

Family Owners of Garaga Announce the Acquisition of Novatech Group

QUEBEC - The Gendreau family, owners of Garaga Inc., recently announced the acquisition of Novatech Group Inc., a Canadian company specializing in the manufacture of entry doors, doorglass, patio doors and tailor-made insulated glass.

Since its founding by Raymond Ouellette in 1982 in Sainte Julie, Quebec, Novatech has grown into a company offering a complete range of products: glass processing, manufacture of doorglass, steel doors and patio doors, and PVC extrusion. Novatech has 16 plants and distribution centers in Canada and the United States. It also has an innovation center for research and development of new products that opened in 2009.

Garaga and Novatech have a combined annual turnover exceeding \$1 billion and more than 3,000 employees.

"The acquisition of the Novatech Group is a continuation of our family's entrepreneurial journey. We are now privileged to be the owners of two organizations such as

Garaga Inc. and Novatech Group Inc. that are firmly established in their North American markets," says Maxime Gendreau, Co-President of Garaga. "It is important to specify that both organizations, Garaga, the company founded by our father Michel Gendreau, and Novatech Group will continue to operate completely autonomously," adds Maxime Gendreau.

"This major transaction between the Gendreau family and Novatech's founder, Raymond Ouellette, ensures the continuity of Novatech's Quebec ownership, while allowing for a natural transition of ownership for the organization. The Gendreau family's recognized experience in the development and operation of companies based in Canada



Left to right: Martin Gendreau, Harold Savard, and Maxime Gendreau

and the United States will allow us to continue growing and maintaining our company culture and values," says Harold Savard, President of Novatech Group.

Harold Savard, the current president of Novatech, will remain in office and continue to be a shareholder. The company's management will remain the same. Sharing of best practices and potential synergies will be explored.

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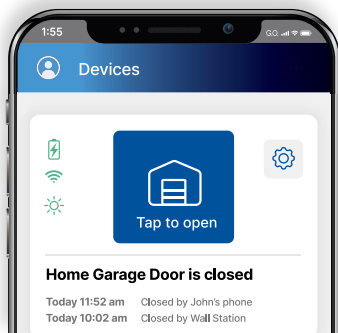
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THE GARAGE DOOR NEWS

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Letters to the Editor regarding anything that you see in this newspaper or elsewhere in the industry are welcome. Letters should be approximately 200 words, and faxed to: THE EDITOR, Garage Door News, fax to 866-838-2967. Please include your name and phone number.

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The Case Page

LAST MONTH'S CASE & ANSWER

Case 33-7: Introducing Changes

GDN Doors has a 40 year history in the market. The company is active in all aspects of the industry, including doors, gates and dock levelers. For many years, the company was the dominant company from a market share perspective. This leadership position was based more on repeat customers and word-of-mouth rather than an aggressive promotional campaign.

But over the last several years, revenues have been relatively stable. Given inflation levels, Bill, the General Manager, thinks that stable revenues should be seen as a decline.

While he has spoken with other managers about this, there is not general support – “We are doing fine,” is the best characterization of the office mood.

Bill, however, thinks that stagnant revenues in a high inflation period means that the company is losing ground. As such, he has ideas that could spark sales growth in three key sub-markets. This includes some price changes and some changes to the company’s advertising plan. He is also looking at changing one large supplier.

While he has not finalized his plans, he is worried about how to introduce his new ideas. In general, his management style has focused on consensus building. But given that many employees think that things are fine while he thinks changes are necessary, he worries about the process of recommending changes. Does he focus on selling the need to change or the ease of making the changes?

Case 33-7 Answer:

This case presents a situation where Bill, the General Manager of GDN Doors, faces some opportunities for change that could include pricing, advertising and/or supplier selection. But the core question in the case is not about those specific changes, but the process of introducing the changes. This is particularly important because of two realities: there is not a consensus that change is needed, and Bill admits that his natural management style is one that focuses on consensus building.

Bill could try to convince key people within the company that current sales results are not as strong as they believe, and so therefore changes are required, but that could be a problem. If Bill fails to convince them on the underlying problem, there will likely be less buy-in for any recommendation that he has to fix the problem (that they do not see).

Instead, Bill should consider moving on the change that will be most easily accepted and started. So, for example, he may choose to focus on introducing a new supplier, and not tie it to current or past revenue performance. Instead, he can frame it as a solid time to explore options.

Or perhaps it would be easier to announce that he is interested in investing more in promotion, and use that new money as a catalyst for advertising change.

