

# THE GARAGE DOOR NEWS

VOLUME 26 ISSUE 10

OCTOBER 2017

## Nortek Introduces End-to-End Voice and Smartphone App-Controlled Garage Door Opener

CALIFORNIA - Nortek Security & Control LLC (NSC) recently announced the shipment of the ultra-quiet Linear PRO Access, smart garage door openers: LDC0850 and LDC0852. Both models are powered by spott, an automation assistant featuring voice and app control, including location-triggered opening and closing for convenience when coming home, as well as peace of mind that the garage door is closed while away.



“As part

of NSC’s smart home vision, the Linear PRO Access smart garage door openers further expand our comprehensive security and home control portfolio.

Our goal with the spott automation assistant is to provide a powerful platform to make home automation easier with the addition of voice and app-controlled capabilities,” said Robert Beliles, Senior VP of Marketing and Product Management for NSC.

“Unlike limited point



products, these Linear PRO Access garage door openers are the industry’s first to ship as end-to-end voice-controlled solutions when connected with smart home hubs including Google Assistant and Amazon Echo. Monitoring and controlling your garage door is easier than ever. The spott automation assistant even provides passive garage door opening and closing. It knows when you’re coming and going,” continued Beliles.

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Clopay Building Products	800-526-4301	Page 7
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Miller Edge	800-220-3343	Page 13
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 THE EDITOR, Garage Door News, fax to 866-838-2967. Please include your name and phone number. Your letter will appear anonymously if requested.

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## LAST MONTH'S CASE & ANSWER

### Case 26-9: Returning Partner

Bill and Bob started GDN Doors 30 years ago when the door company they worked for declared bankruptcy. Both were seasoned installers with a natural entrepreneurial spirit and a strong work ethic.

At first, their success was based exclusively on their own skills. They handled sales, they installed and they shared the administrative work. As sales grew, they gradually hired additional door technicians and a professional administrative team. As the staff size increased, Bob started to focus more on installations and service. Bill managed sales, office staff, accounting, legal issues and inventory/purchasing.

After an injury prevented Bob from playing an active installation/service role, he took a full 12 months away from the business. Bill kept Bob up-to-date with sales and profit information, but gradually started handling all day-to-day aspects of the business.

Because he was now responsible for front-office and service delivery, Bill noticed areas that could be improved. Over the course of Bob's 12 month absence, Bill implemented a series of incremental changes to the operation. This included a stream-lining of the purchasing process (and its corresponding change in inventory levels), a Saturday installation/service shift that focused on residential renovation work, the promotion of two door technicians and the firing of one long term employee.

When Bob returned to work last week, he was surprised by the changes. Several times he expressed concern that the company had a different feel. Some long-term employees confided in Bob that they were unhappy with recent changes. Twice Bob publicly questioned Bill's changes.

How should Bill handle the situation?

### Case 26-9 Answer:

This is an interesting case because it presents a situation that may seem unlikely, but it highlights issues that are actually fairly common.

The case focuses on a partner who is away from the business and returns to find that changes have been made to the operations. The key to understanding this case is to recognize that the core issue is not actually about a returning partner, but how people react to change. In this case, there have been changes in purchasing, scheduling and some personnel changes. Over the course of time, every workplace evolves, but we usually don't see it because the change is incremental.

But some people will notice the changes – maybe because they were away for a while on vacation, maternity leave or sick leave. But others will notice change because they hold strong ties to prior processes. They were comfortable with the way that things happened, and dislike change.

Understanding that any change has the potential to be resisted by some employees is important for a manager. This understanding helps a manager work with employees to soften the discomfort associated with change. It also teaches a manager to consider the impacts of change before announcing or initiating any change.

Change is surprisingly difficult in most workplaces. It has the potential to make people uncomfortable. It can lead to people wondering (and discussing with other employees) what future changes are coming. A smart manager understands this, and implements change in a way that decreases this reaction.

### Case 26-10: Switching Suppliers

After 15 years of dealing with the same residential door supplier, Bill is considering changing to a different manufacturer. As General Manager of GDN Doors, he is convinced that the move is necessary, but he is worried about the implications.

Bill began thinking about changing suppliers two years ago when he noticed two things: deliveries were delayed and there were increasing amounts of minor problems with the doors and

hardware.

At first, Bill just started looking casually at other door manufacturers. Then he started getting into more serious negotiations with two manufacturers. He has decided to shift purchases to one supplier, but he has not yet informed that company. His decision was based on door quality, pricing and the proximity of the company's warehouse. No local competitors currently sell this brand.

Bill is concerned about the transition from one supplier to another. Specifically, he is worried about two streams of potential problems.

First, Bill is worried about GDN Doors' ability to service existing installations if they break all ties with their current supplier. He understands that he may need access to replacement sections for damaged doors. In situations where a home has two garage doors, this is particularly important.

