatherings and events," added Heather Bender, Clopay's director of commercial marketing. "The doors can be opened to the outdoors or used as an interior partition to section off meeting rooms, classrooms, and private dining areas."

When closed the door becomes a large window wall so strength and thermal protection are important. Polyurethane insulated models have a 3.8 R-value when paired with tempered, insulated glass panels.

An integral bulb seal between the tongue and groove section joints keeps out air and water. The doors meet ASHRAE 90.1 and IECC air infiltration (AI) requirements and insulated models comply with HFC-free mandates.

Twelve window options are available to control daylight and privacy. Multiple frame colors, including powder-coated and anodized finishes, can be ordered.

Clopay residential Avante doors are available in widths from 4'0" up to 20' wide and 16' tall. Commercial Model 905/906 doors are available in sizes ranging from 4'0" to 22'2" wide and up to 16' tall. Certain restrictions apply. Built-in WindCode® reinforcement is offered.

**Product Name 2: Canyon Ridge Chevron**  
**Primary Market: Residential Overhead Sectional Garage Door (Faux Wood Composite)**



Love the Chevron trend? This eye-catching pattern has been a favorite in textiles and flooring and now it's available in a

low-maintenance, moisture-resistant composite garage door that looks and feels like real wood.

Clopay recently expanded the available style options on its best-selling Canyon Ridge faux wood garage door line with the introduction of a new Chevron design.

The cladding pieces are cut at a 45-degree angle and fit together at a point creating a zigzag pattern made of "Vs".

It has only been available as a custom wood door; this is the first time it has been offered to the residential market in a faux wood material.

The handcrafted motif comes in four patterns—an "A" design and an inverted "V" design, as well as right or left diagonal—and, like all Canyon Ridge doors, is offered in various sizes, nine colors and can be customized with windows or hardware.

The doors are as durable as they are beautiful. Cladding and overlays molded from pieces of real wood are adhered to an insulated steel base door for 5-layer strength, durability and quiet operation. The door won't rot, warp or crack, and like wood, it can be painted or stained. With a 20.4 R-value, the line is Clopay's most energy efficient.

Visit [clopaydoor.com](http://clopaydoor.com) for more information.

**Product Name 3: Clopay Modern Steel Ultra-Grain Plank**  
**Primary Market: Residential Overhead Sectional Garage Door (Steel)**



Clopay is introducing a Modern Steel garage door design featuring digitally printed horizontal planks with a wood-look appearance on insulated flush panel steel. The planks vary in length for a woven look with no repeating grain pattern.

The versatile garage door style complements mid-century, farmhouse, coastal cottage and transitional home styles

*(continued on page 18)*

# 2023 IDA Product Innovation Showcase & Awards (continued)

with clean horizontal lines, simplistic pattern and a nice tonal variation for visual interest.

The Modern Steel Ultra-Grain Plank line comes in two colors: Kona, which is a dark brown; and Coastal Gray, a light finish that marries natural and subtle blue-gray undertones—offering a reclaimed wood appearance without the yellowing that can eventually come with wood. Add optional windows with contrasting frame colors to enhance the look and add texture to light or dark neutral exteriors.

The garage door is available in sizes up to 20' wide and 16' tall with or without windows.

## EMX Industries

**Product Name: EMX IRB-RET2: Universal Retroreflective Photo Eye**

**Primary Market: Commercial and Residential Safety Sensors**

<https://drive.google.com/drive/folders/1AurSKg3vDjNEXVizszyj4J9z3JdWtTNE?usp=sharing>

EMX Industries presents the IRB-RET2, a universal UL-325 retroreflective photo eye designed to provide superior entrapment protection for automatic gates and doors. With its compact design, easy alignment LED, and advanced features, the IRB-RET2 is the ultimate solution for access control professionals looking for a reliable, efficient, and easy to install retroreflective photo eye.

### Key Features:

**Compact Design:** The RB-RET2 is designed to be compact, making it a perfect fit for a wide range of applications. Its small size allows it to be easily installed in tight spaces without compromising performance.

**Easy Alignment LED:** The IRB-RET2 is equipped with an easy alignment LED that simplifies the installation process. This feature ensures quick and accurate alignment, reducing the time and effort needed for installation.

**Integrated Sensor Hood:** The IRB-RET2 comes with an integrated sensor hood that protects the photo eye from

environmental factors such as dust, dirt, and rain. This added protection enhances the durability and reliability of the product.

**Improved Reflector Hood:** The reflector hood has been improved to offer better protection against environmental factors, ensuring consistent performance in various weather conditions.

**Ball and Socket Mounting Bracket:** The included ball and socket mounting bracket allows for easy installation and precise adjustments, ensuring optimal performance and proper alignment.

**Compatibility:** The universal design of the IRB-RET2 makes it compatible with a wide range of monitored operators and non-monitored legacy products. This versatility makes it suitable for various access control applications.

**Selectable Stealth Mode:** The IRB-RET2 features a selectable stealth mode, which turns off the LEDs after 30 seconds of unobstructed alignment. This mode increases security by deterring vandalism and conserving energy.

**UL325-2018 Compliant:** The IRB-RET2 is UL325-2018 compliant, ensuring the highest level of safety and performance for entrapment protection in automatic gates and doors.

**Rugged Enclosure:** The IRB-RET2 is housed in a rugged enclosure, making it suitable for both indoor and outdoor use. This durable design ensures long-lasting performance, even in challenging environments.

**Six UL-325 Monitoring Methods:** The IRB-RET2 offers six monitoring methods for added safety features and control. These interfaces include normally closed, two-wire pulse (2 freq), two-wire pulse (3 freq), four-wire pulse (2 freq), four-wire pulse (3 freq), and 10k resistive termination.

The EMX IRB-RET2 is a versatile, high-performance retroreflective photo eye solution that provides exceptional entrapment protection for automatic gates and doors. Its compact design, easy alignment LED, integrated sensor hood, improved reflector hood, and selectable stealth mode make it the perfect choice for access control professionals seeking a reliable, efficient, and easy-to-install product.



## Genie Company

### Product Name 1: Genie Universal 3-Door Wireless Wall Console

#### Primary Market: Residential

The Genie Universal 3-Door Wireless Wall Console provides a simple and effective solution for consumers to control multiple garage door openers from a variety of manufacturers on a single wireless wall console! Gone are the days of that bank of consoles with myriad wiring runs to multiple doors in the garage. Now, one console, no wires, and some additional functionality.

- Control up to 3 different garage door openers brands; each button programs a specific door based on its individual requirements
- Use the convenient DELAY button with any of the 3 door buttons to give you extra time to exit the garage safely. The button can be pressed as many as three (3) times, providing up to 20 additional seconds before the garage door begins to move.
- The console has several options for general backlighting and uses a red LED to signal low battery.



For the installers, upsell to your customers while minimizing your own inventory needs in the warehouse and on the service truck: one console for most service needs! For homeowners, consolidating the number of devices needed to operate the garage is surely appreciated. An all-around great replacement console!

### Product Name 2: Genie Models 2128L and 2128BL

#### Primary Market: Residential

The Genie Company is excited to announce the release of its latest 24V operators, the Models 2128L & 2128BL, both with integrated LED lighting!

Benefits of Genie integrated LED lighting include 25,000-hour rated, energy-efficient bright white light, both aesthetically pleasing and low-maintenance. Plus, the integrated LED is frequency tuned not to interfere with the transmitter range like many other LED options.

Both models come standard with Integrated Aladdin Connect® Wi-Fi and smart phone control capabilities. For further peace of mind, the Model 2128BL includes battery backup.



Additionally, both operators offer all the same benefits as existing 2128 and 2128B models, such as a powerful, quiet 24V DC motor, soft start and stop and are compatible with the universal preassembled rails with a pre-tensioned chain or belt in sizes up to 10'. The new models also feature the same easy set-up and programming that is so popular across the entire Genie Residential Line-up!

Standard features include:

- Integrated LED Lighting
- Auto-seek dual frequency (315/390 MHz)
- Integrated Aladdin Connect
- Maximum speed of 7.0"/sec
- 24V DC Motor
- Maximum door weight of 500lbs
- Soft start-soft stop
- Accommodates up to 10 ft rails

### Product Name 3: Genie Light-Duty Jackshaft: Model GCL-LJ

#### Primary Market: Commercial

Genie once again led the way with innovative automation for the ever-changing garage door market, delighting homeowners and installers alike with the award-winning residential wall mount unit several years ago. This summer, Genie will be introducing this award-winning design and technology to the commercial sector, with the Light-Duty

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# 2023 IDA Product Innovation Showcase & Awards (continued)

Jackshaft, Model GCL-LJ, with the added power and safety features required in commercial applications. The Light-Duty Jackshaft, GCL-LJ is designed for reliability with innovative features, setting a new standard in the industry.

Some of the advantages of the Genie Light-Duty Jackshaft, Model GCL-LJ include:

- Intellicode® 315/390 MHz receiver can store up to 255 standard and/or open/close/stop transmitters.
- Soft start and stop reduces stress on the door and operator for improved life.
- Safe-T-Pulse® - Internal cable slack detection eliminates external cable monitoring devices and reverses door travel when cable tension isn't detected for safety.
- Operator force profile detects irregularities in operation of the door to identify unsafe door operation. The force profile is updated every cycle to account for changes in weather and temperature.
- Precision sealed roller bearings on output shaft for improved power transfer.
- Interlock circuit with pre-installed jumper.
- Output shaft coupler can be used on 1" hollow or solid door shafts with 1/4" keyway
- Optional LED work light toggleable via stop button on Open/Close/Stop control station.
- Small operator profile of 12" length by 6.9" width allows for use in tight applications. Only requires 2.5" of headroom clearance and 7" of side room clearance to be used.



The BenchSentry package delivery porch box, launched this spring, protects packages from theft by hiding them from view and protects packages from damage due to rain, snow, or ice. The new BenchSentry package delivery box is an affordably priced product that complements BenchSentry Connect™, the smart package delivery lock box that will be updated this summer with a new console that simplifies code entry and consolidates the interior light, audio notification speaker, and keypad into a single assembly, simplifying assembly. The new consolidated electronics assembly and redesigned smart lock make it possible to upgrade the package delivery porch box with a smart lock upgrade it that will launch shortly after the new BenchSentry Connect this summer.

Both delivery box products maintain the extra-large, 7 cubic feet bench with over 50 gallons of storage, spacious enough to hold multiple packages or a weeks-worth of groceries. All BenchSentry products are designed with delivery drivers in mind and works with all carriers and all types of deliveries.

The weather-resistant bench can be anchored and includes a package protection guarantee. Both delivery box products work with all deliveries and the BenchSentry Connect product allows you to designate larger packages get delivered in your garage.

The BenchSentry Connect app is easy to use; it notifies you when a delivery is complete and lets you go about your day without worrying about deliveries. For speedy drop-offs, you can set the BenchSentry Connect to be unlocked for the first delivery of the day. BenchSentry Connect owners can also share custom codes with friends and family to securely pick up or drop off items.



Enjoy convenience, security, and peace of mind with BenchSentry by Genie.

## **Product Name 4: BenchSentry™ Wi-Fi-enabled smart package delivery box, next generation**

### **Primary Market: Residential**

Genie first introduced the BenchSentry™ smart package delivery lock box to consumers in 2021, and it won numerous accolades, including "Hot Product at IDAExpo '22." The next generation offering includes a family of BenchSentry package protection products.

## Guardian Access & Door Hardware

### Product Name 1: Guardian® beamSmart Controller

(Model Number: V3)

Primary Market: Residential

It's not what it does, it's how it does it. Dealers will now have the power to make the decision to make a garage door operator Smart. Never pay for the Smart feature up front. Pay for it when you need it. The model V3 Smart Controller plugs into a port on a Guardian garage door opener, before, during or after installation. Once plugged-in, homeowners can access the beam Home app and program their phone to open and close their door from their phone.



Lower inventory carrying costs, flexibility to meet homeowner's real needs and the ability to be more competitive when quoting new jobs are the key benefits for a dealer.

Receive real-time alerts if your garage door has been left open, manage access to your garage and monitor door activity—from anywhere in the world—all from your smartphone. V3 connects to your home WIFI network and controls one garage door opener. An unlimited number of users can be added and monitored. Receive notifications on your door status and whether it has been left open. Notifications for shared users can be enabled or disabled in your personal settings. Auto close can be enabled and hourly door open notification reminders can be set. Firmware updates automatically through the app. Ask Alexa to open and close your door—the V3 is Amazon skills compatible and offers free IFTTT integration. Best if all there are NO SUBSCRIPTION FEES to enable integrations like Alexa and IFTTT.

The Smart Controller requires Wi-Fi (2.4GHz, 802.11 b/g/n routers only) and an Android or iOS device for setup, iPhone/iPod/iPad (iOS 14.5+) Apple Watch (WatchOS 7.1+) or Android (V5+).

The V3 Controller is small (3.34" x 1.5" x .34"), light weight (< 2 oz.) and will come in a 4-color carton with (carton

dimensions: 3.7" x 2.1" x .88") with a hanging hook. The V3 has been tested to meet the UL325 standard and is FCC approved. The model V3, beam Smart Controller is only compatible with Guardian made garage door openers with the beam Smart Port (V or V3 model suffix designation).

### Product Name 2: Guardian® Universal Remote Control (Model Number: UTX)

Primary Market: Residential

Why carry multiple remotes to service the many different brands of GDOs and gate openers sold and serviced when one will do? The Guardian model UTX is capable of transmitting a code that will be learned by the receiver and frequency of the majority of North American GDO radio control codes used in North America...52 different brands.



The UTX remote control will broadcast various fixed codes, rolling codes and encrypted rolling codes over a frequency range of 299MHz to 434.00MHz. Each code programmed is unique. One unique code can be stored and transmitted on each of the 4-buttons of the remote.

Those who have used the UTX remark that it is the easiest universal remote they have had a chance to program. Just identify the opener and receiver type, enter a 4-digit code and then program to the receiver. It's that easy.

The UTX Universal Remote Control will come with a handy visor clip, CR2032 battery and programming sheet in a 4-color carton (3.2" x 4.3" x .9") with a hanging tab.

## Ideal Warehouse

### Product Name: SLIDE-effect® Dock Bumper

Primary Market: Commercial Door Systems, Loading Docks

Product Description: Dock bumpers protect the loading dock, dock equipment, docked trailers and more. But what protects dock bumpers? Bumpers are subject to life-shortening, cheese-grater-like, wear-and-tear from docked trailers grinding up and down as heavyweight forklifts move in and out of them.



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# 2023 IDA Product Innovation Showcase & Awards (continued)

Worn dock bumpers reach a point where they can no longer do their job, and this can result in dock damage, downtime, and repairs. Additionally, changing a traditional dock bumper is a laborious process requiring specialized tools and expertise. As North American leaders in dock bumper manufacturing and sales, Ideal Warehouse Innovations R&D team has tackled the worn bumper problem to create our guaranteed for life, sliding dock bumper. The SLIDE-effect® Dock Bumper, as the name suggests, slides up and down with the movement of the trailer butted against it, thus eliminating the friction and grind that leads to bumper failure.



several working fire doors from a variety of Rolling Fire Door manufacturers. IDEA certification testing is available at the conclusion of each training week for all residential and commercial classes we offer.

This training has been used by both installing dealers and manufacturers. We offer classes at our training facility in Finksburg Maryland. To date we have trained over 600 people and helped them get 265 IDEA Certifications. We have had a total of 26 technicians earn their IDEA Master Tech certifications through our training courses.