Given the current situation, Bill is probably best looking at incremental change that looks to be an opportunity to grow rather than a reaction to negative results.

Case 33-8: Contradictory Analysis

When Bill took over as General Manager of GDN Doors 12 months ago, he had substantial management experience, but no experience in the garage door industry. He had worked in residential siding and windows in a neighboring city, when he was hired to quickly replace the former manager who had health problems.

Bill had spent the past year with a focus on two major goals. First, he wanted to get to know his team and earn their confidence. Second, he wanted to

learn the garage door industry. The company was active in residential and commercial doors, and he was slowly becoming comfortable with the product lines.

One of the things that he found out was that the company was really not committed to one set of suppliers. They had a pool of viable options for doors and operators, but seemed more focused on buying what products were cheapest at the time of need. This was very different from what Bill had experienced in prior situations.

He asked two managers to analyze door options and recommend a supplier that would become GDN Doors’ primary supplier. They have done the analysis, but unfortunately, they disagree.

One suggests a new supplier that is hungry for their business. He notes: “If you look at our current selling price for any size door, these doors will give us great profit margins. The accountants will love it!”

The other manager

recommends committing to one of their current suppliers even though the pricing provided by the supplier is not as low as the pricing from the new potential supplier. He notes: “The accountants may love the doors, but the market won’t! We could sell twice as many of the doors I am proposing.”

How should Bill react?

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

The Professional Door Association of New England
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Overhead Door Brand’s Artisan Wood Grain Finishes Named Finalist in 2024 Architizer A+Product Awards

TEXAS - Overhead Door Brand’s Artisan Wood Grain Finishes has been selected as a finalist by the 2024 Architizer A+Product Awards in the Residential Design category.

The Architizer A+Awards, now in its 12th year, is an international awards program celebrating the world’s best architecture and products. With a record number of submissions this year, the finalists were chosen by a distinguished jury and the global public.

“We’ve always aimed to push the boundaries of design and functionality with our products, and the Artisan Wood Grain

Finishes are a perfect example of that. These finishes not only give homeowners the beautiful look of natural wood but also provide the durability and insulation of steel doors. It’s exciting to see our efforts recognized on a global stage,” said Brandon Bolin, marketing manager for Overhead Door Brand.

These finishes are crafted through advanced, non-repeating digital print technology to replicate the look of natural wood on insulated steel doors, offering homeowners a blend of modern design, strength and insulation.

Overhead Door Brand offers a high degree of customization



with Artisan Wood Grain Finishes, catering to diverse aesthetics and architectural styles. Homeowners can choose from four distinct grain patterns -- Beachwood Plank, Cedar Plank, Medium Oak Plank and Carbon Oak Plank -- and various window placement options.

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Action Industries Expands Flex Brush Manufacturing Capabilities

INDIANA - Action Industries has expanded its manufacturing capabilities with the installation of a state-of-the-art Flex Brush machine at its Evansville facility. By expanding the production capability of the Flex Brush product offering, Action is aiming to speed up delivery times and add more custom solutions and applications for existing and new partners.

When asked why the company has invested in expanding Flex Brush capabilities, Marc Calcaterra, Action's CEO, said, "We want manufacturers, engineers and product managers to know that Flex Brush can protect much more

than garage and access doors."

Action is actively distributing customizable brush applications across numerous industries, including motorized and retractable screens/awnings, transportation/trucking, and mass transit systems.

The Flex Brush system lends versatility across these industries as a flexible barrier that protects against spray, chips, noise, dust, light, air, temperature and vibration. Flex Brush can conform to various shapes and contours that standard metal-backed brush can't accommodate, and can be mated to other parts to fit a specific application need.

The company notes that the flexible and sturdy polypropylene backing of Flex Brush won't rust, allowing it to be in constant contact with water. When properly installed, the non-corrosive bristles do not freeze and are designed to stop rain and snow from entering into a building or vehicle. Its lightweight plastic components and ability to be coiled make shipping inexpensive while also being easy to store in warehouses or trucks, with the ability to cut the brush to size for on-site jobs.

"None of our partners are alike, so we really emphasize adaptability in manufacturing," Calcaterra said.

Action carries a broad selection of filament materials for Flex Brush and streamlined dies that allow for the proper material flow during the manufacturing process to ensure a customer is getting consistent quality.

With the additional equipment, Flex Brush can be custom-made with the desired bristle shape, color, or length for any industry application.

"Flex Brush has and will continue to be an important aspect of our manufacturing capabilities to keep up with unique customer needs," Calcaterra said. "We're ready to roll this great product out to new industry applications."