Second, Bill is worried about the old adage: "the grass is always greener on the other side." Is he moving away from a known supplier in favor of a salespitch? What does Bill do if the new supplier does not or cannot fulfill its promises?

**NOTICE TO CASE READERS:**  
All business cases in the Garage Door News involve fictitious companies facing realistic business problems.

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# Hörmann Introduces New Door Monitoring System

PENNSYLVANIA - The LED Lite-Advance door monitoring system was recently introduced by Hörmann High Performance Doors as an available option for all of their high performance door models.



The LED Lite-Advance is a visual indicator that signals approaching motorized and pedestrian traffic, that the door is open, closed or in motion.

The Lites come in 5 or 10 ft. lengths of bright LED light strips that attach to the guide tracks or hood. Lites are solid red when the door is down, flashing red when in motion and solid green when completely open, increasing awareness of both motorized and pedestrian traffic around the door opening, reducing the likelihood of impact with the door.



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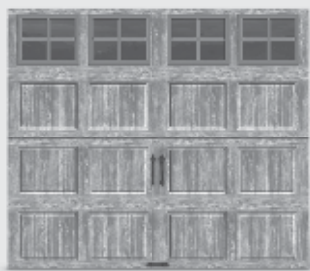
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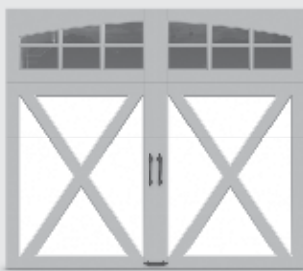




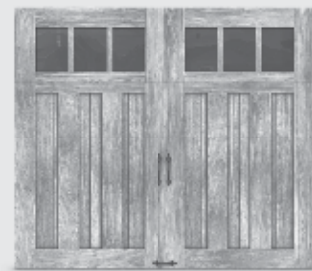
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# Overhead Door Featured in Southern Living's 2017 Idea House

TEXAS - Overhead Door has two garage doors featured in the 2017 *Southern Living* Idea House in Bald Head Island, North Carolina. The four-bedroom, four and a half-bath, 3,281-square foot Idea House showcases the latest residential design ideas and style tips and was featured in *Southern Living's* August issue.

"Exceptional quality and tradition are hallmarks of both *Southern Living* and Overhead Door. The 2017 Idea House highlights the best of both," said Heather Meiner, Brand Manager of Overhead Door.

Overhead Door's Red Ribbon Distributor, Overhead Door of Wilmington, installed the custom Mahogany wood finished doors on the front of the house. The garages will be used exclusively for golf carts, as cars are not allowed on the island.

Located just two miles off the coast of North Carolina, the 2017 *Southern Living* Idea House stays true to traditional Southern style with a large wrap-around porch made for entertaining and a private garden off the master. The modern farmhouse style home adds character

**Continued Page 10**

# Clopay Extends imagineNATION Makeover Contest Through 2018

OHIO - Clopay is extending its imagineNATION Makeover Contest through 2018.

Clopay launched the imagineNATION Makeover Contest in June of 2016. Homeowners who have replaced their garage door or entry door can submit before and after photos for a chance to win \$1,000. One winner is chosen each month. The installing Clopay dealer also wins \$250 if their customer's home is selected.

The contest was scheduled to end in December, but Clopay decided to continue it through December 31, 2018 based on the growing number of entries and positive feedback from customers.

"Real-life makeovers are a powerful tool to inspire homeowners to update their home's curb appeal with a new garage door or front door," says Pat Lohse, Clopay's vice-president of marketing. "In the majority of the entries, a designer isn't involved. People see these transformations and think, 'If that person can do it, so can I!'"

All Clopay imagineNATION Makeover Contest entries are featured on the imagineNATION community page on the company's website. Monthly winners are spotlighted on Clopay's blog and social media sites.

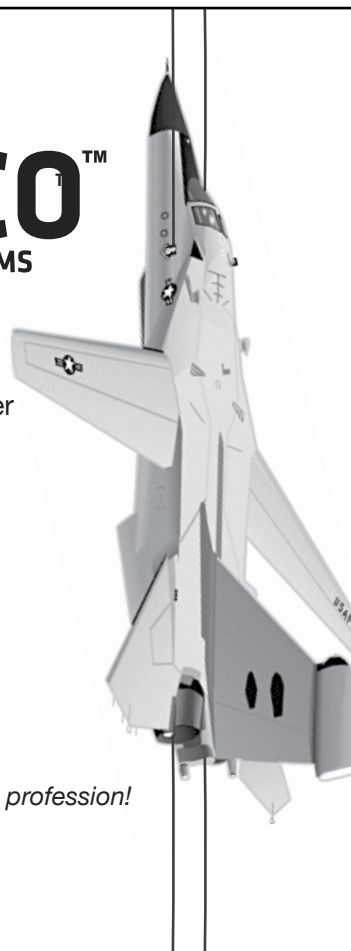


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# Guide Dogs of America Finds Way to Integrate Bifold Door With Mission

CALIFORNIA - More than 200 volunteers, donors, guests and guide dog teams were on hand in December as Guide Dogs of America (GDA) unveiled its latest expansion in Sylmar, Calif. The new 16,000 square foot facility features a bifold liftstrap glass designer door from Schweiss Doors.