## Raynor

**Product Name: Raynor Quick Dock**

**Primary Market: Commercial Door Systems**

For over 75 years, Raynor Garage Doors has been an industry leader as a family-owned garage door manufacturer located in Dixon, IL. We proudly manufacture a wide range of premium residential, commercial, and industrial garage door products and operators, sold through our network of trusted professional installing dealers and national partners. Raynor's superior support, commitment to quality, dedication to innovation, and trade integrity make us a consistent partner of choice for dealers, architects, and homeowners.



## Mount On-Site

**Product Name: Mount Onsite Hands-on Training Classes**

**Primary Market: Door industry employees**

Mount Onsite Training Hands on Training Classes have changed the way the garage door industry learns and educates their technicians. We offer 3-day hands-on classes in residential sectional and electric opener installation and troubleshooting, as well as one day classes on Commercial Sectional, Commercial Motors and Rolling Steel which covers installation as well as troubleshooting.



We have a two-day Rolling Fire Door hand on class that covers not only installation and troubleshooting but annual inspection and drop tests. Students can inspect and drop

## Re-Source Industries Inc.

**Product Name 1: Jamb Seal**

**Primary Market: Residential**

Re-Source Industries has carried residential Expanded PVC Jamb Seal since 2020, and the company recently updated the offering to include:

1. Original 2" Jamb Seal with Flexible Vinyl seal off the top of the solid body
2. New 2" Jamb Seal with Flexible Vinyl seal off the edge solid body
3. New 3/4" Extra Wide Jamb Seal with Flexible Vinyl seal off the top of the solid body

Re-Source's jamb seal is available in a variety of colors and lengths. The Expanded PVC is resistant to moisture, insects and scratches. It offers superior UV protection and stands up to harsh weather. Customers can take advantage of factory direct LTL or full truckload shipments.

Whatever your application, we have you covered.

**Product Name 2: Garage Door Jamb Wraps**

**Primary Market: Residential**

The patented Garage Door Jamb Wraps® protect garages from rodents, snakes, and other pests. By closing the jamb bottom gap, they stop dirt, grass clippings, and trash from entering garages and prevent garage jambs from premature rotting. No single product can provide the protection and the preservation of curb appeal like Garage Door Jamb Wraps®.



Garage Door Jamb Wraps are produced from 22-gauge cold-rolled steel and are available in 4 powder-coated finishes –brown, almond, sandstone, and white. They can also be painted to match existing finishes. Jamb Wraps fit 2" x 6", 2" x 8", 2" x 10", and 2" x 12" door jambs.

### We Are Your Jamb Seal Headquarters!

**Garage Door Jamb Seal**  
 Take advantage of our Factory Direct Ship Program  
 "Consistent Drop Ship Lead Times!"

- 15 shipments (10,000+ seal rods) • 2'-12" lengths packed 36 ct/crate
- Full truckload shipments (50,000+) • 14'-18" lengths packed 24 ct/crate
- 2'-18" lengths: 15 each/crate • May mix colors/lengths per alert

**\$\$\$ CALL FOR CURRENT PRICING AND DELIVERY \$\$\$**

Available in 13 colors to coordinate with virtually any door

Color swatches may not match exactly due to printing variances

#200 - Available in 13 colors to coordinate with virtually any door  
 2" x 7/16" optical length

#200 - Available in 13 colors to coordinate with virtually any door  
 2" x 7/16" optical length

#208 - Available in 13 colors to coordinate with virtually any door  
 3-1/4" x 1/2" optical length

#400 - Available in white in 18 & 18 lengths

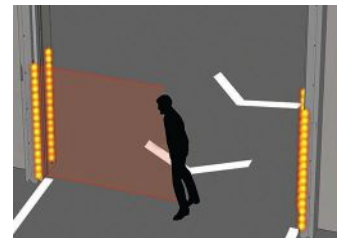
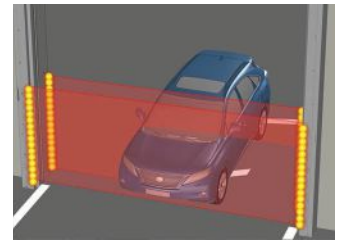
## Rytec

**Product Name: Rytec SmartSurround® Advanced Detection & Alert System**

**Primary Market: Residential**

Rytec High Performance Doors has introduced another innovation to improve the quality, performance and reliability of its high-speed product portfolio and enhance its customers' needs. With SmartSurround®, advanced detection and alert capability is now available for high-traffic areas where both vehicles and pedestrians are present.

The SmartSurround® patented, intuitive object detection and alert system is now standard on most Rytec Spiral® high-speed door models – and represents the most advanced software technology available for high-performance doors. SmartSurround features next-generation pattern recognition and advanced traffic-sensing technology by combining artificial intelligence, optical light curtains and high-intensity signaling lights – all in a single unit.



The SmartSurround system creates an active 4-corner perimeter guard that extends beyond the door threshold while minimizing the impact on valuable floor space near the door opening. It allows the door to detect and respond to traffic while providing a visual cue for vehicles and pedestrians in the immediate area - while simultaneously communicating with the Rytec System 4® Door Controller. The enhanced sensor/alert/safety system recognizes when traffic has passed through or remains near the door opening and alerts those nearby within sight of the doorway.

SmartSurround also includes a wide range of enhanced technology features. High-intensity LED alert lights activate if traffic has not entirely passed through the doorway or may be present in the surrounding area. These lights

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# 2023 IDA Product Innovation Showcase & Awards (continued)

provide greater alert and awareness impact and feature an enhanced lens design for 180-degree visibility. I-colored LEDs are visible in bright or darker environments, ideal for both interior and exterior installations. LED light settings are customizable with adjustable brightness control, color choice, timing, flashing rates and cascading population. In addition, secure connectivity is assured with CAN Bus communication and connection technology and quick-connect cables.

Aesthetically, the slim, compact linear strip requires only minimal space, and the anodized aluminum retainers with stainless-steel cable jacketing provide long-lasting protection. With an IP67 rating from dust, airborne particles, water, and liquids, it is designed to operate reliably regardless of environmental conditions. No matter the application, SmartSurround helps to enhance communication and signaling between drivers, pedestrians, and facilities to alert and direct traffic activities appropriately and safely.

## ThermoTraks

**Product Name: ThermoTraks Garage Door Sealing System**

**Primary Market: Residential Door Sealing System**



ThermoTraks Garage Door Sealing System is composed of two main components designed to work together to create a positive seal around the perimeter of a sectional overhead garage door with standard 2" track. Common sizes are readily available on our website, but custom orders can also be accommodated for those with unique garage door sizes. ThermoTraks are compatible with sectional door

manufacturers products, new or existing, currently on the market.

Our patented vertical track features unique indentations in the vertical track which pushes the garage door horizontally forward into the ThermoTraks secondary seal just before the door rests in a closed position. As the door opens, the indentations pull the door away from the door jamb and seal preventing strain on the automatic garage door opener when in operation; it is a win-win for all. The proprietary seal is installed underneath the exterior door jamb while the associated door hardware ensures easy assembly for the consumer.

Independent, third-party testing performed by Intertek, demonstrated the ThermoTraks Garage Door Sealing System increased the effectiveness of the garage door perimeter seal 340% when compared to a standard garage door installation without the ThermoTraks Garage Door Sealing System.

ThermoTraks Garage Door Sealing System works in any climate, in any region. The reduction in air infiltration translates into energy savings for the homeowner and significantly reduces rodent and other pest control issues in the garage space.

## Wayne Dalton

**Product Name: Classic Steel Model 8300**

**Primary Market: Commercial and Residential Steel Door**

Classic Steel Model 8300 seamlessly combines robust construction and sleek style designed to make a statement and enhance the architectural beauty of any home. Built for performance and affordability, Classic Steel Model 8300 is also one of Wayne Dalton's best-insulated residential garage doors with durability in the design of each section containing two layers of steel surrounding a thick layer of





foamed-in-place polyurethane insulation, resulting in an R-Value of 12.12\*. This blocks street noise, makes the door operate more quietly and helps to improve a home's thermal efficiency.

Classic Steel Model 8300 is available in five classic and contemporary designs which include Colonial, Ranch, Sonoma, Contemporary and



Sonoma Ranch and can be enhanced with a wide selection of windows and hardware. The door features premium paint finishes such as White, Almond, Taupe, Terra Bronze, Brown and Black, or can be customized with the Wayne Dalton TruChoice Color System that offers more than 6,000 color choices for the ultimate design flexibility.

Homeowners can also now fully customize and personalize their Wayne Dalton garage door, adding beauty and visual interest to any building or home. Wayne Dalton recently added the option to achieve realistic wood tones captured

in meticulous detail through digital scanning technology, allowing design engineers to digitally construct each door board by board to ensure a true non-repeating wood grain pattern. Available in Cedar Plank, Beachwood Plank, Carbon Oak Plank and Medium Oak Plank wood-tone finishes, Classic Steel Model 8300 can be installed with one-of-a-kind finishes using the innovative technology to print custom designs and images directly on the garage door surface.

The high-quality digital printing on these garage doors is engineered to withstand exposure to elements, such as UV radiation, moisture, and temperature fluctuations, ensuring long-lasting durability and resistance to fading and peeling, making them an ideal choice for homeowners who want their garage doors to look great for years to come.

Lastly, the door features heavy-gauge steel wrap-around end caps that are used to trim-out door edges for better appearance, improved strength and damage-protection of the insulation. Thanks to these features, Wayne Dalton's Classic Steel Model 8300 is built to last with quality steel construction to enhance performance while offering homeowners and easy maintenance.

# IDA Scholarship Foundation

## You Have the Power to Change a Life

**Change the life of a student** by making a tax-deductible contribution to the IDA Scholarship Foundation. Every dollar helps and is deeply appreciated. Since the first scholarships were awarded in 2001, over **One Million Dollars** has been awarded to more than 300 students. These students are all family members of IDA Dealer and IDA Industry member companies.



[www.idascholarship.org](http://www.idascholarship.org)



# IDA Technician of the Year Award Winners

Each year, IDA recognizes companies and individuals who have served the association and/or the garage door industry in an extraordinary way. Awardees will be recognized at the 2024 IDAExpo+, but we also want to celebrate them in this issue.

Thank you for your continued service to the industry and to IDA. Congratulations on your achievements.

## Kayce Nehl

*Overhead Door Company of Gillette*

Kayce Nehl has put a lot of blood and sweat into Overhead Door Company for many years. He has traveled from the lowest employee position to become the shop foreman/lead technician. Being raised in the industry, he was able to start his career with after school and days off. "We wouldn't be anywhere near the company without him. Any of our employees can call him with any questions and he is able to walk them through anything over the phone. The amount of skill he has acquired and spent his spare time learning, makes him irreplaceable," said Nancy Nehl in nominating Kayce. Nehl is an IDEA Certified Master Technician and holds the company's Low Voltage Electrical Licensing. He also makes himself available for almost all of the after-hours calls that come in. "He is a true example of what an excellent employee looks like and is very deserving of this award," said Nancy, "even though he never wants to be put in the spotlight and just brushes praise off that he is just doing his job."



## Andy Fimbel

*Fimbel Garage Door*

The nominations were unanimously effusive about Andy Fimbel. "Andy is the best technician I have seen in my 16 years in the door industry. As the service manager here at Fimbel I have seen Andy step up to every challenge and come out on top every time," said one nominator. "Even in situations with apparently no solution, Andy seems to always find a way and make sure the customer is 100% satisfied. He is what I consider a "secret weapon" in the industry because he can make a problem vanish with his skill and care to details," they continued. "Andy should be the technician of the year because he is invaluable to the company and to the door industry as a whole." Another described Fimbel this way, "By far the best technician I have seen in my 17-year career. I have seen him install torsion inside a rafter due to lack of headroom parallel with the horizontal tracks, tube running from front to back. Another fantastic example of custom door work, Andy installed a small custom door in a knee wall that sat flush with the outside so it didn't even look like a wall was there."



Said another, "Andy Fimbel has been a garage door technician for most of his adult life (25 years). as our lead technician, he has been an integral part of Fimbel Garage Door's success. Andy's attention to detail and integrity makes for a fantastic installer. While Andy focuses mostly on higher end residential installer and service work, he is skilled in the commercial field as well. Frustrated with the cost and quality of professional painters and finishers; Andy decided to take over the custom painting and staining jobs for our customers. ... Andy is not one to have idle hands. He is constantly trying to learn new things and challenge himself. There is nothing that Andy can't do. To me, he is the technician of the year, every year."

Congratulations to Kayce and Andy for their outstanding work!

# AMERICAN MADE

## Denco Pro Cut Angle Cutter

- Cuts unhardened steel with precision and ease
- Performs accurately up to a 2x2, 12 gauge angle
- Accept no substitutions

## Denco Pro Cut Chain Break

- Smooth, easy operation
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- Heavy duty; breaks #65-#50 roller chain

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# What to Do If You Get Sued

By Brian J. Schoolman

**A**n unfortunate reality of being in business is that you are probably going to be a party to a lawsuit. Door dealers have exposure to a variety of different risks. They have technicians who are driving company vehicles to a variety of locations. They are selling and installing products and services to consumers. They employ a number of workers both in the office and in the field. And they have to comply with laws and regulations from federal, state and local jurisdictions, ranging from taxes to licensure to safety and more. Any one of those can result in someone concluding it is necessary to file suit.

Not every lawsuit is the same, and every jurisdiction has its own particularities. This article is not intended to provide a comprehensive explanation of everything you must do in your particular case. Rather it is intended to educate IDA members of some of the things to consider if they are unfortunate enough to find themselves as a defendant in a lawsuit

## Before the Lawsuit

You can't know when you are going to get sued, but you can do certain things in the operation of your business to make it better for you if and when it happens. The most valuable practice is having good written policies and good documentation. Regardless of the issues being litigated, the ability to demonstrate your facts through documentation is invaluable. If the issue is an OSHA violation, having a written safety policy that your company follows is important. If there is a claim of workplace discrimination, having a written human resources policy that has been consistently applied will provide strong evidence for defending against the claim. These aren't things that can be created after a lawsuit has been filed though. They have to exist and be used before the complaint drops.

Similarly, you can't magically create records that don't exist. Contracts and written proposals are the best evidence of the scope of work your company has agreed to furnish. An estimate, or a contract, or an invoice shows what you did and what you said it would cost. Photos and videos and written reports document the conditions your technicians find in the field, and state what was done by your company. When it comes time to prove what the conditions were, and what work was done, contemporaneous records are always better and stronger evidence than "he said, she said" reliance on someone's memory as a witness.

Finally, there is an added value in having writings that include acceptance, confirmation, and/or a signature from the customer. It's good to have an email to the client telling that person that your technician is going to remove and replace the parts and charge a certain estimated price. It's better if that email was



**Brian J. Schoolman**  
*Safran Law Offices*

responded to, or if the written estimate was countersigned. That way, it is that much harder for the client to claim she didn't know what was going to be done or didn't agree to the price.

## Once You Have Been Sued

Once you know that a lawsuit has been filed against you, it is time to get ready for the litigation process. If your business is incorporated or operates as an LLC, you will almost always have to retain a licensed attorney to represent the company. In North Carolina, as in most other states, a corporation or LLC can appear for itself in a small claims court action, but for anything beyond that, an attorney is required. And while it is always valuable to have a relationship with an attorney so that you don't have to suddenly track one down, not every attorney can represent you for every action that you face. My focus is construction law, so I would not be the best attorney for a client who was facing a tax collection action, or a personal injury case, or an immigration enforcement suit. Just as door dealers may or may not have sufficient expertise to do other construction work, you want to make sure your attorney has the competence to represent you for the particular matter in which you are involved.