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Amarr Earns ISO 14001 Certification for Manufacturing Facilities

NORTH CAROLINA - On June 17, 2024, all three Amarr manufacturing facilities – Lawrence, KS, Shawnee, KS and Mocksville, NC – received ISO 14001 certification for environmental management systems (EMS).

The company notes that this certification demonstrates to their partners not only the importance of environmental stewardship but increases operational efficiency and effective use of resources, leading to cost savings in the long run. The certification process involved numerous audits that helped to systematically identify and control

environmental impacts, ensuring legal compliance and sets the stage for continuous environmental improvement.

"The benefits of ISO 14001 are multifaceted; from enhancing our reputation to aligning with customer values, the certification brings about a transformative change in how our organization operates," said Mike Bernholtz, Lawrence, KS plant manager. "It also leads to better management of environmental risks, fosters a culture of continuous improvement, and aligns with our corporate sustainability goals."

Canadian Housing Starts for June 2024

ONTARIO - The total monthly seasonally adjusted annual rate (SAAR) of housing starts for all areas in Canada decreased 9% in June (241,672 units) compared to May (264,929), according to the Canada Mortgage and Housing Corporation (CMHC).

The six-month trend in housing starts decreased 0.4% from 248,260 units in May to 247,205 units in June. The trend measure is a six-month moving average of the SAAR of total housing starts for all areas in Canada.

The actual number of housing starts across Canada in urban centers of 10,000 population and over was down 13% to 20,509 units in June compared to 23,518 units in June 2023. The year-over-year decrease was driven by lower multi-unit starts, down 16%, while single-detached starts were similar to last June.

June's total actual housing

starts were markedly lower in two of Canada's three major cities compared to June 2023, with Toronto down 60% and Vancouver down 55%. Both cities recorded significant declines in multi-unit construction. Montréal was up significantly at 226%, due to much higher multi-unit activity.

Through the first half of 2024, Canada's six largest Census Metropolitan Areas (CMAs) saw a modest 4% combined year-over-year increase from 2023, driven by higher starts levels in Calgary, Edmonton, and Montréal which made up for decreases in Vancouver, Toronto, and Ottawa. Among the largest of the big six CMAs, Vancouver and Toronto have seen apartment starts slow as high interest rates and weak condominium pre-construction sales appear to be affecting these centers negatively. Meanwhile,

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U.S. Remodeling Market Sentiment Holds Steady in Second Quarter

WASHINGTON, D.C. - The National Association of Home Builders (NAHB) released its NAHB/Westlake Royal Remodeling Market Index (RMI) for the second quarter, posting a reading of 65, down one point compared to the previous quarter.

The NAHB/Westlake Royal RMI survey asks remodelers to rate five components of the remodeling market as “good,” “fair” or “poor.” Each question is measured on a scale from 0 to 100, where an index number above 50 indicates that a higher share view conditions as good than poor.

The Current Conditions Index is an average of three components: the current market for large remodeling projects, moderately-sized projects and small projects. The Future Indicators Index is an average of two components: the current rate at which leads and inquiries are coming in and the current backlog of remodeling projects. The overall RMI is calculated by averaging the Current Conditions Index and the Future Indicators Index. Any number over 50 indicates that more remodelers view remodeling market conditions as good than poor.

“Although some remodelers are reporting a slowdown, most continue to see solid demand for remodeling projects, subject to normal seasonal fluctuations,” said NAHB Remodelers Chair Mike Pressgrove, a remodeler from Topeka, Kan. “In some markets, elevated interest rates have caused some customers to purchase improvement projects with cash rather than loans. However, this option is only available for wealthier homeowners.”

“The RMI remains solidly in positive territory, and NAHB continues to project remodeling activity has stabilized at a healthy level in 2024,” said NAHB Chief Economist Robert Dietz. “Some homeowners may be tempted to delay projects waiting for interest rates to decline, but this is offset by others who want to work with a remodeler now, fearing inflation may increase project costs if they wait.”

The Current Conditions Index averaged 73, declining one point compared to the previous quarter. All three components remained well above 50 in positive territory in the second quarter: the component measuring large remodeling projects (\$50,000 or more) remained even at 70, the component measuring moderate remodeling projects (at least \$20,000 but less than \$50,000) remained even at 74, and the component measuring small-sized remodeling projects (under \$20,000) fell two points to 75.

The Future Indicators Index averaged 58, declining one point compared to the previous quarter. The component measuring the current rate at which leads and inquiries are coming in dropped two points to 55, and the component measuring the backlog of remodeling jobs edged down one point to 60.