The celebration was to dedicate the Macki and Phil Singer Visitor and Education Center on the 7.5 acre campus. The Singers have been GDA supporters for more than 20 years.

The glass designer door from Schweiss Doors is 41-feet, 10 inches wide and 11-feet, 2 inches high. The bifold liftstrap door is fitted with photo eye sensors and is powered by two top-drive 3 h.p. 460v electric motors. Dai General Contracting of Irvine, Calif., served as the general contractor on the project. COO Fred Hanhauser says the door installation was subcontracted to Vortex, which has offices located in eight West Coast states.

"We called around to the big rollup door guys we were used to dealing with to see who does big doors like this and all arrows pointed to Schweiss Doors," Hanhauser says. "You like to watch the door in action. It's interesting to watch a door that big open up; it's pretty cool. The quality is good, I enjoyed working with Schweiss and would gladly do it again."

The new visitor and education center will allow the school to enhance its visitors' experience by being able to further educate and give a more in-depth look into its mission: providing professionally trained guide dogs, to graduate more guide dog teams and provide instruction in their use, free of charge, to blind men and women across the U.S. and Canada.

In addition to a new 250-

seat auditorium, gift shop, offices and boardroom, the facility will make it possible to conduct day-to-day operations without the concern for weather.

According to Lorri Bernson, Media and Community Liaison for GDA, the large door opens up the facility to an outdoor courtyard, which helps when larger gatherings need a little more room. "The large glass door is opened to give us a bigger space, if need be. It's a beautiful way to enhance and expand events in our visitor education center and make it more useful," Bernson says. "We are very excited to have this new addition to our campus."

This Visitor and Education Center is just the next step in GDA's journey to bring life-improving services to blind and visually impaired individuals. "With each person, community group or grammar school field trip that walks through these doors, news of the good work done here will spread far beyond the seven-and-a-half acres on which the school sits," says IAM International President Bob Martinez.

The cost to provide one guide dog and match it with its new blind partner is more than \$48,000. GDA charges nothing to guide dog recipients or their families for its services, which include a guide dog and professional instruction by licensed trainers, room and board for the 21-day instruction period, a specially designed harness, follow-up care, veterinarian care and travel expenses when requested.

"We graduate between 50 and 60 teams (dog and handler) each year," Bernson says. "The dogs graduate around the age of two. We start having them socialize when they are four weeks old in the nursery, getting them used to being around people. We take



them outside until they go home with their puppy raisers. We expose them to all types of surfaces like grass and in wagons to help

them with their balance. The puppies leave the nursery when they are 7-8 weeks of age when they go


**Continued Page 10**

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# Hörmann Introduces Speed-Guardian 5000 LS Low Speed Door

PENNSYLVANIA - Hörmann High Performance Doors recently introduced the Speed-Guardian 5000 LS, low speed high performance door. This model matches the looks of the Speed-Guardian 5000 Series high speed roll-up models, but offered at a lower price.

“The retail automotive industry prompted the need for this product, so they are able to maintain a consistent appearance around the building. The Speed-Guardian 5000 LS low speed has all of the same aesthetics as the Speed-Guardian 5000 high speed models, such as 1-5/8” insulated panel and double-pane windows with Duratec protective coating, but is less expensive and

has operating speeds of 8” per second, allowing building owners to realize a savings for door openings where low cycles will exist; where they want to have the look of the high speed Speed-Guardian, but don’t need the high speed operation,” commented Peter Burnham, Vice President of Sales and Marketing.

The standard lift model Speed-Guardian 5000 LS low speed uses a trolley motor with 15,000 cycle springs for operation. High cycle springs up to 100,000 cycles are available for higher use applications. A jackshaft motor is used with the optional high lift and vertical lift track configurations.



## OVERHEAD DOOR (Cont'd)

among the traditional seaside retreats on the island.

The team consisted of developer Bald Head Island Limited LLC, builder

Jeff Sanderson of Whitney Blair Custom Homes, designer Eric Moder of Eric Moser Design Group Inc. and interior designer Lindsey Coral Harper.

## GUIDE DOGS OF AMERICA (Cont'd)

to a volunteer or family, that we call Puppy Raisers. They keep the puppies until they are around 18 months of age. Their job is to take the puppy pretty much everywhere they go, so by the time they become a guide dog, nothing is really new to them.”