Your lawyer is going to want you to take certain steps to prepare for the litigation. You should preserve all records that are relevant to the lawsuit. You should never destroy records, even if they are going to be negative for the case. The best practice is to preserve everything that is even arguably related to the litigation and gather them together into an easily deliverable "package" for your

attorney to review. I typically ask my clients to provide me with the contract documents, the billing documents, important correspondence, and any other paper and electronic records that they think I will need to fully understand the issues in the case. This won't be every piece of paper or email in the job file, but it will give me a head start on understanding the issues so that I can understand the case.

Another very important thing for the door dealer to do is track exactly when it gets served with the complaint. From the day the complaint is received, there is a limited amount of time within which to answer or otherwise respond to the complaint. The failure to answer or file some other response on time can result in a default being entered. If that happens, some or all of your defenses can be lost, and you may lose the case without getting to respond on the merits. When you get the complaint, write the date down or stamp it in, so you can accurately communicate the service date to your attorney.

Some claims may be covered by your insurance. Accordingly, make sure you give prompt notice to your insurance carrier after you get sued for any action that may provide coverage. Not only will insurance coverage perhaps mean you aren't facing a damages award, but you may also be entitled to coverage of your legal representation costs as well. And as with the time period for answering the complaint, the failure to give timely notice can result in a waiver of your insurance rights. So when in doubt, have a conversation with your insurance agent immediately, and determine whether the suit is something which is or may be covered.

One additional recommendation is to be discreet and thoughtful with how you communicate about the matter. The best-case scenario is that you make no communications whatsoever to anyone other than your attorney. Communications between you as the client and your attorney are privileged, and therefore cannot be discovered in most circumstances. But if you talk or write about the case with your employees, your friends or on Facebook, all of those communications are subject to discovery by the other side. Especially to the extent that you say or do something that undermines your defense of the claims, you do not want to be creating more detrimental evidence. If you have something you need to say, say it to your attorney first, and get her opinion on whether it is worth saying to someone else.

## During Litigation

Litigation is not pleasant. Take this as a given and be prepared to be reminded of this fact repeatedly throughout the process. A lawsuit will usually move slowly, cost a lot, and require far more of your time and attention than you want to give. Additionally, time you have to spend defending against a lawsuit is time you don't have to be focused on your other business goals.

For these reasons, it is always worthwhile to consider an economically rational way of ending the litigation, such as settlement. There is something to be said for standing on principle, but it will often take longer and be more expensive than looking for a way to resolve or compromise. Additionally, while having one's day in court may sound like an important goal, most trials are less

*(continued on page 32)*

vindicating than it would seem. So while the client always has the final say on how or whether to end the litigation, I will always encourage my clients to at least consider what would be an acceptable way to resolve a litigated dispute.

The presentation of the case is likely to require coordination of a number of people. You will need your witnesses to be available, which is likely to mean your employees. If someone leaves the business, keeping contact and good relations with that person can aid you with litigation of your case. For some actions, you will need one or more expert witnesses to help explain certain aspects of the case. Your network in IDA may be useful in that instance, since you know many reputable door dealers and installers who can testify regarding standard procedures and business operations. Plus, even if you don't know just the right person to call, someone you know and respect may be able to connect you to who you need.

Finally, keep in mind what the stakes are for your particular litigation, and

plan appropriately. There aren't many multi-million-dollar suits involving garage door companies, but if you have to face one, understand where your risks are. Do you have enough insurance to withstand that sort of a judgment? Is the claim only against the business, as opposed to you or your employees individually? If you have a bad enough outcome, can you avoid facing personal liability through bankruptcy or otherwise abandoning the corporate shell? These are discussions to have with your attorney, as well as your family and business partners. Sadly, the answer to a bad lawsuit is sometimes just walking away and starting over.

Hopefully this article can be purely an academic exercise for most IDA members. Being a professional and having the business practices that go along with that, means avoiding certain types of risks. But if a lawsuit should happen to be visited upon you, be sure that you are ready. Prepare now for what might come and keep being prepared for when it does.

#### About the author

Brian J. Schoolman is an attorney with Safran Law Offices in Raleigh, NC. Safran Law Offices has focused on the Construction Industry for over forty years, and is proud to have worked with and supported IDA and the door industry for over 25 years. For more information, please contact Brian at [bschoolman@safranlaw.com](mailto:bschoolman@safranlaw.com), or visit us at [www.safranlaw.com](http://www.safranlaw.com).



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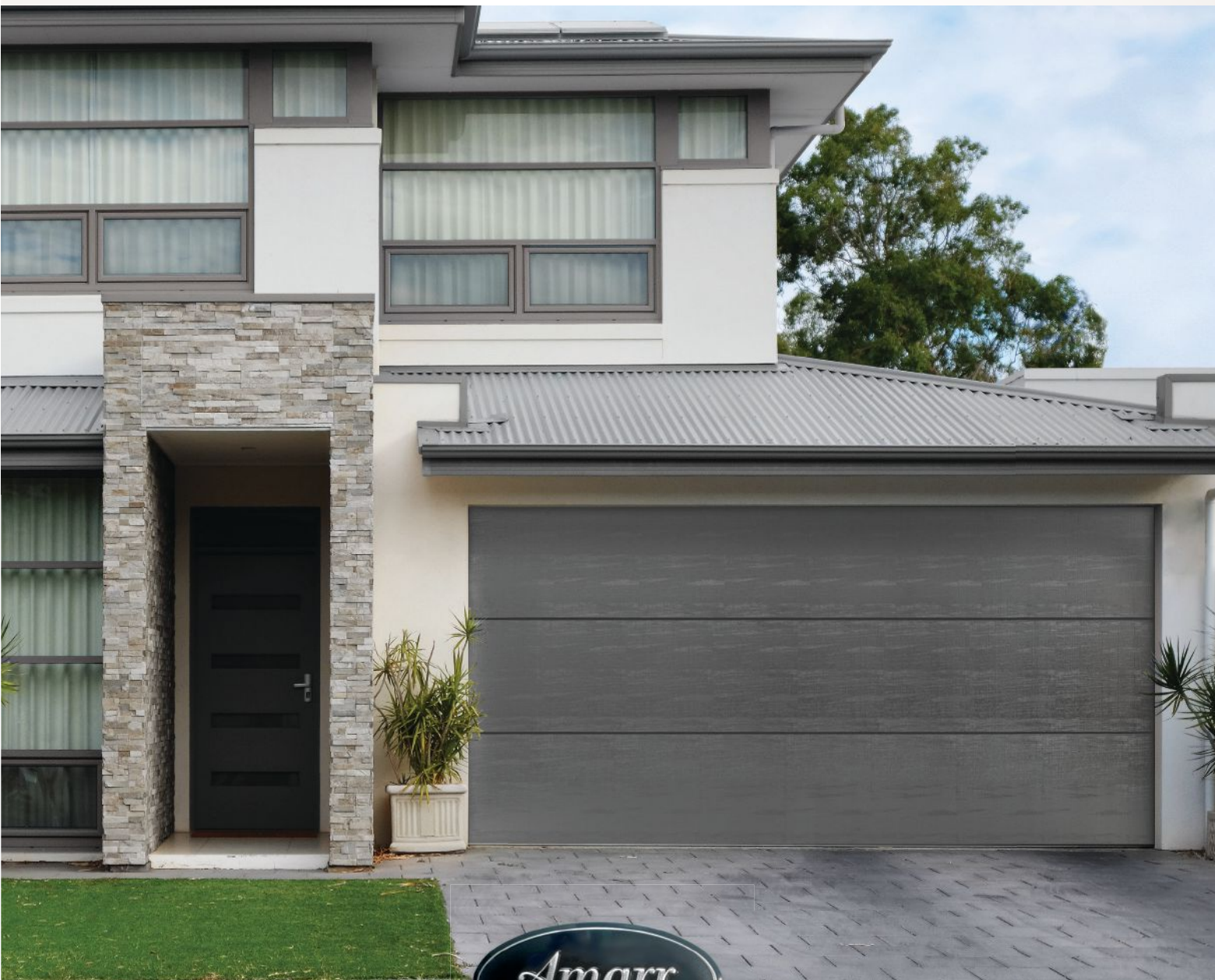
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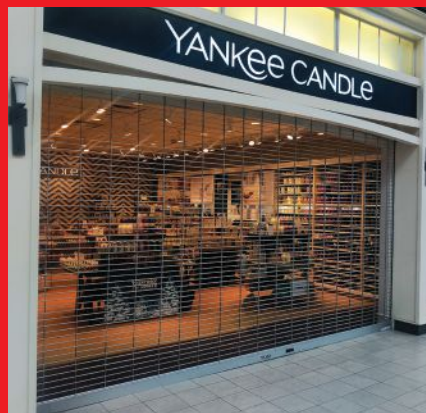
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# Highlights from IDA EduCon Spring 2023

## Record Attendance, Great Speakers, and More

---

The IDA 2023 Spring EduCon in Louisville was an unqualified success. A special thank you to all the supplier members, sponsors, speakers and attendees who helped make the event a success. With a record turnout of over 350 attendees, IDA EduCon provided valuable networking opportunities, educational sessions and a jam-packed exhibit hall.

All attendees took away valuable strategies and information on running a business, risk assessment and time management.

We will be bringing similar content to our next EduCon, October 19-21, 2023, in Milwaukee.

We highly recommend you be there.

Here are some highlights from the Spring EduCon.

### **Disruptions, Deceptions and Decisions**

**Steve Haffner**

In Steve Haffner's presentation, Disruptions, Deceptions and Decisions, Steve shared strategies for mitigating the effects that the stress from major disruptions has on our thinking and decision making. Key take-aways include creating a culture that promotes psychological safety and encourages thinking beyond the status quo, and how to keep your top-level goals and priorities top-of-mind to overcome the misdirection that comes with disruptions. He also showed how teamwork can help us identify blind spots in our own cognitive processing so we can make better decisions and achieve better outcomes.

### **Creating a "Playbook" for 2023**

**Byron Burland, Besser Brothers**

During this seminar, attendees gained a better understanding of the 50-30-20 rule. This consists of the importance of maintaining margins, passing on increases, and measuring your performance using basic key performance indicators (KPI's).

### **The End of Resumes and Job Boards**

**Jody Underhill, Rapid Hire**

Jody provided ways to get a flood of qualified applicants for almost any Home Service Company. It takes a special marketing strategy to get your offer in front of the kind of people you want to have representing your company and brand. Attendees discovered ways to increase applicant flow, create ads that bring in the right candidate, and how to ensure your application page is sufficient.

### **Using Risk Assessment as a Tool to Create Credibility, Quality, and Consistency, During the Sales Process**

**Tim Castello, Miller Edge**

Tim Castello Vice President of Operations for Miller Edge presented: Using Risk Assessment as a Sales Tool When Selling Automated Doors. During the presentation attendees learned through lessons on and interactive videos clips of actual events, the importance of using risk assessment during the sales process. Each attendee received three major takeaways: fundamentals of assessing risk associated with electronically operated commercial doors; how to use risk assessment as a selling advantage; and understanding why safety sells

### **Controlling Your Business Most Valuable Asset: Your Time**

**Adam Cronenberg**

Attendees learned how powerful making slight process improvements can be with a wo-second lean calculator. They were also given several automation software tools to help them build and document their business processes to gain time back in their day. They learned that the not enough time in the day mantra is really up to them on how effectively they can document what they do every day so that tasks never have to be repeated and everyone on their team knows the rules of the company game and how to play it.

## Welcoming Our New Board

During Spring EduCon, IDA announced our new Board of Directors. These new terms and roles coincide with the new Bylaws that were recently voted upon. The 2023-2024 Board of Directors are as follows:

Wesley Perry, Perry's Overhead Doors – President

Byron Burland, Besser Bros –  
Dealer Vice President and West Region Director

Dave Plowman, PDQ Door Co. Inc. –  
Treasurer and Northeast Region Director

Brenton Cheney, Frontier Building Products Pacific –  
Immediate Past President

Tim Castello, Miller Edge Inc. –  
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Brian Dee, Aaction Overhead Door, Inc. –  
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Adam Weber, A E Door & Window Sales – At Large Director

Melissa Whitacre, Carl's Door Service Inc.–  
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Jeremy Evener, Service Spring Corporation

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# Highlights from IDA EduCon Spring 2023

(continued)



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# Handling the Stresses of the Industry

By Roy Bardowell

Anyone who operates in our industry knows very well that day by day there could be many issues, concerns or other crises that must be overcome. I guess it is the nature of the garage door business to have problems. The way I see it, you can call it growing pains, the cost of doing business, or my favorite, just a SNAFU. (Situation normal – you know the rest.)

## 1. Don't fuss over trifles.

You should try not to worry, period. But if you do, worry about the bigger issues first and handle them as a team. When an issue is shared, the amount of stress on each team member will be reduced. It's dangerous and unhealthy for one person to take on the full load!

## 2. How to face trouble:

- a. Ask yourself, "What is the worst that can possibly happen?"
- b. Prepare to accept the worst.
- c. Try to improve on the worst.

Handle the issue calmly and quickly, but what's more important – don't make matters worse. There is no need to overreact. No matter what, keep a cool head and never yell at anyone. Normally people are offended and insulted when they're yelled at. Your people are the lifeblood of your business, so yelling will ONLY be counterproductive.

## 3. Remind yourself of the exorbitant price you can pay for worry in terms of your health.

I let stress get the better of me and had an aneurysm burst in 2014 resulting in left side paralysis. Becoming paralyzed and immobile is the worst condition you can experience. I went from being a very active person ready to climb 30 feet up a ladder to being wheelchair confined overnight. It's a game changer for sure, so watch your health first! Before being hospitalized in 2014, I was working on starting a garage door service company. My two boys took up the project and did it without a mentor and did it better than I could, which was very surprising.

All in all, you should never overreact and try and remain levelheaded all the time. Good or toxic behavior is infectious. If you're a leader, make sure your team members are doing their best work Physically and Mentally.

Only good stuff will result for your company with controlled behavior. Now go get 'em!



Roy Bardowell

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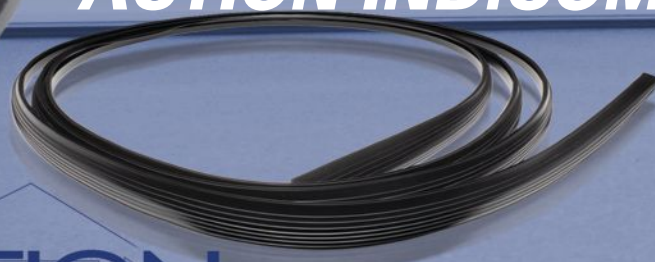


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# Boosting Your Service Quality with IDEA Certified Technicians

By Paul Jones, IDEA Director



**Paul Jones**  
Director, IDEA

In today's highly competitive business environment, providing exceptional service is paramount. One potent strategy to enhance your service quality is by engaging the skills and expertise of IDEA (Institute of Door Dealer Education and Accreditation) certified technicians.



IDEA certification is a prestigious benchmark in the door and access systems industry. It represents a technician's mastery of all key aspects of installation, service and maintenance of these systems, ranging from residential to commercial applications. Your business can enjoy several significant benefits by employing IDEA technicians or by training technicians to become IDEA certified.