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TECHNICAL

Understanding Electric Motors

By Roy Bardowell

An electric motor is a machine that converts electrical energy into mechanical energy. There are two basic types of electric motors: AC and DC. Both types can be found in door or gate operators. Most electric motors operate through the interaction between the motor's magnetic field and electric current in a copper wire winding to generate force in the form of torque applied on the motor's shaft.

Before discussing the overall motor, it is useful to first go through a little terminology.

A = amps or current draw. The electrician must know how many amps a motor will draw so that he provides the correct wire gauge. If an improper, lighter gauge of wire is employed, the motor will not receive the current it requires to run efficiently. This can cause a voltage drop that can stall a motor. Also, the wire can overheat, possibly melting and causing a fire.

AC stands for Alternating Current. It can be produced by many means from utility companies that generate electrical energy in which can be generated in many different voltages. AC motors will display a constant speed.

DC stands for Direct Current which is typically provided by a battery or AC voltage after first being connected to a rectifier. DC motors can display variable speeds by varying the input DC Voltage.

A rectifier is an electrical device that converts alternating current (AC), which periodically reverses direction, to direct current (DC), which flows in only

one direction. The beauty of DC motors is that you can swap the polarity (positive and negative) and instantly reverse the motor direction. By reversing a DC motor on the fly, you can deliver dynamic braking similar to what diesel locomotives can do to slow down and stop a train.

Most DC motors found on door or gate operators will operate on 12 or 24 DC volts, because there are many DC motors manufactured in those voltages. First, the main AC high voltage will be connected to the Primary of a transformer that steps down the voltage to 24VAC. The stepped down voltage is known as the secondary voltage. Second, the lower 24VAC will be connected to a rectifier that changes the 24 alternating voltage to 24 direct voltage, which then can power a 24 Volt DC motor.

If you input 24DC voltage into a 24 VOLT DC motor, it will rotate at the full speed the motor can deliver. If you half (50%) the input, the motor will only deliver half the speed it is capable of. So by ramping the DC voltage up and down, you have the ability to change the motor speed. The change is linear. This means that higher voltage means higher speed and lower voltage equals lower speed. If charted on a graph, the voltage and motor speed would be two parallel lines.

One of the biggest concerns and focus for CDO manufacturers is to produce a product that can

provide the work and rigors of unbalanced doors without causing a fire. Commercial door operator manufacturers have offered an option that incorporates a variable frequency drive (VFD), but the option is very expensive and usually cost prohibited. At this time, in the time line of innovation, the addition of DC motors on CDO's is perfectly timed.

Ordering a Replacement:

Every motor will have a sticker with a serial number. This is most important when needing a replacement. People used to order a motor with fuzzy information, like: I need a 3, 4, or 6 wire motor. This doesn't help a motor provider much

and only reduces the potential possibilities by maybe half. Even then, there is a good chance you will get the wrong motor.

Many times, motors used in our industry are customized with special shaft lengths or will have a special frame size. This is why it is important to order the exact replacement motor from the operator manufacturer. I know of cases when a person tried to order a replacement motor from a big box hardware store, only to find it didn't wire up the same or fit in the same space as the original. Nor did it bolt up the same.

If you don't want to pay for two motors, ONLY order it from the original manufacturer with the serial number of the motor or the serial number of the operator and

get IT RIGHT THE FIRST TIME.

Residential Door Operators:

Most residential door operators built today employ a DC motor that provides soft features for the door. Soft features mean soft start and soft stop which is always better for the door and door hardware. Before the use of DC motors in residential door operators, many used a PSC AC motor that was connected to a separate capacitor. PSC is short for Permanent Split Capacitor meaning the necessary starting capacitor was in a separate place in the operator head.

The greatest weakness with PSC motors was the thermal cutout switch installed in the motor winding. If the Texas Instruments (TI) made switch reached 140 degrees Celsius, it would interrupt the power to the motor and stop the motor from overheating which could destroy the motor windings and possibly start a fire.

When being evaluated at the Underwriters Laboratories (UL), all operators have to be subjected to the running overload test. The running overload test is pretty tough to survive. The UL engineers will add weight to the door until the operator is near ready to explode. The goal is to verify the circuit breaker or the thermal switch trip and stop the motor before bursting into flames. I've seen motor housings turn molten orange when the test took 5 or more hours, but every time, the motor shut down in time. To reduce the logistics of the project, UL permits the running overload

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Haas Door Offers New Plank Door Style Options

OHIO - Haas Door recently announced the introduction of their Plank wood grain style options. The styles will be available for their 600, 700 and 2000 series, both residential and commercial.