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# Overhead Door Introduces All-Glass Frameless Garage Door

TEXAS - Overhead Door has launched Envy – a lustrous full-view, all-glass door that boasts a sleek frameless exterior for an ultra-modern look. Available for commercial (Model 522) and residential (Model 956) applications, these custom-made doors are designed to modernize the exterior of a home or business, as well as provide a versatile option for room dividers and patio doors.

“Envy is a stylish option for restaurants, bars, car dealerships and urban offices seeking to add a contemporary design element to their spaces. Likewise, homeowners will enjoy the ultra-modern boost to their curb appeal. Regardless of how you use it, Envy is certain to turn heads,” said Russ Lowe, Product Manager at Overhead Door.

Made of ¼” tempered glass attached to a hidden aluminum frame, Envy is available in five finishes, including Mirrored Gray, Mirrored



Bronze, Translucent Black, Opaque White and Opaque Black. The doors are custom made for openings 8’-18’ wide and 7’-14’ tall.

Envy underwent rigorous safety and reliability testing, including exposure to

extreme temperatures and user testing on homes. Additionally, a flexible vinyl bottom seal helps prevent glass breakage while providing a weather barrier against dirt and other elements.

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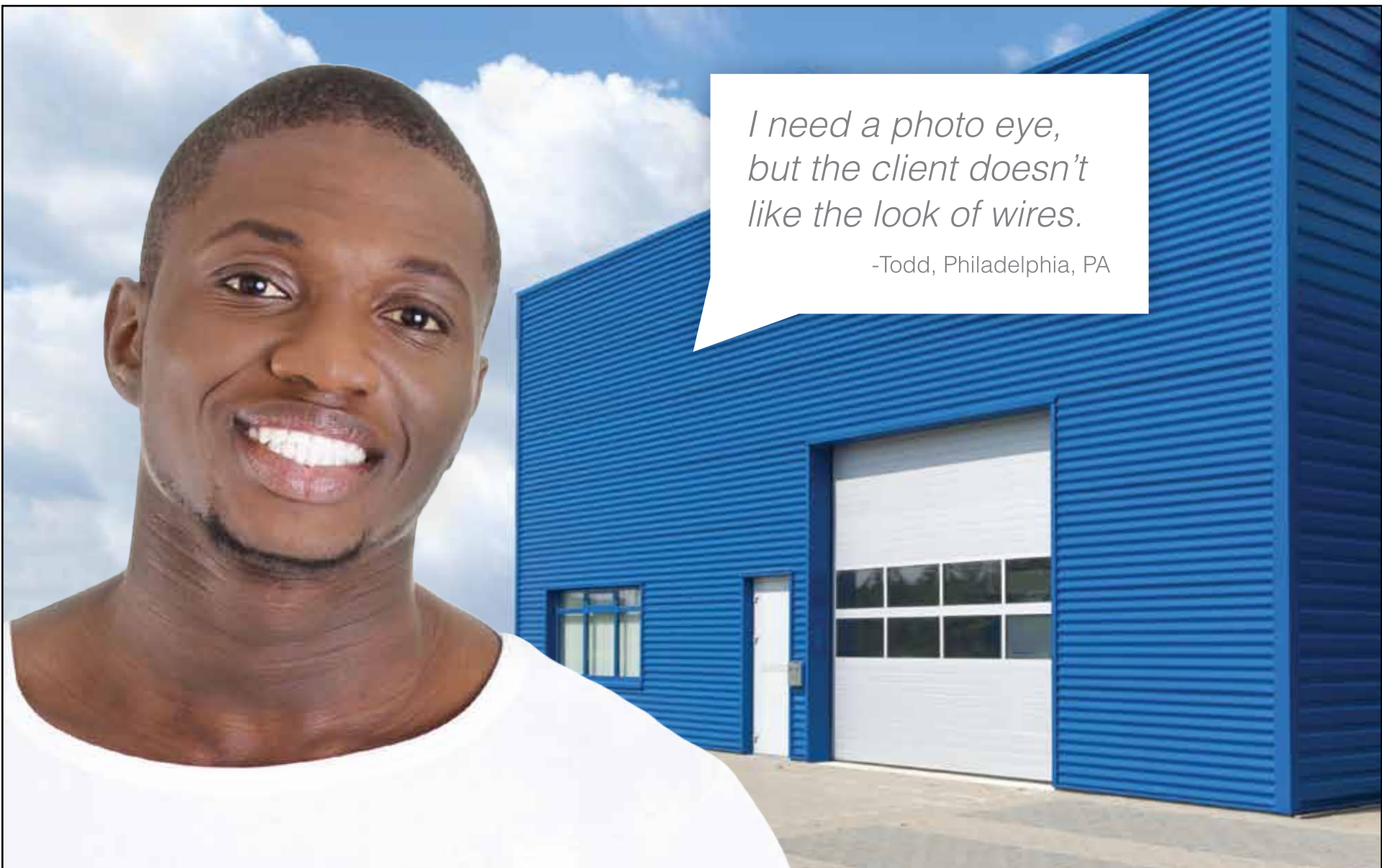
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# Safe-Way Door Announces Addition to the Ambient Series

INDIANA - Safe-Way Door recently announced the addition of medium panel doors to the Ambient series of garage doors, the Ambient Model 89 door.