IDEA certified technicians bring a high level of professionalism and skill to their work. They have undergone rigorous testing and training to demonstrate competence in safety standards, technical knowledge, and codes of conduct. This proficiency ensures that service calls are handled efficiently and effectively, reducing callbacks and increasing customer satisfaction.

IDEA certification instills trust and confidence in your customers. When clients learn that your technicians are IDEA certified, they gain peace of mind knowing that their door and access systems are being handled by individuals who have proven their ability to meet industry standards. This trust can lead to customer loyalty and positive word-of-mouth referrals, strengthening your brand reputation.

Certified technicians can aid in risk management. IDEA certified technicians are trained to adhere to industry safety protocols, reducing the potential for accidents, and subsequently lowering insurance costs.

Investing in IDEA certification shows your commitment to excellence and continuous improvement. It sends a powerful message to both your employees and customers that you value quality and professional growth.

Leveraging IDEA certified technicians can significantly improve your service quality, enhance customer satisfaction, and bolster your company's reputation. By aligning your business with IDEA's high service and safety standards, you ensure a level of service that sets you apart from competitors, propelling your business towards greater success.

## About the author

Paul Jones grew up in the door industry as a third-generation door installer and service technician. Paul currently sits on the IDEA Board of Directors. He is an IDEA Accredited Door Dealer with R&S Erection of Richmond, Inc., an IDEA Certified Master Technician, an IDEA Certified Gate Operator Installer, an IDEA Certified Gate Systems Designer, and an IDEA Sanctioned Trainer. .

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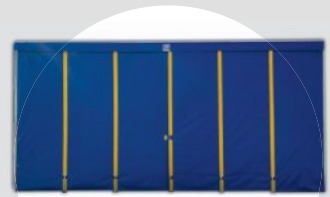
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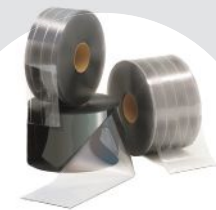
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# In Memoriam

## Ted Thorell

---

Ted was a good friend, we met in 1967. I was working for American Tobacco Company in sales and Ted joined the company later that year. As far as I can remember Ted had always been in sales. He left American Tobacco Company, for a sales job with a company that manufactured dry wall material. From there he went to work in the Door Industry. I believe he spent the rest of his career in the door industry. Ted and I worked for the original Porvene Roll-A-Door, (now known as Porvene Doors.) Ted managed Porvene Roll-A-Door's office in Dallas, Texas, he also worked for Windsor Door Company as Western Region sales Manager. Ted worked in many ways to help support the rolling door industry. He was on the Board of the Far Western Door Association, the International Door Association. and Metal Building Dealers Association. I will miss Ted. We always kept in touch with each other all these years! Our sympathy and prayers go out to Michelle Holguin, Ted's daughter, and her family.

**Harry Hughes**

Ted was a dear friend who I've had the pleasure of knowing for over 40 years. I had my own door company in Houston, Windsor Door of Houston, and had previously worked for Hollywood Door of Houston. I sold a lot of Porvene and Windsor Doors. Ted, Harry Hughes and I loved playing golf. So we would try and team up at all the door shows. Later in my career I had sold my interest in my door company and I had to sign a non-compete in Houston. I immediately got a call from Ted and he bought Incline Door in Reno, Nevada, and wanted me to move out to Reno and run his commercial door sales. I even lived with Ted and Barbara for several months before getting my own place. Ted and I loved dogs. He and Barbara had just bought this beautiful Akita puppy and the dog and I just really bonded. Ted would get so mad when I would come in the door the dog would be so glad to see me he would pee all over the floor. Ted would holler at me and say, "don't excite the dog!" I tried not even greeting him but It didn't work. He peed on me and around me; it was really funny, but Ted wasn't laughing. It was some of the best times of my life living in Reno. Things got bad in the door



*Ted in Sweden*

business in Reno. So I moved back to Houston and became a Regional Sales Manager for the Cookson Company. I worked for them for 16 years and Ted was back at Porvene and asked me to come work for Porvene. So, I was back working with my good friend again. We've stayed in touch all these years and he's been my friend forever. My sincere condolences to Ted's daughter Michell. I'll miss him dearly.

**Frank Thomas**

It has been 40 years since I bought my first Porvene door through Ted Thorell. I was glad we were still having those conversations within the last two years. Ted epitomized so much of what is good in our industry. He was straight forward, easy to work with, and helpful, always. I hope his spirit will continue at Porvene and with all of us. He will be missed. My condolences to you and his family.

**Lance Little**  
**Security Garage Door**

Lance, thank you for your heartfelt words as we reminisce about Ted's Legacy. Ted impacted a lot of people on an individual basis, and I agree with you that he exemplified this industry in a positive way. Above all, his integrity and putting the utmost value for everyone on an individual basis is that spirit that you mention. I knew Ted for 30 years and spent most of that time working alongside him. I did learn so much from his deeply imbedded professionalism and ethics that remains key and part of the foundation of

Porvene because he was instrumental laying down that foundation for Porvene. We will try to emulate Ted, however there was only one Ted, and difficult to match. With that said, his spirit and legacy will continue as life and business continues, he will truly be missed by his own, his Porvene family, and so many as you on an individual basis.

**Matt Stoffel**  
**President, Porvene Doors Inc.**



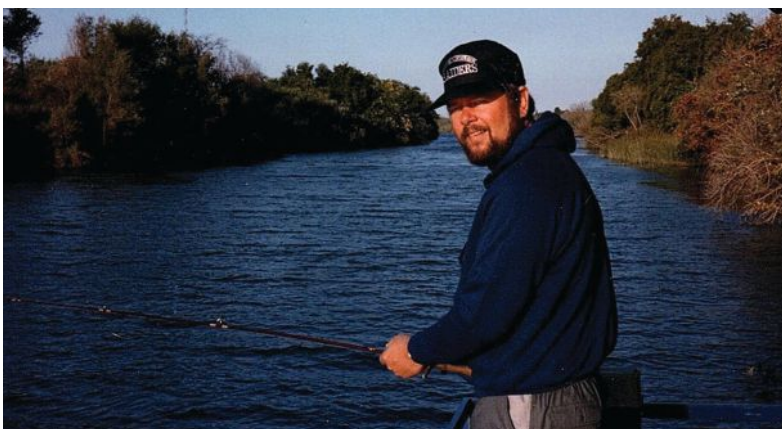
*Ted at Home*



*From left to right, Frank Thomas and spouse, Harry Hughes and Spouse, Ted and Barbara Thorell and far right Gary Peters and spouse (owners of Porvene Doors) at an IDA Expo in Las Vegas.*



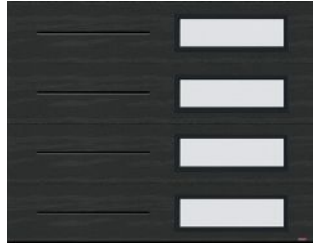
*From Left to right Jean Albillar, Ted, Harry Hughes, and Ron Stapleton.*



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- **Injection molded**



2CM610B-16 (as shown)  
2CM600B-16



2CM600B-18 (as shown)  
2CM610B-18



2CM500B-16 (as shown)  
2CM510B-16



2CM510B-18 (as shown)  
2CM500B-18



2CM510B-24 (as shown)  
2CM500B-24

## HINGES

- **Built with a true hammered iron look**
- **Made from the finest black resins**
- **UV stable**
- **Injection molded**

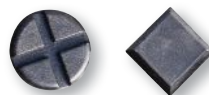


2CM700B-08  
(as shown)  
2CM710B-08

2CM710B-11  
(as shown)  
2CM700B-11

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## Raynor® Welcomes New Director of Manufacturing

In January, Raynor Garage Doors welcomed back **Jason Bronowski** to the Raynor Family as the new Director of Manufacturing. In this role, Jason will be responsible for all aspects of manufacturing.



Jason previously worked for Raynor from January 1995 to September 2012. He started as a Manufacturing Engineer and was later promoted to Manufacturing Engineer Supervisor and was instrumental in several major projects, including moving the Steel Door line, twice.

Bronowski comes from Zurn Elkay Water Solutions where he held the position of Manager of Product Engineering as well as other roles within their Plumbing Products division. His experience in the garage door industry, his background in manufacturing and his understanding of Raynor Garage Doors are critical to Raynor's transformation forward and future success!

## Raynor Worldwide Announces New Chief Operating Officer

In January, Raynor Worldwide announced the promotion of **JD Stearns** to the position of Chief Operating Officer (COO). In this new role, JD will work directly with each of the Company's Division Presidents to collaborate and coordinate strategic priorities and tactical plan. His role will further our efforts to be your supplier of choice and the leading garage door manufacturer.



JD joined ProDoor as Chief Operating Officer in 2013, supporting the company in developing its manufacturing systems and scaling its wholesale platform. JD was promoted to President in 2021 when ProDoor became part of Raynor Worldwide. In that role, he is responsible for the day-to-day activities of ProDoor as well as providing oversight for the strategic plan execution of the Company.

Prior to his time at ProDoor, JD served as Vice President of Operations with Builders FirstSource from 2003 - 2012 and was Chief Operating Officer of LumberOne from 1998 - 2003.

JD's industry experience and background in manufacturing along with his strength in leadership and understanding of Raynor are integral to Raynor's transformation forward and future success!

## Raynor® Promotes 4th Generation Family Member to Director of Logistics at Dixon, IL Facility

In November, Raynor Garage Doors promoted **RJ Shannon** to the position of Director of Logistics. In this role, RJ will provide leadership to the distribution centers, and transportation and inventory control will be under his purview.



RJ is participating in Raynor's Next Generation Management Development Program, which is a rotational leadership program that provides a 360-degree understanding of the Raynor business and is a platform for continuous personal growth, and an avenue for future contribution to Raynor's success. Director of Logistics is RJ's next step in this program.

RJ began his Raynor career as a Customer Service Representative, a role that allowed him to gain essential training and background in all aspects of Raynor's product lines and the front-end business processing systems, and customer interactions. After a brief stint as Residential Product Manager, RJ was promoted to Regional Sales Manager in January 2020, a role that deepened his knowledge of customer relationships, Raynor's go-to-market strategy, and the industry at large. Then in April 2022, RJ was promoted to the position of Dixon Distribution Center Manager, where he was fully responsible for the operations of finished goods inventory, selecting of orders, managing customer pickups as well as customer shipments. In addition to his day-to-day responsibilities, RJ has also been a major contributor to the organization structure and layout of the Corporate Drive Campus facility.

RJ is a native of the Dallas, Texas area and earned his Bachelor of Science degree in Industrial Distribution with a minor in Business Administration from Texas A&M University. He earned a Master of Business Administration from the University of Chicago Booth School of Business and began his professional career in Chicago as a Territory Sales Representative for Softchoice Corporation. He was later recruited to join a new venture of General Electric Corporation, GE Digital, as part of their foundational inside sales team.

RJ's impressive background and continued experience at Raynor are an asset to the future success of the business and a critical aspect to the continued focus on maintaining the integrity of operating as a family owned and operated business, with strong family values and true focus on customer relationships.

### Raynor® Welcomes New National Accounts Sales Manager

In April Raynor Garage Doors welcomed **Ryan Teklinsky** to the Raynor Family as the newest National Accounts Sales Manager. In this role Teklinsky will be responsible for developing relationships with current and prospective Raynor National Account partners.



Teklinsky most recently worked at and co-owned Emtek Property Group in Pittsburgh, PA. Prior to that, he worked for BEA, Inc., holding the positions of Sales Executive, Distribution Sales Manager, and Industrial Sales Manager.

Teklinsky brings a wealth of knowledge in customer relationship management and relevant industry experience. We are excited about the addition and look forward to our continued growth together.

### Raynor® Promotes Senior Product Manager

In January, Raynor Garage Doors promoted **Stacey Hummel** to the position of Senior Product Manager. In this role, Hummel will continue product planning and developing the market strategy for products and execution throughout the product lifecycle.



Hummel joined Raynor in April 2017 as a Product Manager. In that role, she has been responsible for creating impactful products and strategies across the brand families. Her biggest product rollouts include several new Raynor model launches (Aspen LuxeVue AP200LV, Country Manor, Eden Coast by Raynor and Aspen Contempra AP200N) and was the project lead for the Richard-Wilcox Landmark line conversion and launch in 2018. Additional noteworthy products brought to market under Hummel include the introduction of Distinct Finish Woodtones and recessed ranch panel option for Aspen, as well as maximizing the Aluminum product offering with ThermaXPS insulation and Sleek Sightline glass stylings.

She has an abundance of knowledge and unsurpassed drive keeping Raynor hyper focused on providing the best residential product assortment!

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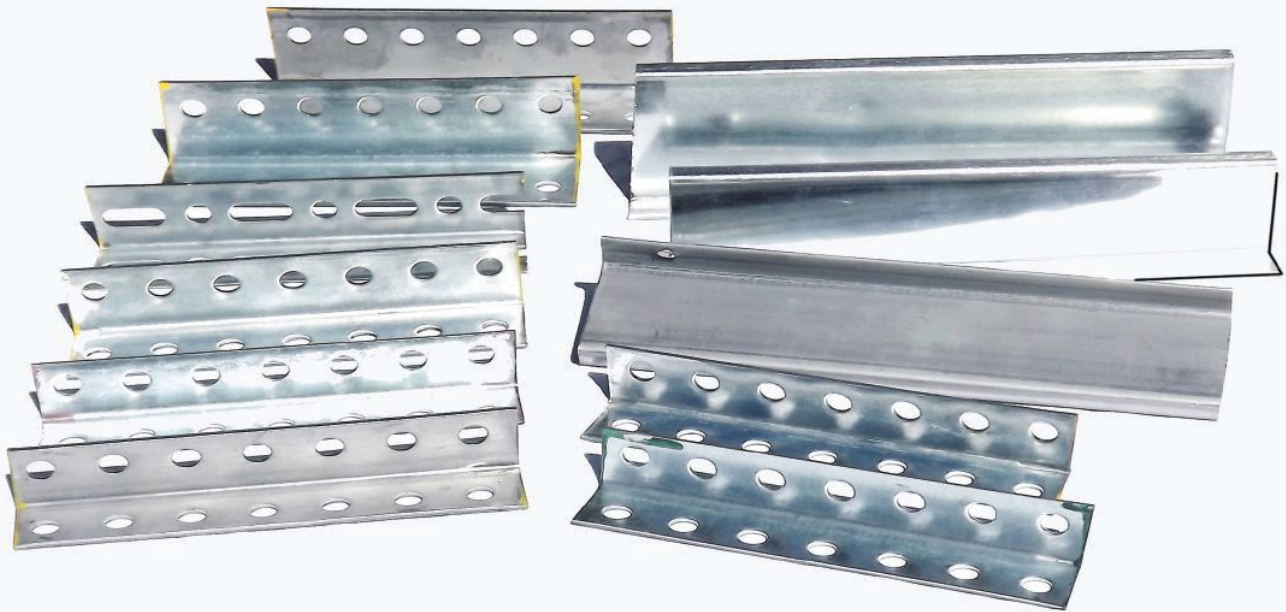
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## Garage Door Innovation Helps Building Owners Maximize Real Estate Usage



ArmRLite recently announced that its luxurious and durable overhead garage doors with integrated ADA-compliant pass-through doors are now available in a wider range of custom sizes, including widths between 8' and 10' 2" and heights between 8' and 14'. With an array of color, glass, and energy-efficient options, these innovative doors are sure to bring convenience and luxury to any space! ArmRLite's 100% welded construction provides the highest degree of flexibility for unique applications and is backed by a 5-year frame warranty. In addition, ArmRLite offers roll-up doors with integrated step-over pass-through doors that are perfect for private use. ArmRLite is dedicated to providing innovative solutions driven by customer needs. The integrated pass-through doors allow home and business owners to maximize the use of their residential or commercial real estate, experience a convenient, luxurious door solution that meets ADA requirements for egress, and save time, money and energy. For more information, please visit ArmRLite's website at [www.armrlite.com](http://www.armrlite.com).