“We’re always motivated by trends customers are interested in,” said Jeffrey Nofziger, Haas Door President. “We obviously want to provide as many options as possible so everyone can find their perfect look with Haas Door. Plank, specifically, lends itself to the clean, long line designs we see with so many modern homes, and really pairs nicely with dark, neutral sidings and wood accent work.”

The series is characterized by the modern, clean lines and use of individual boards strategically

mixed in to create a unique look with every door produced. Haas Door offers three colors: American Walnut Plank, English Oak Plank, and Cedar Plank. The color offering allows the unique wood grain aesthetic to be used with a wide variety of cladding colors.

The Plank door options also come standard with a 12-year finish warranty.



CANADIAN HOUSING STARTS (Cont'd)

Montréal has observed higher multi-unit construction this year, with apartments starts up 63% from the 8-year low recorded in 2023. Also of note is the higher construction activity in Calgary and Edmonton as starts increased across all dwelling types, driving total starts

up 38% and 67% respectively.

“The higher interest rate environment appears to have caught up with some of Canada’s major centers as lower multi-unit starts, particularly in Vancouver and Toronto, drove both the SAAR and Trend down in June. While strong starts growth in June and the first half 2024 in Calgary, Edmonton, and Montréal mitigated some of these decreases, we expect continued downward starts pressure across Canada throughout 2024,” said Bob Dugan, CMHC’s Chief Economist.

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Florida Car Barn Finished With Hydraulic Door From Schweiss

MINNESOTA - In the countryside of Tallahassee, Fla., lies a plot of 75 acres owned by Robert Moore. In the heart of that land, stand two hangars and a 50-foot by 55-foot car barn.

Moore, a veterinary surgeon, finds joy in many hobbies including flying and biking, but his true passion lies in cars. Moore owns four collector cars: a 911 GT3RS Porsche, a 911 turbo Porsche, and a 1967 and a 1968 Land Cruiser, both with frame-off restorations. He was previously storing these cars in his hangar, but the accordion-style door allowed insects to enter the building. With some time to think, Moore finally decided it was time to build a space dedicated to his cars.

The car barn was built by Skeeter Prather. Throughout the

process of constructing the car barn, Moore had one vision in mind. Unlike other shops, he wanted his to look “finished.”

Moore chose to go with a hydraulic door because of its strength. The hydraulic door stands at 10-feet high and 30-feet wide. Florida can be hot, muggy and buggy so Moore added an extra weather seal. After testing the new door’s strength, he saw how truly airtight this door made the building.

On the inside of the door, the hydraulic lines have been hidden in the attic. This created that clean, finished appearance Moore was looking for. To access these lines for any maintenance, an attic entrance was created. Similar to the hydraulic lines, the hydraulic pump is also hidden. It is set about five feet away in a closet. Minimizing the



appearance of cables and hardware was Moore’s goal all along.

The most noticeable aesthetic addition to the door was the windows. Moore expressed how he wanted nothing other than to see out from every wall of his car barn. With help from Schweiss Doors, Moore was able to have the same windows in the door that

were installed on the other three walls of the building. This offered the continuous clean look of the building that he was hoping for.

With the 15-foot overhang, the installation took some planning. Prather installed the doors and said the instructions, guidance and drawing from Schweiss Doors made the job manageable.