"We are continuing to grow our line-up of rugged, thermal performance doors. By adding this unique panel design, it will give homeowners and dealers a way to offer a fresher more modern look with traditional appeal," noted Billy Thompson, Vice President of Sales for Safe-Way Door. "The multitude of color and design options are growing. Combine this with an R-value of 17.68 is why the Ambient series has become the 'go-to'

door for many of our dealers both in the commercial and residential markets."

"We are dedicated to continue our commitment to building superior quality doors that not only look great and will last for decades, but that are also environmentally responsible," says Sonny Nemitz, General Manager at Safe-Way Door. "We came out with the original Ambient Door a year ago and it has proven to be a great door in our dealer's line up as both more and more residential and commercial customers are demanding a higher efficiency and a stronger, more durable door."



Past issues of The Garage Door News are available at [www.garagedoornews.com](http://www.garagedoornews.com)



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# Renner Supply Provides Garage Doors for Another St. Jude Dream Home

MISSOURI - Renner Supply Company has announced that they have provided the garage doors and openers for another St. Jude Dream Home project, built by Payne Family Homes in St. Louis, Missouri.

"We have partnered together with Payne Family Homes on the past four St. Jude Dream Home projects," said Scott La Jeuness, Renner Supply salesperson. "The St. Louis region is one of only a handful in the nation that is

100% donated by its partners. We are always excited to be a part of such an amazing cause which is both rewarding and humbling," La Jeuness added.

This new project features Amarr Classica garage doors in Lucern design with Seine windows. A Mahogany color and decorative hardware add the final aesthetic touches. The doors are lifted by LiftMaster's Elite Series 8500 wall mount garage door openers.

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## MANAGEMENT

# Understanding Millennials

*The next generation is set to dominate sales*

By Dave Bussière

It is always important for business people to understand their current and potential customers. For a long time, it has been Baby Boomers (those born in the post World War II period between 1946 - 1964) who have been the dominant group in driving business. But Millennials (those born 1981 - 1997) are increasingly important consumers – and they are very different. This article uses research by TD Waterhouse's Millennials and Money Research to explore Millennials and how they differ from Baby Boomers in their view of spending and saving.

In a survey of 2100 Americans (Baby Boomers and Millennials) conducted by Head Solutions on behalf of TD Ameritrade, individuals were asked their opinions about saving money, spending money, income expectations, and retirement. The survey was regionally balanced based on population and has a statistical error of +/- 2.1%. Baby Boomers are currently 53-71 years old. Millennials are 20-36 years old.

### SAVING MONEY

Most Baby Boomers (78%) believe that it is important to start saving while young. In contrast, only 61% of Millennials agree. Similarly, more Baby Boomers (73% vs 63%) think that future uncertainty is a major motivator of saving. These differences are interesting, but may be based on age more than generational differences. But there is one reason for saving that is much more important to Millennials than Baby Boomers (56% vs 39%): saving to ben-

efit their family. More Millennials who are savers do so because their parents were spenders and unhappy (12% vs 3%). In contrast, more Baby Boomers (54% vs 46%) save so they can enjoy life later in life. So Millennials save for family reasons. Baby Boomers for personal reasons.

Things are very different with spenders. Millennial spenders are more likely to do so because they want to enjoy life now (64% vs 52%). They are also so discouraged by their debt level that they no longer care (14% vs 7%). And unlike the Millennial savers, they are spenders because their parents were spenders and were happy (10% vs 2%).

Millennials are more likely than Boomers to spend now because it helps them get immediate joy (25% vs 15%) and because they feel that they have family who will support them in a financial emergency (40% vs 15%). Interestingly, Millennials are much more likely to spend money to make a good impression on others than Baby Boomers (15% vs 3%).

Also, the TD Ameritrade survey indicates that about two-thirds of Baby Boomers (66%) and slightly fewer Millennials (61%) say that saving money makes them happy. Emergency funds and va-

cations are the top two non-retirement reasons for saving. Over half (56%) of Baby Boomers and two-thirds (67%) of Millennials who are not saving say that they simply cannot afford to. This is likely impacted by the fact that 39% of Millennials are still paying off student loans (a median of \$200 per month).

While they are not savers, almost half (47%) of Millennials are anxious and 30% are embarrassed, frustrated or regretful about their debt.

### SPENDING MONEY

Not surprisingly, mortgage and rent payments are the largest expenditures for Baby Boomers and Millennials. Boomers, however, spend more than Millennials on groceries, utilities, technology (cell phones, data, internet), and eating out in a typical month. This is likely a function of income – there is about a \$20,000 income difference.