## Clopay® Adds Chevron Design to Popular Faux Wood Garage Door Line

Clopay continues to expand the style options in its best-selling Canyon Ridge® faux wood garage door line with the introduction of a new Chevron design.



Chevron is a retro-inspired pattern of connected V's.

It has only been available as a custom wood door; this is



the first time it has been offered in a moisture-resistant composite material.

The handcrafted motif comes in four patterns—an "A" design and an inverted "V" design, as well as right or left diagonal—and, like all Canyon Ridge doors, is offered in many sizes, nine colors, and the option to add windows or decorative hardware for customization. The geometric patterns add luxurious European character, similar to today's flooring designs.

"Natural is the new neutral, and Chevron is a perfect way to warm up monochrome light and dark exteriors with eye-catching patterns and texture," said Justin Evans, vice president of residential marketing for Clopay. "We're thrilled to offer this homeowner-requested design that complements a variety of home styles and offers the look of wood with less upkeep."

Canyon Ridge faux wood garage doors are constructed with a durable, low-maintenance woodgrain composite adhered to 2-inch-thick polyurethane insulated steel core. The moisture-resistant cladding won't rot, warp or crack, and like wood, it can be painted or stained. With a 20.4 R-value, the line is Clopay's most energy efficient, durable and secure.

The new Chevron garage doors are available with Clear Cypress or Mahogany cladding and overlays. Visit [clopaydoor.com](http://clopaydoor.com) for more information.

### About Clopay® Corporation

Founded in 1964, Clopay® Corporation ("Clopay") is the largest manufacturer and marketer of garage doors and rolling steel doors in North America. The company sells residential and commercial overhead sectional doors



through leading home center retail chains and a network of over 2,500 independent professional dealers under the brands Clopay, Ideal, and Holmes. Rolling steel doors and grilles for commercial, industrial, institutional, and retail use are sold under the Cornell and Cookson brands.

Clopay is headquartered in Mason, Ohio, and operates four manufacturing facilities and 52 distribution centers. For more information, visit [www.clopaydoor.com](http://www.clopaydoor.com).

## Clopay® Unveils New Modern Steel Ultra-Grain® Plank Garage Door

Clopay is introducing a Modern Steel garage door design featuring digitally printed horizontal planks with a wood-look appearance on insulated flush panel steel. The planks vary in length for a woven look with no repeating grain pattern.



The versatile garage door style complements mid-century, farmhouse, coastal cottage and transitional home styles with clean horizontal lines, simplistic pattern and a nice tonal variation for visual interest.

The Modern Steel Ultra-Grain Plank line comes in two colors: Kona, which is a dark brown; and Coastal Gray, a light finish that marries natural and subtle blue-gray undertones—offering a reclaimed wood appearance without the yellowing that can eventually come with wood. Add optional windows with contrasting frame colors to enhance the look and add texture to light or dark neutral exteriors.

The garage door is available in sizes up to 20' wide and 16' tall with or without windows. Visit [clopaydoor.com](http://clopaydoor.com) for more information.

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## Clopay® Corporation Introduces LED Light Kit for Rolling Doors and Grilles



Clopay® Corporation, a leader in closure products for commercial, residential, industrial, institutional, and retail applications is now offering an LED-illuminated Light Kit for its Cornell and Cookson brand rolling doors and grilles to help prevent damage, downtime, and costly repairs to fire and EMS stations, warehouses, and parking garages.

Easily mounted to the door guides, the highly-visible LED strip lights combine illumination and indication into one simple and powerful device.

The LED lights turn solid red when the door is closed and flash when in motion, or if the operator loses power. Solid green lights indicate when the door is fully open. White LEDs notify when the door's safety device triggers or photo eye malfunctions.

The double-sided kits are available for back-in stations (inside and outside) in 5', 10', or 15' systems and can be retro-fit or installed on new standard and high-performance rolling doors, grilles, and counter doors, excluding fire and smoke-rated products.

*(continued on page 66)*

To learn more about the LED Light Kit, visit:  
<https://www.cornelliron.com/accessory/led-light-kit>.

## About Clopay® Corporation

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Clopay is headquartered in Mason, Ohio, and operates four manufacturing facilities and 52 distribution centers.

## Fecon Debuted FMX28 Bull Hog® Compact Excavator Mulcher at CONEXPO-CON/AGG 2023



*Fecon recently debuted the FMX28 mulching attachment at CONEXPO-CON/AGG 2023 in Las Vegas. Capable of mulching overgrowth, underbrush and small trees, the FMX28 offers a versatile solution for clearing property lines, pastureland, real estate lots, ditches, trails, fencerows and invasive species, and more.*

and invasive species, and more. Paired with 3.5- to 8-ton excavators, the compact package makes it easy to access traditionally difficult-to-reach places with precision — making it a perfect fit for owner-operators, rental centers and right-of-way maintenance.

LEBANON, Ohio (March 30, 2023) — Fecon LLC, a leading global manufacturer of heavy-duty site preparation attachments and forestry accessories, recently debuted the FMX28 Bull Hog® compact excavator mulcher attachment at its booth at CONEXPO-CON/AGG 2023 in Las Vegas. Capable of mulching overgrowth, underbrush and small trees, the FMX28 attachment offers a versatile solution for clearing property lines, pastureland, real estate lots, ditches, trails, fencerows

The excavator-mounted FMX28 allows for surgical precision in vegetation management, enabling the removal of a single tree in a group or even specific branches that need to be trimmed back from obstructions — an ability traditional skid-steer mounted mulching heads can't offer. Unlike competitive units which are simply shrunk down from a larger design, the FMX28 features a design purpose-built and optimized for standard flow excavators that are 3.5- to 5-tons and can operate with as little as 12 gpm, ensuring exceptional performance in demanding site clearing and mulching applications. With an overall width of 40 inches and a working width of 28 inches, the attachment mounts on excavators up to 8 tons, allowing a narrow mulching cut for precision vegetation removal. A variable displacement hydraulic motor optimizes rotor speed and torque for maximum production in small or larger materials.

“We were thrilled to showcase the FMX28 compact excavator mulching attachment for the first time at CONEXPO-CON/AGG 2023,” said Mark Middendorf, Fecon’s executive vice president of sales. “Our portfolio of world-class forestry attachments are specifically designed to be purpose-built with the versatility and durability customers can count on to tackle virtually any site-clearing task with ease.”

The mulching head features 14 reversible knife tools on a bite-limiting split ring rotor. The rotor design protects the carrier and provides ease of use for even inexperienced operators by virtually eliminating the possibility of overloading the attachment. The fixed knife design ensures a consistently small chip size and effective management of all vegetation from trees up to 5 inches in diameter. The reversible Cubit knives extend the total life of the tool to 140 to 200 hours per edge.



*Paired with the smallest class of excavators, the compact package allows the FMX28 mulching attachment easy access to traditionally difficult-to-reach places with precision—making it a perfect fit for owner-operators, rental centers and right-of-way maintenance.*

Fecon also offers a Cubit carbide tool option for applications

that require high levels of ground clearing, especially in rocky soils. The attachment's unique rear throat design narrows as the material passes, trapping oversized pieces of debris in the blade area to ensure proper and uniform chip size and controlled material disbursement.

A video demonstration of the FMX28 is available at <https://www.youtube.com/watch?v=WG0d5P6wIRk&t=1s>.

### About Fecon LLC

Established in 1992 near Cincinnati, Fecon manufactures the Bull Hog®, the #1 selling forestry mulcher. It also manufactures tracked carriers and tractors, as well as a full range of heavy-duty site-preparation attachments and other equipment for vegetation management. Its products are sold through equipment dealers and distributors worldwide. For more information: Fecon LLC, 3460 Grant Drive, Lebanon, OH 45036; contact Mark Middendorf at 513-696-4430, via e-mail at [mjmiddendorf@fecon.com](mailto:mjmiddendorf@fecon.com), or visit [www.fecon.com](http://www.fecon.com).

*\*All images courtesy of Fecon LLC.*

## Fit and Function: Brass Knuckle Application Expertise Precisely Matches Job to PPE

### Major automakers embrace thin, strong, dexterous Brass Knuckle® SmartCut™ BKCR2403 for assembly work

Major automakers, two in the past year, have embraced Brass Knuckle® SmartCut™ BKCR2403 Cut-Resistant Gloves for assembly operations in their U.S. plants. These gloves offer ANSI level A2 cut protection balanced with extreme dexterity for tasks calling for very fine motor skills. They're perfect for the dual demands of automobile manufacture: ruggedness and tactile sensitivity.



Application expertise is critical to delivering personal protection equipment that suits its function precisely. It's not just about material thinness, but fit, feel, and functionality. It's not just about grip, but the appropriate amount of grip.

SmartCut™ BKCR2403 is an 18-gauge glove with the cut resistance of a much thicker product. Its HPPE (high

performance polyethylene) and glass-fiber shell are lightweight. A black polyurethane palm coating delivers reliable abrasion protection and enhanced grip.

A coating that is too thick and grippy won't be compatible with the rotational tools inherent to auto manufacturing such as drills and screw guns. When used with these kinds of tools, a glove with too much grip can cause wrapping – literally, the fingers can become wound-up in the tool.

But going too far the other way isn't the answer, either. Coating that is too light can make picking up small parts difficult. Also, a light coating that is not properly adhered to the glove can flake off.

SmartCut™ BKCR2403 Cut-Resistant Gloves strike that perfect balance this automaker's application required.

It is application expertise that enables Brass Knuckle to provide PPE that serves as a precision tool tailored to specific job types. The southern auto plant had been using a thicker glove. But when introduced to a thinner, more tactile glove with identical cut protection, plant management immediately recognized the benefit to assembly workers.

A better-fitting, more effective glove also promotes compliance, as employees don't mind wearing a glove with lifelike feel and no bulky bunching. Optimum fit minimizes muscle stress by eliminating the feeling that a wearer's range of motion is restricted. SmartCut™ BKCR2403 Cut-Resistant Gloves proved the ideal solution.

For more information, visit <https://www.brassknuckleprotection.com/>.

### About Brass Knuckle

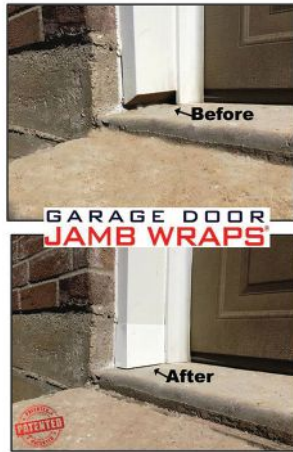
Brass Knuckle is a member of the Volk Enterprises family of companies, whose international strategic alliances with documented professional supply partners allow for a full range of safety products, programs, and services to clients across the globe. From product inception to quality control, we manage every aspect of product development to ensure ergonomics, protection, and cost efficiency, maximizing compliance and safety. For more information, contact Brass Knuckle® Safety Products, 1335 Ridgeland Parkway, Suite 120, Alpharetta, GA 30004. Phone: 770-674-8930. [www.brassknuckleprotection.com](http://www.brassknuckleprotection.com).

*(continued on page 68)*

## RE-SOURCE Introduces Garage Door Jamb Wraps®

Re-Source Industries has added Garage Door Jamb Wraps® to its product line.

The patented Garage Door Jamb Wraps® protect garages from rodents, snakes, and other pests. By closing the jamb bottom gap, they stop dirt, grass clippings, and trash from entering garages and prevent garage jambs from premature rotting.



Garage Door Jamb Wraps® are produced from 22-gauge cold-rolled steel and are available in 4 powder-coated finishes – brown, almond, sandstone, and white. They can also be painted to match existing finishes. Jamb Wraps fit 2" x 6", 2" x 8", 2" x 10", and 2" x 12" door jambs. Jamb Wraps are in stock and available for immediate shipment. Dealer and distributor inquiries are welcome.

Re-Source welcomes customers' suggestions about products they would like us to add to our lines, and we take those suggestions seriously. We're your Re-Source. Call 1-866-316-7337 or log onto our website at [www.re-sourceind.com](http://www.re-sourceind.com) to purchase or set up an account.

### About Re-Source Industries:

Re-Source Industries is a national wholesale distributor of door hardware, springs and torsion components, fasteners, chain hoists, weather seals, commercial garage door operators, residential and commercial operator radios, controls, parts and accessories for all major operator brands. The product line also includes the largest selection of decorative garage door hardware in the industry. For more information, contact Re-Source Industries at 4901 N. Beach St., Suite 200, Fort Worth, TX 76137. Toll Free: 866-316-7337. Web: [www.re-sourceind.com](http://www.re-sourceind.com).

## Midland introduces new Landscape Window

In May, Midland Garage Door unveiled a new Landscape Window. This sleek and modern window is available in both Single and Double placements and features a low-profile design that allows natural light to enter while maintaining a contemporary aesthetic. The new window is offered in Residential ThermoGuard™ Flush Panel, with White and Black Frames available, and a choice of Plain, Satin, or Double Dark Glass.



## Miller Edge Introduces Parkdoc™ for Residential Door Market During Webinar

On May 3, 2023, Miller Edge hosted a live webinar where they announced the launch of ParkDoc™, a residential parking aid with a promotional advantage.



ParkDoc is a parking curb for use on interior residential garage flooring. Drivers can park their vehicles in the optimal position in their garage with ease, avoiding the risk of damage to garage doors and vehicles as well as impact with items and walls in close quarters. When vehicle tires make contact with their ParkDoc, drivers know they have reached their prescribed parking location.

Unlike competitor parking aids, ParkDoc can be customized with a company name and contact information, giving garage door companies a high-impact way to promote their brand. When used as a sales and marketing tool, ParkDoc™ can be offered to homeowners as a thank you gift for new business, as a service reminder, or with ParkDoc's retail packaging, as an add-on sale.

"Promotional items we currently use, like branded stickers, are great but when the garage door is open, which is when homeowners are in the garage, they can't see my information," shares Kevin Pettiette, Owner of Smokey's Garage Door in Phoenix, AZ, ParkDoc beta tester, and past International Door Association President from 2019 to 2021. "What's nice about ParkDoc is my company name and phone number is readily available to our customers. It makes a bigger impact because if homeowners have an issue with their garage door, my information is right there in front of them, and they know who to call."

ParkDoc is available to purchase in two models: PD-16-C for customized ParkDoc or PD-16-M for Miller Edge branded ParkDoc. Customers can order ParkDoc via MyEdge. milleredge.com, by emailing info@milleredge.com, or by calling 800-220-3343. To learn more and to watch the webinar, visit [www.milleredge.com/parkdoc.html](http://www.milleredge.com/parkdoc.html).

#### **About Miller Edge, Inc.**

Miller Edge is the leading North American manufacturer of UL 325 recognized sensing solutions for motorized commercial doors and automated vehicular gate systems. The product line includes touch sensitive and non-contact devices such as sensing edges and photo eyes, in addition to a complete line of accessories designed to ease installation and enhance the level of safety for automatic door and gate systems. [www.milleredge.com](http://www.milleredge.com)

### **Miller Edge Offers New Pulsed Photo Eye Kits for Door Market**

Miller Edge announces the new pulsed monitoring kits for TruGuard™ reflective and OptiGuard™ thru-beam photo eyes developed for commercial overhead door operators.



Each kit includes a photo optic system bundled with a Miller Edge Signature Module (model SM-102) that, when installed, is compatible with most commercial door operators in the US and Canada that accept 2-wire photo eyes. Initially released with 10K ohm and normally open outputs, the addition of the Signature Module expands the compatibility of TruGuard™ and OptiGuard™ to more commercial door operators.

When asked about the new pulsed TruGuard™ reflective

and OptiGuard™ thru-beam photo optic kits, Kevin Ward, Senior Technical Product Manager at Miller Edge, shares, "These photo eyes are an upgrade from the low-cost eyes normally included or sold with operators. The increased range is key on doors 20-feet and wider, as well as them being much more robust in their IP67 enclosures with steel hoods. These features make them an excellent option in even the harshest of conditions."

To order, specify TruGuard™ pulsed kit model TG-R-PKIT and OptiGuard™ pulsed kit model OG-T-PKIT. For operator compatibility, contact Miller Edge at [info@milleredge.com](mailto:info@milleredge.com) or call 800-220-3343.

#### **About TruGuard™ Reflective Photo Eye**

The Miller Edge TruGuard™ monitored retro-reflective photo optic system features a polarized light beam and corner cube reflector that reject false reflections and increases sunlight immunity. The emitter and receiver are combined in the same IP67 rated housing, which is mounted with a durable bracket/hood. The reflector, equipped with a hood for added sunlight immunity, reflects the beam back to the emitter/receiver unit. TruGuard™ is available with normally closed and 10K ohm outputs (model: TG-R-K10) or as a pulsed kit (model: TG-R-PKIT) available for specific operator compatibility. LED indicators ease alignment making the system easy to install. TruGuard™ is a UL 325 Recognized Component.

#### **About OptiGuard™ Thru-Beam Photo Eye**

The Miller Edge OptiGuard™ monitored photo optic system offers thru-beam protection with a 100-foot operating range. Combined with its rugged IP67 rated emitter and receiver housings, OptiGuard™ can be mounted vertically or horizontally to meet your safeguarding needs. The durable mounting bracket/hoods offer additional protection against debris and serve as weather and sun shields. OptiGuard™ is available with normally closed and 10K ohm outputs (model: OG-T-K10) or as a pulsed kit (model: OG-T-PKIT) available for specific operator compatibility. LED indicators ease alignment making the system easy to install. OptiGuard™ is a UL 325 Recognized Component.

#### **About Miller Edge, Inc.**

Miller Edge is the leading North American manufacturer of UL 325 recognized sensing solutions for motorized commercial doors and automated vehicular gate systems.

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# Product News (continued)

The product line includes touch sensitive and non-contact devices such as sensing edges and photo eyes, in addition to a complete line of accessories designed to ease installation and enhance the level of safety for automatic door and gate systems. [www.milleredge.com](http://www.milleredge.com)

## Raynor® Introduces NEW Polystyrene Insulated STS Doors



Raynor Garage Doors is delighted to announce their NEW steel two-sided polystyrene insulated, 2" thick Commercial and Residential door models, Raynor EnergyCore and Encore!

Raynor EnergyCore opens a world of opportunity and color for commercial applications at a competitive price point. Engineered for durability and energy savings, this steel two-sided door is available in either 26 gauge (EC200) or 24 gauge (EC224) exterior steel.

Available in a variety of colors and styles, Raynor EnergyCore is the perfect solution for many commercial applications.

The Raynor Encore steel two-sided residential garage door boasts both beauty and practicality. This door comes in a variety of styles and colors, including the stylish shaker panel, as well as four new colors not offered on any other Raynor model. The variety of options paired with a granite surface texture, embossed panels, and thermal benefits, give homeowners the perfect door to enhance the look of their home at a competitive price point.

## Raynor® QuickDock, the Future of Dock Doors



With an installation time of under 30 minutes per door, half the time of a standard dock door, Raynor's new patent pending QuickDock door re-imagines dock doors with our customers in mind. From installation to maintenance and security, Raynor has engineered the first ever solution to make the entire process easier, faster and safer.

This patent pending door system has turned installation and service pain points into innovation and opportunity, getting installers in and out faster and businesses up and running with minimal downtime. The future of dock doors starts today with Raynor's QuickDock!

## Skylink Introduces Groundbreaking Side Mount Garage Door Opener, Revolutionizing Home Security and Convenience

**Ultra Compact Design:** Skylink's Side Mount Operator distinguishes itself from traditional offerings with its groundbreaking design, measuring less than 4" wide. This innovative product enables installation in spaces previously considered unsuitable or too cramped for standard side mount garage door openers.

**Versatile Installation:** Unlike conventional openers, our SMO can be effortlessly installed in a wide range of applications, such as a garage with a low ceiling, obstructed area, or unique configuration.



**Enhanced Security:** Skylink understands the importance of safeguarding your home and loved ones. The SMO is equipped with advanced security features, including a vertically mounted power door lock and rolling code technology, which ensures a new code is generated every time the remote control is used. This cutting-edge technology prevents unauthorized access, providing you with peace of mind.

**Smart Home Integration:** Seamlessly integrating with existing smart home ecosystems, the SMO can be controlled remotely via smartphone with the Skylink Orbit app or voice-activated with Alexa or Google Assistant offering unparalleled convenience and enhances your overall connected living experience. Add remote lighting that is automatically controlled by the operator opening and closing with the LX318 Light Control Module.

"As pioneers in the home automation industry, we continuously strive to develop products that cater to the unique needs of our customers," said Philip Tsui, CEO of Skylink. "The Side Mount garage door opener embodies our commitment to innovation, allowing homeowners to overcome installation limitations and experience the utmost convenience and security."

The Skylink SMO is slated for release late summer 2023 and will join our full lineup of powerful, quiet and innovative garage door openers. To learn more about our products and stay updated on the official launch date, please visit the Skylink website at [www.skylinkhome.com](http://www.skylinkhome.com). To qualify for our SMO beta program call 1-888-27ATOMS (1-888-272-8667)

**About Skylink:** Skylink a leading innovator of garage door openers, home automation and security solutions with a strong focus on innovation and customer satisfaction, Skylink designs and develops products that enhance comfort, convenience, and security for homeowners worldwide. Skylink has multiple branches located in Canada, USA, Hong Kong and manufacturing in Vietnam.

## Talbert Manufacturing Featured Customized 70SA-RC-RA Trailer at CONEXPO-CON/AGG 2023



*Talbert Manufacturing's customized version of the 70-SA-RC-RA trailer features a flip extension to accommodate a tri-axle jeep dolly, allowing for maximum load configurations. It can also pair with Talbert's revolutionary E3Nitro self-tracking axle extension, which minimizes stress and provides a smooth ride.*

Talbert Manufacturing, a North American leader in specialized heavy-haul solutions, completes a customized version of its 70SA-RC-RA trailer for Atlas Crane Services Inc. of Aurora, Illinois. This innovative trailer leverages Talbert's custom-engineering expertise to incorporate multiple axle configurations based on customer requirements for optimum versatility. The trailer's unique design features a flip extension to accommodate a tri-axle jeep dolly, allowing for maximum load configurations. Talbert's revolutionary E3Nitro™ self-tracking axle extension accommodates a 3+3+3 configuration to enable proper weight distribution and weight transfer. The trailer maintains a 70-ton rating at half the deck length and offers a 6-inch loaded road clearance.

Talbert recently featured the custom-built 70SA-RC-RA trailer during CONEXPO-CON/AGG 2023 in Las Vegas.

"At Talbert, we understand that every customer's needs are unique, and we take pride in delivering customized solutions that meet those requirements," said Troy Geisler, vice president of sales and marketing at Talbert. "Our partnership with Atlas Crane Services is a prime example of this. We don't just sell trailers — at Talbert, we get to know our customers and the industries they serve. Our team ensures that when we receive an order from a customer, they are getting a trailer that is custom-engineered to fit their unique operations."

*(continued on page 72)*

The 70SA-RC-RA features a wide center bolster for axles 1 & 2 and 2 & 3 as well as a rear half bolster with a lightweight design of axle 3 to ensure even weight distribution from the truck to the rear of the trailer. The specialized trailer can run with 3, 4 or 5 axles in a row and offers a 120-inch swing radius with a gooseneck extension for up to a 222-inch swing radius. The trailer comes complete with lightweight components and flexible, lightweight fenders over axles 1, 2 and 3, which ensures Atlas Crane's ability to conform to weight regulations without sacrificing the durability required for heavy loads.



*Talbert Manufacturing featured a 3+3+3 configuration version of its 70SA-RC-RA trailer, along with other custom-engineered innovations, during CONEXPO-CON/AGG 2023 in Las Vegas.*

"We needed a trailer that could withstand the demands of transporting cranes to construction sites or maintenance equipment to wind energy locations, and Talbert listened by designing a trailer that is versatile and adaptable to meet the needs of our operations," said Todd Sauer, director of operations at Atlas Crane Services. "Talbert approaches trailers not as a simple commodity, but rather looks at the whole picture and being attentive to the needs of the customer. This approach is what keeps me coming back to do business with Talbert for 25 years and counting — they listen to what I'm asking for and then get to work building a trailer that meets the exact specifications I need."

Designed for trailers with capacities of up to 85 tons, the innovative E3Nitro™ axle extension uses a combination of hydraulic fluid and nitrogen to equalize axle pressures. This provides proportionate weight distribution in each axle grouping, adding the versatility haulers like Atlas Crane Services need to run in the 3+3+3 configuration.

The E3Nitro™ axle extension, a modernized version of a rigid bar used for the same purpose, optimizes the range of suspension movement, which minimizes stress and provides a smooth ride. In addition, the E3Nitro™ features a bearing pivot and pivot lockout for backing the trailer. Users can also hydraulically lock in axle loads regardless of the terrain. The E3Nitro™, part of a larger series that includes the E2Nitro™ and E1Nitro™, comes standard with two-speed dual landing gear for optimal stability when disconnected from the trailer.

The 70SA-RC-RA comes complete with Talbert's heavy-duty T-1, 100,000-psi minimum yield steel for extreme durability and longevity and Valspar R-Cure® 800 paint with clearcoat to prevent corrosion. This offers a long-lasting finish and another way for Atlas Crane Services to see a return on investment that can withstand the demands of heavy loads when traveling long distances.

To learn more about Talbert's specialized heavy-haul trailer offerings and services, visit [www.talbertmfg.com](http://www.talbertmfg.com).

### **About Talbert Manufacturing**

Talbert has been building world-class heavy-haul and specialized trailers to rigorous customer specifications since 1938. The company offers complete lines of heavy-haul trailers and specialized transportation equipment for the commercial, industrial, military and government sectors. Its trailers and equipment are used in applications as diverse as renewable energy, aerospace, heavy construction, in-plant material handling, manufacturing and processing systems and much more. More information: Talbert Manufacturing, 1628 W. State Road 114, Rensselaer, IN 47978; 800-348-5232; [sales@talbertmfg.com](mailto:sales@talbertmfg.com); [www.talbertmfg.com](http://www.talbertmfg.com), Facebook or LinkedIn.

### **About Atlas Crane Service**

Atlas Crane Service is based out of Aurora, Wheeling, and Ottawa, Illinois. We employ only Local 150 Operating Engineers, and we have Certified Signal Men available. We will tackle any of your crane needs, large or small. Atlas Crane is committed to safety while watching our customer's bottom line. Atlas Crane proudly serves the entire Midwest.



## New Garaga Product! GREY SANDBLASTED glass in 40"x13"



Standard+ Moderno Multi, 16' x 8', Chocolate Walnut, window layout: Left-side Harmony

In response to the enthusiasm coming from consumers, architects and designers for dark glass, following Black Satin glass, Garaga is also launching Grey Sandblasted glass. Providing a privacy level of 4/5, this glass is available in sealed non-tempered Thermopane only. It's being first introduced with Garaga's R-16 polyurethane insulated doors in the Standard+ series as well as the Eastman series featuring real overlays for an even more realistic swinging door effect. "If the homeowner is looking for with a gray color door with windows, you could either propose Grey Sandblasted glass that blends with the door or White Sandblasted glass that stands out. The choice should be based on the other architectural elements - if those are white, it would create a nice repetition of color. If not, going grey all the way is a great idea." says, Alison Leclerc, Garaga's Dealer Experience & Product Manager.

## NEW! Black Satin glass windows are now available for your GARAGA garage door

Garaga, a family business that has manufactured top-quality garage doors since 1983, is proud to present its new 40" x 13" Black Satin glass. It's the perfect accent for modern black garage doors!



GARAGA, Standard+ Construction in Vog design, 9' x 7', Black, Left-side Harmony windows, Black Satin glass.

GARAGA, Standard+ Construction in Vog design, 9' x 7', Black, Left-side Harmony windows, Black Satin glass.

"Black Satin glass really complements residential exterior design trends, enhancing curb appeal. Consumers adore black window frames, front doors, and garage doors! Black Satin glass provides a 4/5 privacy level and a mirror effect. It helps in creating a minimalist look for homeowners, architects, and designers seeking a sleek look." – Alison Leclerc, Garaga's Dealer Experience & Product Manager.

## Garaga's 40"x13" Black Satin window glass is available with R-16 and R-12 polyurethane insulated doors.

To support dealers, Garaga adds a technical advisor dedicated to openers & accessories.



Back in February, Eric Bourque joined the Garaga team as a technical adviser. Dedicated exclusively to answering questions about openers and their accessories, he is there to assist dealers in quoting the proper products or when they need help in the field. With his electrical engineering background, Eric has worked for over 20 years in the field of electric motors and industrial electrical components. He has developed solid expertise in sales and technical support.

His passion for new technologies, his ability to explain step-by-step techniques simply, and his willingness to help others have already made a difference to Garaga dealers.

# Classified Ad

## Open Position - Commercial Project Manager - OHD Ribbon - Central Florida

OHD Ribbon in Central Florida seeks Commercial Project Manager with project management and estimating experience. Prefer Construction Management Degree and proven field experience with rolling, sectional, docks and high speed doors. Estimate, sell, detail, trouble shoot. Overhead Door Co. of Central Florida. EOE, Great Benefits and Salary. Contact [kwhitehurst@allieddoors.com](mailto:kwhitehurst@allieddoors.com) or 321.508.1940.



## Thinking of Selling your Garage Door Dealership or Expanding by Acquiring a Door Dealership?

Zoller Consulting Inc. (ZCI) has successfully brokered a Garage Door Dealership every two months for the last three years.

ZCI will assist you in preparing your business for sale and will guide you through the myriad of details necessary to reach a successful sale.

Whether you are a buyer or seller, ZCI can begin the process with a valuation and a definition of your market share. We work with you to negotiate, plan & execute the deal and help secure financing.

ZCI has successfully sold dozens of Garage Door Businesses and we are ready to facilitate the sale of your business.