Millennials are more likely than Boomers to have a budget (80% vs 61%) and generally follow it (58% vs 45%).

There are several interesting spending differences highlighted in the TD Ameritrade survey. A third of Millennials (34%) feel pressure to keep up with their friends spending (vs 8% for Boomers). The Millenni-

als feel this pressure because of social media posts (46%) and wanting a nice home because they see others in a nice home (44%). In fact, 64% of Millennials say that social media causes them to compare their situation to others. This is well above the Baby Boomer rate of 29%.

Boomers are much more likely to put money into the stock market (45% vs 23%) than in a savings account. Four-fifths of both Millennials and Baby Boomers are inclined to plan and save for a vacation a year away rather than quickly travel on credit.

Home ownership is extremely important for 65% of Baby Boomers. In stark contrast, only 47% of Millennials had the same sentiment.

### IMPLICATIONS

Just as there are types of Baby Boomers, Millennials are not a homogeneous group. Millennials do, however, exhibit traits that substantially differ from Boomers. They are willing to spend more and save less of their income because they want to experience joy now rather than later. They are strongly influenced by their peers – who now know exactly what they are doing because it is updated regularly on Facebook, Instagram and Twitter.

Millennials value family. They want nice homes, but they may not end up owning them. At least not yet.

But those Millennials who do buy houses are more likely to be savers and security focused. They want to share their purchase on social media.

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*For a long time, it has been Baby Boomers who have been the dominant group in driving business, but Millennials are increasingly important consumers.*

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# Clopay Avante Collection Named One of the Top 100 Products of 2017

OHIO - Clopay's Avante Collection aluminum and glass garage door has been named one of the Top 100 Products of 2017 by *Professional Remodeler* magazine.

Each year, *Professional Remodeler's* Top 100 tallies up reader engagement in the building materials, doors, windows, fixtures, and fittings that have appeared

in the magazine over the past 12 months, to determine which products generated the strongest interest. The results appeared in the August issue.

Clopay's Avante Collection contemporary glass garage door admits natural light during the day, and provides a warm glow at night.

**Continued Page 26**

## CLASSIFIEDS

### Overhead Garage Door Business for Sale

Providing sales, service & installation of garage doors, we are Long Island N.Y.'s most impressive garage door showroom with over 20 full size doors on display. Successfully & profitably established as a premier high end garage door dealer since 2006 and growing. The sale is all inclusive, including a F150 Ford pick-up truck, tools and inventory. Please contact seller by email –

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### General Manager

Doormaster Door and Gate Systems has an opening for general manager for their Sechelt, BC location. The present manager will be retiring in the Winter of 2017 or early spring 2018. Ideally suited for an experienced overhead tradesman with a sales background. The Sunshine Coast of British Columbia is one of nature's gems. If you like a friendly lifestyle, hiking, boating, fishing in an eco-friendly environment surrounded by oceans, lakes, mountains in one of Canada's best climates this is the job for you. You will be overseeing the sales in this area, monitoring the installation and service jobs, occasional assisting of these jobs, but not restricted to only these tasks. There is also a support staff from our other locations that will assist you in your endeavors. There is travel required to our other locations, picking up of product included. You will also be assisting and working with all our sales staff. Wages commensurate with abilities. Only experienced and qualified personnel will be considered. Please email your resume to hans@canadiandoormaster.com No phone calls at this stage please. Check us out at:

www.canadiandoormaster.com

### Service Technician

Grizzly's Door Systems is looking for both Lead and Service Technicians to provide technical support to our customers for the installation, maintenance and repair of residential and commercial garage doors. We are looking for applicants that have previous experience in door service and installation, excellent communication and customer service skills. Our Grizzly team is professional and offers a safe positive work environment with competitive pay, an excellent benefits plan. We value those with integrity, initiative and trouble shooting skills. If you are able to lift 50lbs, have your OSSD, and are willing to drive/travel within the GTA region please email your resume to:

Lisa at landerson@upwardor.com

### Business for Sale

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### WANTED: Experienced Residential Installer (Vancouver, BC Area)

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# CLASSIFIEDS

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employment type: \*full-time\*

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Applications will be accepted until the position has been filled. Our Head office is in Burnaby, BC. Check us out at [www.canadiandoormaster.com](http://www.canadiandoormaster.com)

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## The Lighter Side

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"If a drone with donuts wants to see me, let it in."



**NOTE:** These questions and answers are from various home improvement newsgroups on the internet. These questions are real, and the *answers* are provided by other internet users, *not by the Garage Door News*. We are printing these questions to let the industry know what types of information people are looking for about garage doors and garage door openers. The answers will give you an idea of what type of "neighborly advice" is being given out.

#### QUESTION 1:

I have quite a long, straight drive leading from the road up to my garage. I quite often have the doors open when I'm on the drive, e.g. working on the motorbike, as I was doing today. It's a pain if I need to go in the house for a bit, as I always worry that if I leave stuff out, that it's going to get stolen.

I thought to myself today - wouldn't it be nice to be able to erect some sort of folding/collapsible screen about 2 meters high right across the drive, about 3 meters in front of the garage doors, to form a 'private' area to work in? It would need to be a temporary thing that I could easily erect and remove at will, but ideally substantial enough to be left in place for a while if required.

So, stable and weatherproof. I certainly wouldn't expect it to be secure against theft, just a screen to hide the goings-on from passers-by really. The area concerned is bounded by high solid walls at either side, about 3 meters apart, and for what it's worth, the drive is block-paving.

Anyone got any bright ideas?

#### QUESTION 1, ANSWER 1:

Not sure if it's a bright idea as such but what about a pair of gates? You say you have walls on either side and I have seen others do the same to provide a reasonably private and secure 'yard' or 'forecourt' (that they actually rebuilt a kit car in).

You can always leave the gates pinned back when you aren't working there?

## THIS MONTH'S QUESTION

QUESTION 1: Securing a driveway

The gates (or one big gate) could be proper substantial wood or metal, in whatever style would be considered suitable for where you are or even something lighter like some polycarbonate twinwall (I think they come in color or maybe tinted) fixed to some batten or light steel to make the 'hinge' side?

#### QUESTION 1, ANSWER 2:

Keep it simple. Pair of gates. They won't look out of place like anything else would and will be simple and quick to use.

With anything more complicated that takes time to put in place, there will be a temptation not to bother to use it for just a quick job.

#### QUESTION 1, ANSWER 3:

Bamboo screening cut to 3m?

Maybe with clips on both walls so it can quickly be put up and removed. In my experience, it should last several years.

#### QUESTION 1, ANSWER 4:

Gates. PIR detector on the drive and a chime inside the house and in the garage. CCTV camera above the garage door. Large dog.

#### QUESTION 1, ANSWER 5:

Well gates sound so conventional... how about digging a moat, and then having a temporary bridge you can lay out for when you want to cross it?

#### QUESTION 1, ANSWER 6:

I'd forget the dog, but I'd go for a remote controlled gate. A friend of mine has one of these, which

I'd never come close to before (and thought they were for the wealthy, which my mate is not).

His gate is a rolling one, and is (actually) about 3m long - the width of your drive. I don't know how much it cost -- it was probably fairly minor compared to the house he built behind it! However, it's useful: he doesn't live in a dodgy street, but it's the sort of area that has dodgy people wandering round it on foot 'on the look-out.'

I appreciate that this is a ridiculous high-end solution -- I'm just sayin' though!

#### QUESTION 1, RESPONSE:

Thanks for all the suggestions, including the 'gate' ones. Unfortunately, that's not going to fly for two reasons: firstly, because one of the walls features a large window, and a gate would obstruct that when open (which would be 95% of the time) and block the view/light when closed. Secondly, you have to remember the main reason I tend to work out on the drive is because my garage is piled high with stuff... if I were to create a reasonably secure area outside behind a new gate, then I know that would soon suffer a similar fate! At best, I'd end up with the gates permanently closed, which is definitely not the intention as the drive is needed as is.

Bamboo screening? I think that might just do the trick - certainly worth a go anyway. It would still need some sort of support in the middle - 3m is too big a span to expect it to free-stand - maybe a heavy-duty parasol stand would work. Will think on this further.

**These questions are real, and the *answers* are provided by other internet users, *not by the Garage Door News*. We are printing these questions to let the industry know what types of information people are looking for about garage doors and garage door openers. The answers will give you an idea of what type of "neighborly advice" is being given out.**



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# Overhead Door Featured On Season Two Of HGTV's Desert Flippers

TEXAS - Overhead Door has returned for a second consecutive year of HGTV's *Desert Flippers*, adding curb appeal to two homes featured on season two of the show.

The show follows husband and wife duo Eric and Lindsey Bennett as they transform sunny Palm Springs, California, one dilapidated home at a time. Through its Red Ribbon distributor, Overhead Door Company of the Desert, doors with openers were installed as part of the extensive renovations.

Overhead Door partners with popular home improvement and design television programs on DIY Network and HGTV, as well as homes produced by national magazines, such as *Southern Living*, to illustrate to customers the impact a garage door can make on the curb appeal of a home.



Before



After



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\*Wind Load tested on a 10' x 12' solid vinyl Roll-Up Door per ANSI/DASMA 108-2002





# Wayne Dalton Unveils New Classic Steel Residential Garage Door

TEXAS - Wayne Dalton has launched a new residential Classic Steel Model 9605 garage door, to replace the recently retired Model 9600. Model 9605 offers many of the same features, including a steel back color-matched to the front door for standard color options, as well as enhanced safety and performance functions.