## Ready to get Started?

Visit us at: [zollerconsultinginc.com](http://zollerconsultinginc.com)

or

call or text

John Zoller @ 330-466-2136

email: [john@zollerconsultinginc.com](mailto:john@zollerconsultinginc.com)

The advertisement for Schweiss Designer Doors features a blue and red background. At the top left is the Schweiss logo. The text 'DESIGNER DOORS' is prominently displayed in yellow and white. Below it is the tagline 'Let us help you with your door needs!'. The main image shows a large, modern building with a glass bifold door that is partially open, revealing the interior. At the bottom, there is a testimonial: 'Schweiss Doors designed and built the glass bifold door for Fermilab National Particle Physics Lab, IL'. The website 'SCHWEISSDOORS.COM' is listed at the bottom in a red banner.



# FIERCE GARAGE PROTECTION.

Uniflex™ Garage Door Thermostop® offers superior adhesion and minimal flex distortion. That's protection at its most intense.

32 colors: 21 standard and 11 Solar Reflective™

3 widths: Standard 2", R&R 2<sup>5/8"</sup> and 3<sup>1/4"</sup> Architectural

[RoyalBuildingProducts.com/GarageDoorTrim](https://RoyalBuildingProducts.com/GarageDoorTrim) | 800.368.3117

 **ROYAL**<sup>®</sup>  
Garage Door Systems

## Don't Miss Out! Bring Your Staff to Attend the WASA 2023 Door, Gate, and Access Control Show

The West Access Systems Association (WASA) is proud to announce its 2023 Trade Show, the oldest access control trade show on the West Coast for the door, gate, and access control industry. This year's event will be held at the Mirage Hotel and Casino in Las Vegas on September 28th and 29th.

WASA's 2023 Trade Show promises to be the largest gathering of industry professionals on the West Coast. Attendees will have the opportunity to explore the latest technology, products, and services in the access control industry. With over 50 exhibitors the show provides the perfect opportunity for networking and business development.



*Manufacturers greet customers at the WASA, Door, Gate, & Operator Show.*

This year's event will feature educational sessions and workshops designed to educate attendees about the latest trends and innovations in access control. In addition, there will be plenty of opportunities to interact with peers and connect with new business partners. Make sure to attend the After Party Networking Event September 28th.

"We are excited to bring the access control industry together for another year of innovation, education, and networking," said WASA President, Jarrett Buckelew. "Our goal is to provide a platform for industry professionals to connect, share ideas, and learn about the latest technology and trends in the access control industry."

The WASA 2023 Trade Show is open to all industry professionals, including installers, dealers, and distributors. Register now to attend the show for free.

For more information about the WASA 2023 Trade Show, including exhibitor and sponsorship opportunities, visit the WASA website at [www.WASAOonline.org](http://www.WASAOonline.org).

### About the Western Access Systems Association (WASA):

The Western Access Systems Association (WASAOonline.org) is a non-profit association organized in 1983. WASA's mission is to promote the integrity and professionalism of the garage door and gate industry through consumer awareness and the use of licensed contractors.

## ArmRLite Celebrates 65 Years of Garage Door Innovations

ArmRLite is celebrating its 65th year of providing top-quality custom overhead doors for residential and commercial purposes. This year, the company is reaffirming its dedication to designing and manufacturing innovative entrance solutions that meet the evolving needs of its customers by introducing products like DefendDoor, the Bespoke Architectural Collection, and additional size options for overhead doors containing integrated ADA-compliant pass-through doors.



With welded construction and high-grade materials, ArmRLite's products offer superior customization, durability, and longevity. Customers throughout the United States have found ArmRLite's entrance solutions to be an excellent fit for various applications, including fire stations, truck terminals, restaurants, municipal buildings, and luxury homes. ArmRLite is also known for its customization options, including transoms, entrance doors, glass options, various colors and finishes, and energy-efficient insulation packages. For more than six decades, the company's design and engineering teams have been helping home and business owners create the garage doors of their dreams. With 65 years of experience, ArmRLite is dedicated to providing innovative entrance solutions that meet evolving customer needs. To learn more about ArmRLite's secure, luxurious commercial and residential entrance solutions, visit <https://armrlite.com/>.

## Miller Edge Presents on UL 325 Standard in Canada at British Columbia Canadian Door Institute Trade Show

On May 12, 2023, Miller Edge General Sales Manager David Makepeace presented on the March 1, 2023, adoption of UL 325 in Canada at the 26th Annual British Columbia Canadian Door Institute Trade Show. The seminar, titled "UL 325: What It Means & How to Grow Your Business", addressed the important industry change regarding the requirements contained in ANSI/CAN/UL 325:2020. Attendees were educated on key highlights of UL 325 and learned how to utilize the standard to boost sales, create, and further develop strong customer relationships.



When asked about the seminar's significance at the trade show, David Makepeace shared: "There are many aspects to the standard that may be unfamiliar for those used to the legacy Canadian CSA 22.2 No. 247:14 standard. I encourage dealers and installers not already familiar to engage in education and training to ensure compliance, increase safety, and protect their businesses."

Individuals can learn more about the adoption of UL 325 in Canada by contacting Miller Edge Canada-based International Sales Manager Amancio Sanchez at [asanchez@milleredge.com](mailto:asanchez@milleredge.com) or 610-869-4422 x312.

### About Miller Edge, Inc.

Miller Edge is the leading North American manufacturer of UL 325 recognized sensing solutions for motorized commercial doors and automated vehicular gate systems. The product line includes touch sensitive and non-contact devices such as sensing edges and photo eyes, in addition to a complete line of accessories designed to ease installation and enhance the level of safety for automatic door and gate systems. [www.milleredge.com](http://www.milleredge.com)

## Clopay Stands Out Among Best of Houzz 2023 Award Winners for Garage Door Design



Houzz Inc., the leading platform for home remodeling and design, including the all-in-one software solution for industry professionals, announced the Houzz community's choices for Best of Houzz 2023, a homeowner-to-homeowner guide to the most outstanding professionals across the globe, including top remodelers, architects, interior designers, landscape pros and other residential design and remodeling professionals on Houzz. This exclusive award recognizes just 3% of the more than 3 million home professionals and interior and architectural photographers on the Houzz platform.

Clopay earned Best of Houzz in the Design category. Design awards honor professionals whose work was the most popular among the Houzz community.

"We are thrilled to highlight incredibly talented and customer-driven pros from the Houzz community through the Best of Houzz awards," said Liza Hausman, vice president of Industry Marketing for Houzz. "At Houzz, we strive to support professionals from building their brands and attracting clients, to managing their business efficiently and profitably, and collaborating with clients. The Best of Houzz awards provide a distinctive mark of credibility for homeowners looking for pros on Houzz. We congratulate all the winners for everything they've accomplished in 2022 and look forward to seeing their work and positive reviews in the year ahead."

A "Best of Houzz 2023" badge, specifying the category won, appears on winners' profiles to help homeowners identify popular and top-rated home professionals on Houzz locally and around the world.

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View Clopay's Houzz project profile. (<https://www.houzz.com/professionals/garage-door-sales-and-installation/clopay-pfvwus-pf-92356357?>)

## About Houzz

Houzz is the leading platform for home remodeling and design, providing an all-in-one software solution for industry professionals and tools for homeowners to update their homes from start to finish. Using Houzz, people can find ideas and inspiration, hire professionals, and shop for products. Houzz Pro ([houzz.com/pro](https://houzz.com/pro)) provides home industry professionals with a business management and marketing SaaS solution that helps them to win projects, collaborate with clients and teams, and run their business efficiently and profitably. The Houzz community is made up of millions of homeowners, home design enthusiasts and home improvement professionals around the world. Houzz is available on the web and as a top-rated mobile app. For more information, visit [houzz.com](https://houzz.com). Houzz is a registered trademark of Houzz Inc. worldwide.

## Garage Door U Summit

Garage Door U is thrilled to announce the second annual Garage Door U Summit, scheduled from September 12-15, 2023, at the picturesque Legacy Lodge at Lake Lanier. This year's summit is focused on sales and marketing strategies, aiming to empower industry professionals with invaluable insights and expertise.

Garage Door U Summit 23 promises to be an immersive and enlightening experience for attendees, offering a dynamic lineup of speakers, engaging activities, and valuable networking opportunities. This event will equip garage door professionals with the tools and knowledge they need to elevate their sales and marketing efforts to unprecedented levels of success.

Notable speakers at the summit include:

**Ryan Lucia:** Sales and marketing expert Ryan Lucia will be sharing his insider secrets and proven techniques, helping attendees unlock their full potential in driving business growth.

**Sebastian LeBlanc:** As the owner of Iconic Garage Door

Services, one of the fastest-growing door companies in the country, Sebastian LeBlanc brings his wealth of experience to teach attendees powerful sales techniques that yield exceptional results.

**Al Simon:** Al, an esteemed representative from Sandler Sales Training, will delve into the art of selling memberships, providing attendees with valuable strategies for maximizing memberships and recurring revenue.

**Keynote Speaker Jesse Itzler:** The summit's keynote address will be delivered by the inspiring Jesse Itzler, whose stories and entrepreneurial wisdom are sure to leave a lasting impact on attendees.

In addition to the learning opportunities, the Garage Door U Summit 23 offers a host of entertainment activities. Attendees can enjoy a breathtaking sunset boat party, engage in a thrilling fishing tournament, and showcase their skills at Top Golf. The Legacy Lodge at Lake Lanier provides a picturesque backdrop for the summit, offering amenities such as a heated pool, pool tables, delectable restaurants, and even an arcade on the island. Traveling throughout the island is made convenient with golf carts available for exploration.

Garage Door U Summit 23 is proud to have secured sponsorship from industry-leading companies, Sommer USA and Service Spring, and is actively seeking two additional sponsors. With a limited seating capacity of 45, interested professionals are encouraged to secure their spot promptly by registering at <https://garagedooru.com/summit>. Registrations at all levels include hotel accommodations, breakfast, and lunch, ensuring a seamless experience for attendees.

## About Garage Door U:

Garage Door U is a leading educational platform that aims to empower professionals in the garage door industry by providing comprehensive training, valuable resources, and transformative networking opportunities. The annual Garage Door U Summit serves as a flagship event, offering industry professionals a platform to exchange knowledge, elevate their skills, and drive exceptional business growth.

Tamara Tomko  
Garage Door U  
+1 4044453494  
email us here  
Visit us on social media: Facebook

## Haas Door Employees Reach Two Million Hours Without A Lost-Time Injury

In April, Haas Door employees surpassed two million work hours without a lost-time injury. These hours add up to almost two and a half years of work.

"Reaching the two million-hour mark is something every employee should be extremely proud of," said Haas Door President Jeffrey Nofziger. "This took each employee's commitment to workplace safety, and we are extremely proud of this milestone."

In addition to wearing personal protective equipment, Haas Door employees complete monthly training seminars on safety throughout the year. An employee-led Safety Committee works hand in hand with the Environmental Health and Safety Department to identify, address and correct any potential safety concerns. Supervisors also make safety a part of their pre-shift talks with their departments.

"Safety is no accident, and that's apparent here at Haas Door due to everyone's prevention efforts happening every day," said Michele McCandless, 3rd Shift Production Supervisor. "Two million worked hours without a lost time is an amazing achievement, and that's all due to everyone working hard, communicating, keeping areas clean, and focusing on 5s standards."



"It takes everyone to come to work with a mindset of completing the day safely, including both looking out for each other and helping identify any potential safety concerns so they can be addressed quickly," said Mike Smith, Environmental Health and Safety Technician. "With their continued dedication, we want to see our accident-free days grow to three million hours!"

To learn more about Haas Door, its unique line of doors combining modern style and functionality, and how to become a Haas Door dealer, please visit [haasdoor.com](http://haasdoor.com).

## About Haas Door

Haas Door is located in Wauseon, Ohio, where the company manufactures steel and aluminum residential and commercial garage doors. The family-owned company holds memberships in IDA and DASMA and produces products sold throughout North America. For more information on Haas Door, visit [www.HaasDoor.com](http://www.HaasDoor.com).

## Hörmann North America Consolidates Social Media Platforms

Effective March 9, Hörmann North America has launched one master social media page for LinkedIn, Instagram and Facebook under the name: "Hörmann North America." This will give a new avenue of access to information and news about our products, both current and upcoming all in one spot.



From product (commercial, high performance and residential) to employee news, and tradeshow to training, all posts will be focused on growing one social media presence for all of North America. This will also streamline communications across all product lines and brand identity in the most effective way possible. A campaign has launched on all existing social media platforms and pages that are currently active (Hörmann High Performance Doors and Hörmann Northwest Door) to clearly communicate the changes to current followers so they are aware and inspired to follow Hörmann North America. This means you will no longer see any new content posted to those pages and should head over to Hörmann North America to stay connected.

Search for Hörmann North America on LinkedIn, Instagram, and Facebook to connect.

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## The SLIDE-effect® Dock Bumper – Innovation Award Finalist.

Ideal Warehouse Innovations is proud to have been chosen as an MHI Innovation Award finalist at ProMat 2023. Ideal Warehouse Innovations, North American leaders in warehouse and loading dock safety, has been recognized as an innovator at ProMat 2023's MHI Innovation Awards.



The company's SLIDE-effect® Dock Bumper was selected as a finalist in the category: Best Innovation of an Existing Product. The exceptional bumper not only protects the loading dock and docked trailer, but it does so also with a patented mechanism that allows the bumper to slide up and down with the motion of the trailer and eliminate the cheese-grater like grinding that shortens ordinary bumpers' lives.

Dirk Seis, Director of Marketing, who attended ProMat 2023, shared "The SLIDE-effect® gets a lot of attention on the show floor. Our innovations team have essentially taken a product that is normally thought to be as replaceable/disposable as a razor blade or a toothbrush, and has reimagined it as a product we can guarantee for life."

The SLIDE-effect® Features:

- Patented sliding mechanism eliminates bumper wear-and-tear.
- Little to no maintenance required.
- The SLIDE-effect® is the only dock bumper guaranteed for life.
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The guaranteed-for-life SLIDE-effect® Dock Bumper is one of hundreds of dock bumper options carried by Ideal Warehouse Innovations.

For more information on Ideal Warehouse Innovations, the SLIDE-effect® Dock Bumper, or any of our workplace safety products, please contact: Dirk Seis, Director of Marketing, 1-866-828-6737; 223; dseis@idealwarehouse.com.

## Midland Garage Door relocates to a brand-new facility



In May, Midland Garage Door relocated its Omaha, NE branch to a new state-of-the-art facility in Springfield, NE. The new facility, which is nearly double the size of the previous building, features an improved layout, expanded inventory capacity, and seven additional CPU service bays. The move is part of Midland's ongoing efforts to meet the growing demand for its products and services.

## Monarch Brands Joins Hospeco Brands Group

Move creates multi-market juggernaut; adds whole product lines, expands microfiber and wiping product offering



Two powerful market leaders are joining together to form one powerhouse partnership. Hospeco Brands Group, a United States-based, full line manufacturer of personal care, cleaning, and protection products to serve the janitorial, industrial supply, automotive, foodservice, healthcare, and hospitality markets, is announcing a merger with Monarch Brands, wholesalers and manufacturers of microfiber, commercial laundry linen, institutional textiles, and wiping products. The move dramatically expands Hospeco Brands Group's offering of wiping solutions and microfiber and adds complementary new lines to an already robust product mix.

With roots established in 1947, Monarch Brands is headquartered in Philadelphia, Pennsylvania, and delivers high-quality and value-priced textiles from manufacturers located in 10 nations around the world in Asia, Europe, and Central America. Monarch Brands' products serve diverse



markets, including environmental services, hospitality, institutional, foodservice, industrial, and jan/san, with deep penetration in the whole of North America. Unlike other Hospeco Brands Group brands, Monarch Brands has a solid retail presence with trademarked lines, from opening price points to luxury textiles, in the Americas and around the world.

The move adds complementary product lines to Hospeco Brands Group, with some strategic overlap that further deepens the microfiber and wiping product offering. It also creates opportunities for mutual growth as both entities gain new products to offer existing customers.

"Joining forces with Monarch Brands exponentially strengthens the position of Hospeco Brands Group in the microfiber and wiper segments — gaining us a near leadership-share," said Bill Hemann, executive vice president of Hospeco Brands Group. "Similarly, Monarch gains the ability to sell Hospeco Brands Group's complementary products. We are perfect partner brands with aligned goals —providing meaningful product solutions and services through the commercial distribution community that help ensure clean, safe, and productive environments and provide care and comfort to millions around the globe. Our now-shared customer base will immediately recognize the value of our combined resources."

Said Hal Kanefsky, president of Monarch Brands, "This merger is the natural evolution for the growth of Monarch Brands and Hospeco Brands Group. Together, we bring complementing products and talents into a single focus point to benefit all stakeholders. The collective product bundle positions us as an industry leader throughout North America. We are proud to be the newest member of the Hospeco Brands Group and we look forward to growing together in the future."

All key management and sales staff will remain with Monarch Brands. Existing shared distribution in certain key markets is expected to accelerate market penetration. There are no changes to existing customer relationships at this time.

To learn more about Hospeco Brands Group's full line of personal care, cleaning, and protection products to serve the janitorial, industrial supply, foodservice, healthcare, and hospitality markets—visit <https://www.hospecobrands.com/home>.

To learn more about Monarch Brands comprehensive product line of hospitality textiles, foodservice linens, jan/san microfiber, and industrial wiping products—visit <https://www.monarchbrands.com/>

### **About Hospeco Brands Group**

Wherever people go to work, shop, dine, learn, or seek medical care, their lives are touched daily by Hospeco Brands Group. The company, comprising Acute Care Pharmaceutical™, Adenna®, High-Tech Conversions, HOSPECO®, Innocore, Nilodor®, and other popular brands, makes products that protect, clean, sanitize, and provide care and comfort to millions around the globe. Solutions for and barriers against germs, bacteria, and harmful substances are vital weapons in the battle for public health and safety. Hospeco Brands Group products make workplaces, businesses, schools, and other public facilities safer and more comfortable through categories such as personal protective equipment (PPE), cleaning equipment and supplies, facility and floor care, odor control, restroom comfort, and menstrual care. All products are tough enough to perform consistently in demanding environments yet designed with the comfort and protection of people in mind. For more information, contact Hospeco Brands Group at 26301 Curtiss Wright Parkway, Suite 200, Cleveland, OH 44143. Phone: 800-942-9199. Email: [info@hospecobrands.com](mailto:info@hospecobrands.com). Web: [www.hospecobrands.com](http://www.hospecobrands.com).

## **Practice Ladder Safety All Year Long**

***Ladder Safety Month is over, but safe ladder usage is not***

The American Ladder Institute (ALI) spent last month marking National Ladder Safety Month, spreading the word about safe ladder practices, training opportunities, and more. Because safety never takes a break, now is the time to take the lessons learned in March and carry them forward all year long. By continuing to follow ladder safety practices every day, we can reduce the number of home and workplace ladder injuries.



Here's are some safety tips to keep in mind:

### **Choosing Your Ladder**

Before you ever climb, select the appropriate ladder for the job based on style, material of construction, material weight,

*(continued on page 82)*

size, and duty rating. First, you have to know whether or not the work can be accessed with a self-supporting stepladder, or a leanable, non-self-supporting, single or extension ladder. To be able to safely reach the work, size must be considered. If light weight is most important, then aluminum might be best. However, if you will be working around electricity, make sure to choose a non-conductive material like fiberglass. Select a ladder with the duty rating to hold your own weight plus any work materials going up with you.

## **Safety Before the First Step (Inspection and Set Up)**

You've chosen your ladder. Now comes the ladder inspection and gaining a thorough understanding of your surroundings. First of all, even a new ladder can potentially be damaged or otherwise compromised. So, the user must visually inspect it to see if it's in good condition before they use it. If you've picked the right ladder for the job, then don't misuse it by standing higher than you should or by overreaching. Next, take note of the general area you're in. For example, is there potential for a forklift to come around the corner, or an unblocked door to swing open and knock you over? Is the ladder set up correctly with all feet on a firm, level surface?

## **Safety While Climbing**

Maybe you've gone up that ladder 100 times. The 101st time is no time to get lax when it comes to personal safety. Always pay attention to what you are doing when climbing and using your ladder. Some tips are just common sense. Face the ladder and have a firm grip. Don't have hands distracted with other materials. Keep hands free by using a tool belt or some other means, such as a material lift, tag line, or rope, to raise equipment to the work area. Remember to maintain three points of contact as you climb: two hands and one foot or two feet and one hand on the ladder. And don't do unnecessary reaching. A good rule of thumb: keep your belt buckle between the rails.

## **Safety at the Top**

You're finally at the uppermost point of your ladder. This is no time for slacking off. Contact with the ladder is important not only while climbing, but also while working. To that end, the top step and the top cap of a stepladder and the top three rungs of a single or extension ladder are not suitable standing surfaces. The few upper feet of the ladder are

there for body support, so you don't have to balance on just your two feet. If you are transitioning from the ladder onto another surface, your ladder must be secured from movement.

According to the U.S. Bureau of Labor Statistics, ladder deaths accounted for 161 on-the-job fatalities in 2020, the most recent year for which statistics are available. That same year, there were 22,710 ladder-related workplace injuries, an injury stat that has remained relatively constant over the previous several years.


ALI's Ladder Safety Training site, <https://www.laddersafetytraining.org/>, makes safety training easy, with an organized curriculum, video and resource library, and free registration.

## **About the American Ladder Institute**

Founded in 1947, the American Ladder Institute (ALI) is a not-for-profit trade association dedicated to promoting safe ladder use through ladder safety resources, safety training, and the development of ANSI ladder safety standards. ALI also represents the common business interests of its members who are comprised of the leading ladder and ladder component manufacturers in the United States, Mexico, and Canada. National Ladder Safety Month, observed each March and spearheaded by ALI, is the only program dedicated exclusively to promoting ladder safety, at home and work. <https://www.americanladderinstitute.org/>.

## Raynor® Academy Registration for 2nd Semester is Still Open!

Raynor® Garage Doors offers world-class Academy courses to train your new technicians and keep your seasoned technicians current on Raynor products. There are a number of courses that cater to a multitude of doors and operators to ensure that your team is prepared for the field. In addition to Raynor's world-class Academy courses, they also offer the option to receive the Institute of Door Dealer Education and Accreditation (IDEA).



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### 2023 2<sup>nd</sup> semester course schedule

To register for a class, please contact Randy Diehl at (815)285-7556 or email [rdiehl@raynor.com](mailto:rdiehl@raynor.com). For more information on the Raynor Academy visit the DealerWeb section of [www.raynor.com](http://www.raynor.com).

Month	Course	Dates	Phone
July	residential door & opener	July 31-August 4 (1900723)	October 9-13 (1900023)
August	commercial sectional door	August 14-18 (2000823)	October 30-November 3 (2001023)
August	rolling & fire	August 17-21 (5000723)	August 28-September 1 (3000823)
September	commercial operator	September 11-15 (5000923)	December 4-8 (5001223)
September	rapidcoil	September 27-28 (6000923)	November 29-30 (6001123)
October	residential door & opener	October 9-13 (1900023)	
November	commercial sectional door	November 13-17 (3001123)	
November	rolling & fire		
December	commercial operator		

## Talbert Manufacturing Announces 2022 Dealer Award Winners



Talbert Manufacturing names Hale Trailer Brake & Wheel of Voorhees, New Jersey as its top dealer for 2022, marking the 15th consecutive year that Hale has earned the top Talbert dealer spot. In addition to the top dealer award, Hale earned Talbert's top parts seller award for the year.

Talbert Manufacturing, a North American leader in specialized heavy-haul solutions, names Hale Trailer Brake & Wheel, headquartered in Voorhees, New Jersey, as its top dealer for 2022. This marks the 15th consecutive year that Hale has earned the top Talbert dealer spot. Hale continues to excel in trailer sales, service and parts. In addition to the top dealer award, Hale earns Talbert's top parts seller for the year award.

"The past two years, while not devoid of challenges, have reinforced our gratitude as part of this industry and for all our partners in it. Hale remains one of those excellent partners, and we are proud to announce them as our top dealer in 2022 for the 15th consecutive year," said Troy Geisler, Talbert Manufacturing's vice president of sales and marketing. "This well-earned award is a testament to the exceptional selection and customer service that Hale offers."

Hale, a full-service dealership with 12 locations from Maine to Florida, provides customers with a wide range of new and used trailers and related equipment. In addition, Hale offers customers full-service and repair, a full stock of parts and accessories and the ability to rent trailers.

Talbert recognizes the success and partnership of its remaining top dealers, which are selected based on 2022 sales and listed in alphabetical order below.

Blackburn Truck Equipment of Lilburn, Georgia, celebrates 25 years since the start of their company and service to the towing and recovery industry. The company specializes in repairs, services and installations of all manufacturers of towing and recovery equipment, with installations of carriers and small wreckers performed on-site.

Freightliner of Grand Rapids of Kalamazoo and Grand Rapids, Michigan offers trailers for the construction, material hauling and agricultural sectors. Since 1978, the company has provided customers with one of the most expansive and diverse used truck inventories in the United States.

Leslie Equipment Company, a consistent top Talbert dealer, supplies equipment for forestry, mining, oil and gas pipeline applications. As they continue this remarkable service for more than 45 years now, the company continues to be recognized as an innovative leader in sales and product support. Leslie Equipment operates eight locations, serving customers in Kentucky, Ohio and West Virginia.

Lucky's Trailer Sales of Vermont features a variety of Talbert trailer options, a large, well-stocked parts department and a full-service repair facility. Its history as a family-owned business and expansion to multiple locations throughout Vermont, including New Hampshire and New York, makes Lucky's Trailer Sales a frequent flyer on the top Talbert dealer list.

(continued on page 84)

Lynch Chicago of Alsip, Illinois-based, a loyal Talbert dealer, offers a wide range of both new and used tow trucks, wreckers, rollbacks, carriers and heavy-duty tow truck units and equipment for sale. These options include features and benefits that are well-suited for any size fleet.

Remorques Lewis of La Présentation, Quebec, Canada provides customers with top-notch service in the sale or rental of specialized heavy-haul trailers and premium semi-trailers. For more than 20 years, the company has delivered innovative solutions to meet the unique needs of its customers.

Reno's Trailer Sales & Rental of Belle Vernon, Pennsylvania, is a leader in the open deck market, specializing in flatbeds, drop decks, lowboys, double drops, specialized heavy haul and tag-a-long trailers. The company has a 60-plus-year legacy of industry-leading service for its customers in the greater Pittsburgh area.

Royal Truck & Utility Trailer carries a wide selection of new and used trailers. The company also offers wheel reconditioning, service and fabrication and has one of the largest parts departments in the industry. Royal Truck & Utility Trailer has four locations covering northern and eastern Michigan.

West Side Tractor of Lisle, Illinois specializes in full-service construction and forestry equipment. They provide standard and custom heavy-haul trailers. The company operates in 11 locations across Northern Illinois, Southern Michigan and Indiana.

"As Talbert celebrates its 85th anniversary as a company this year, we are proud to partner with Hale and all our dealers who provide excellent service to customers looking for customized trailers that meet their specific operational needs," Geisler said. "Dealers and their customers count on Talbert's innovative approach to providing durable hauling solutions that are custom-built to consistently carry the most challenging loads."

Talbert partners with more than 80 dealers across North America. To find a dealer near you, use Talbert's online dealer locator or visit [www.talbertmfg.com](http://www.talbertmfg.com) to learn more about their selection of heavy-haul trailers and specialized transportation equipment.

### **About Talbert Manufacturing**

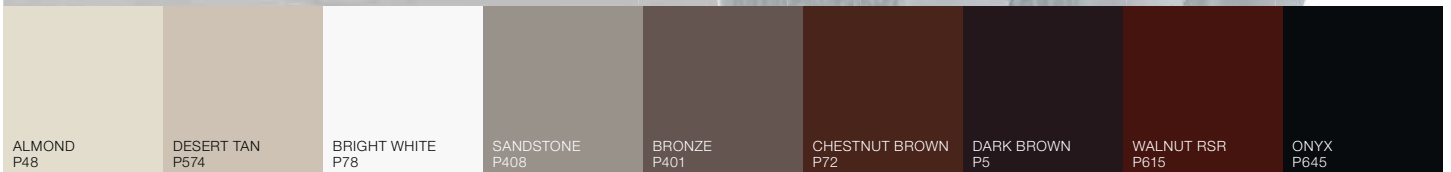
Talbert has been building world-class heavy-haul and specialized trailers to rigorous customer specifications since 1938. The company offers complete lines of heavy-haul trailers and specialized transportation equipment for the commercial, industrial, military and government sectors. Its trailers and equipment are used in applications as diverse as renewable energy, aerospace, heavy construction, in-plant material handling, manufacturing and processing systems and much more. More information: Talbert Manufacturing, 1628 W. State Road 114, Rensselaer, IN 47978; 800-348-5232; [sales@talbertmfg.com](mailto:sales@talbertmfg.com); [www.talbertmfg.com](http://www.talbertmfg.com); Facebook or LinkedIn.

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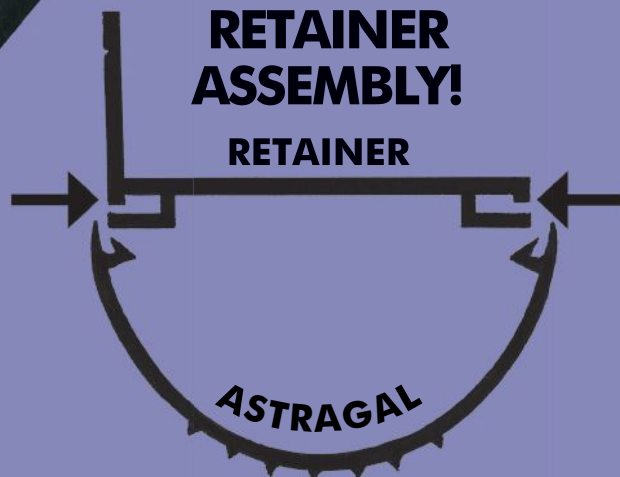
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### Garage Door Installing and Distribution Group/DHF

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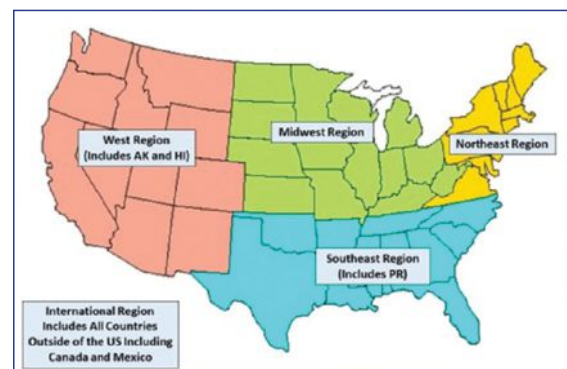
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