“Wayne Dalton is dedicated to providing affordable garage door solutions that satisfy the needs of our customers through high-quality designs at a variety of price points,” said Wayne Dalton Vice President of Sales Pat Duffy. “Model 9605 Classic Steel garage doors will provide nothing short of excellent performance, safety and durability.”

Model 9605’s safety features include a pinch-resistant profile that pushes fingers out of harm’s way when the garage door is closing. This Classic Steel garage door also incorporates a tamper-resistant safety bottom bracket and the TorqueMaster Plus, a

counterbalance system designed to help prevent injury by safely containing the spring inside a steel tube.

To match virtually any taste, options including most window designs and colored glass are available, and the door can be customized with five exterior designs (Sonoma, Sonoma Ranch, Contemporary, Colonial and Ranch) and six different colors (White, Almond, Taupe, Brown, Gray, Green and Desert Tan).

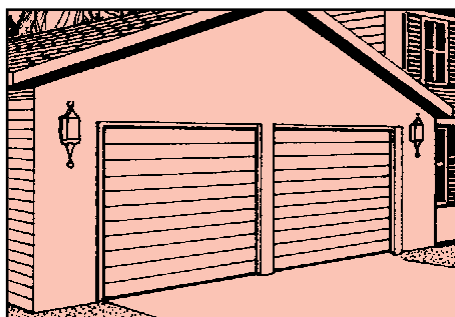
The Model 9605 residential garage door is backwards compatible with the Model 9600 for non-wind load options, allowing customers to replace up to two sections of Model 9600 with the new 9605, and up to one section with no change in the spring. Additional performance capabilities include a



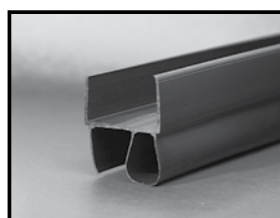
bottom weather seal to help block draft and debris from entering the garage, hurricane-level center hinges and horizontal integral struts at the top and bottom of each door section which add rigidity and strength for an extended life cycle and smooth operation.

Model 9605 comes with Wayne Dalton’s limited lifetime warranty.

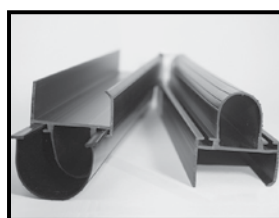
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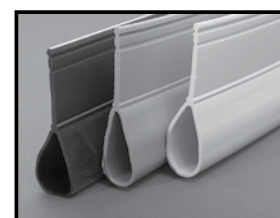
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**Bottom Seal**



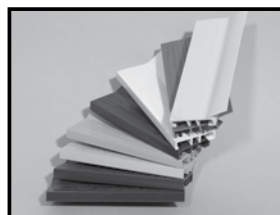
**Combo Btm. Seal Retainer**



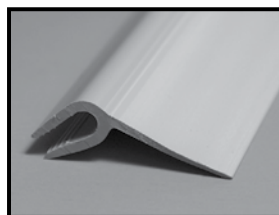
**Rolling Steel Bottom Seals**



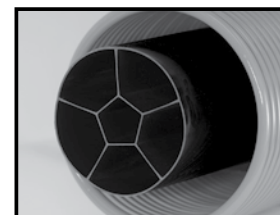
**Threshold Seal**



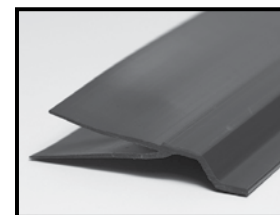
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# Safe-Way Door Announces New Color Options

INDIANA - Safe-Way Garage Doors recently announced their two newest colors of carriage style doors in the Presidential Series. Brown and Hunter Green have been added due to customer demands for a more extensive color palette.



The company notes that these two new colors were designed specifically for today's homeowners wanting more earth tones with a variety of design options in a premium overlay carriage house door, and has offered these colors in several of their other lines of steel doors for a number of years with great success.

## CLOPAY (Cont'd)

The door is constructed with a 2-1/8" thick commercial grade aluminum frame to be virtually maintenance-free. Many sizes and frame colors are offered, as is insulated glass. Solid aluminum panels that match the frame are also available.

Clopay began marketing the Avante for residential applications in 2004. The Avante Collection has been featured on numerous showcase homes, most recently, on the 2017 New American Home in Orlando, designed by award-winning architect Phil Kean.



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The **PD140** has an amazing **outdoor sensing range of up to 60 metres; for controlled indoor environments, the range is up to 120 metres.**

With the optional **APD140-LA01** Green Laser Alignment Tool, **installation of the PD140 can be done in seconds**, even at distances longer than 60 metres!



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System Designed for  
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The high-power **MOFT/R** sensors are waterproof, which makes them **ideal for use in car washes and other harsh environments. They are available in a polycarbonate or stainless steel housing.**

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