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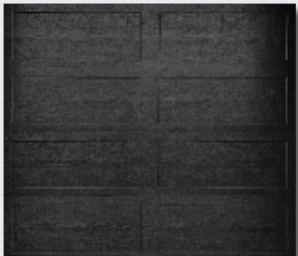
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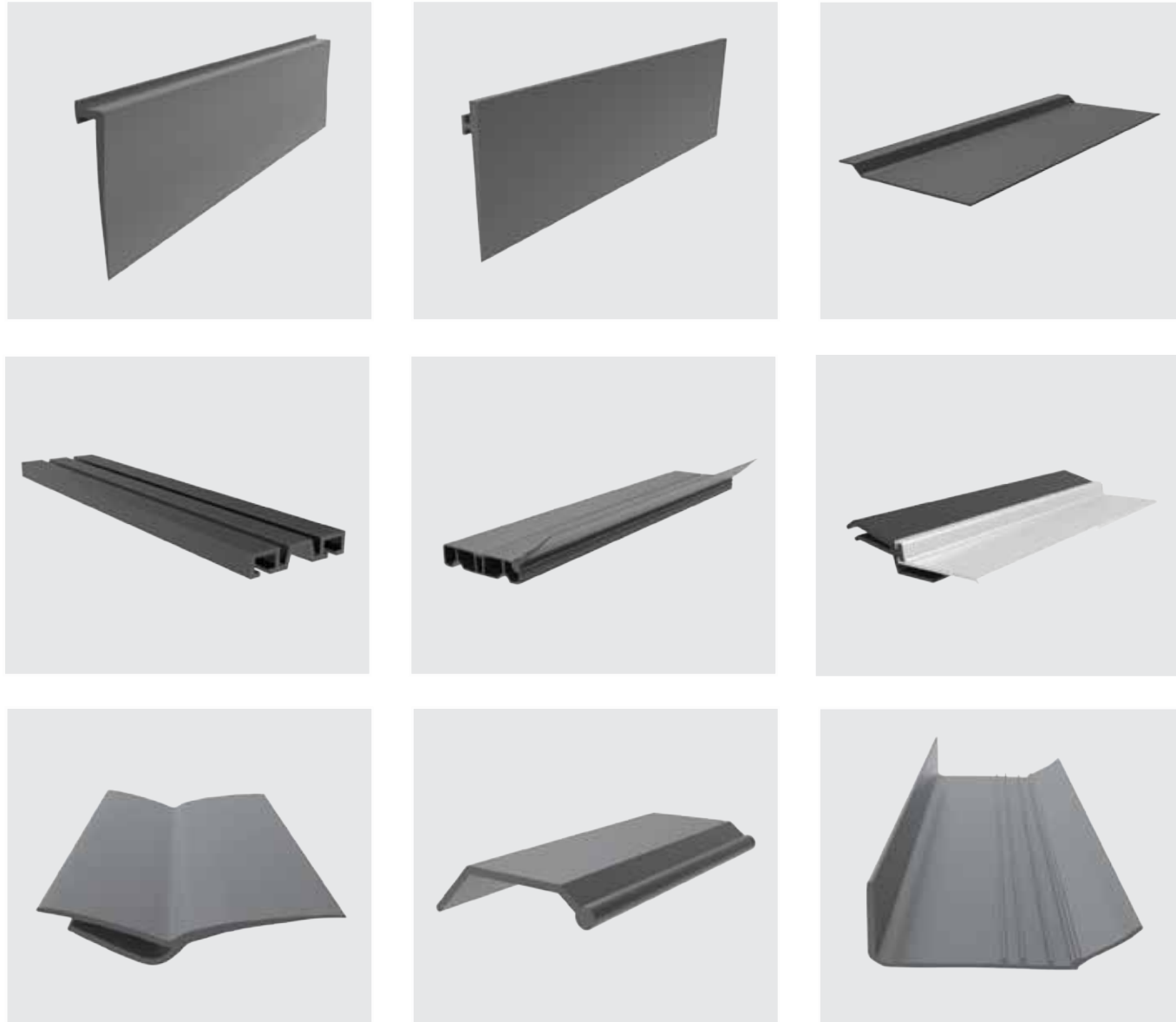
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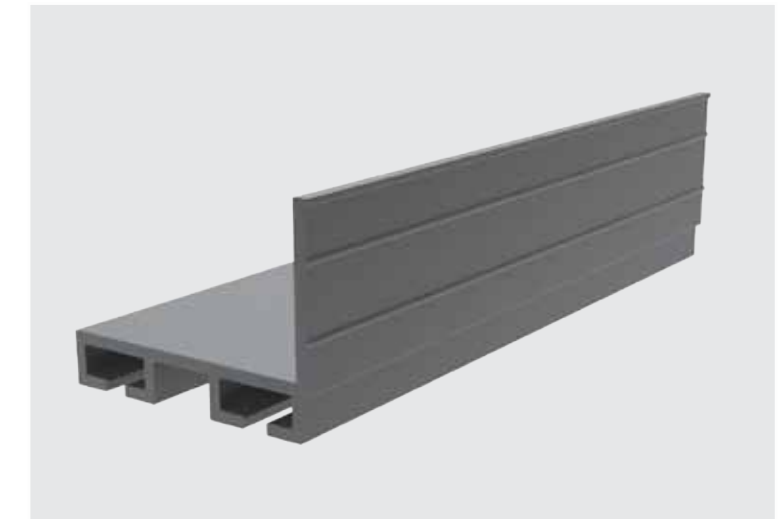


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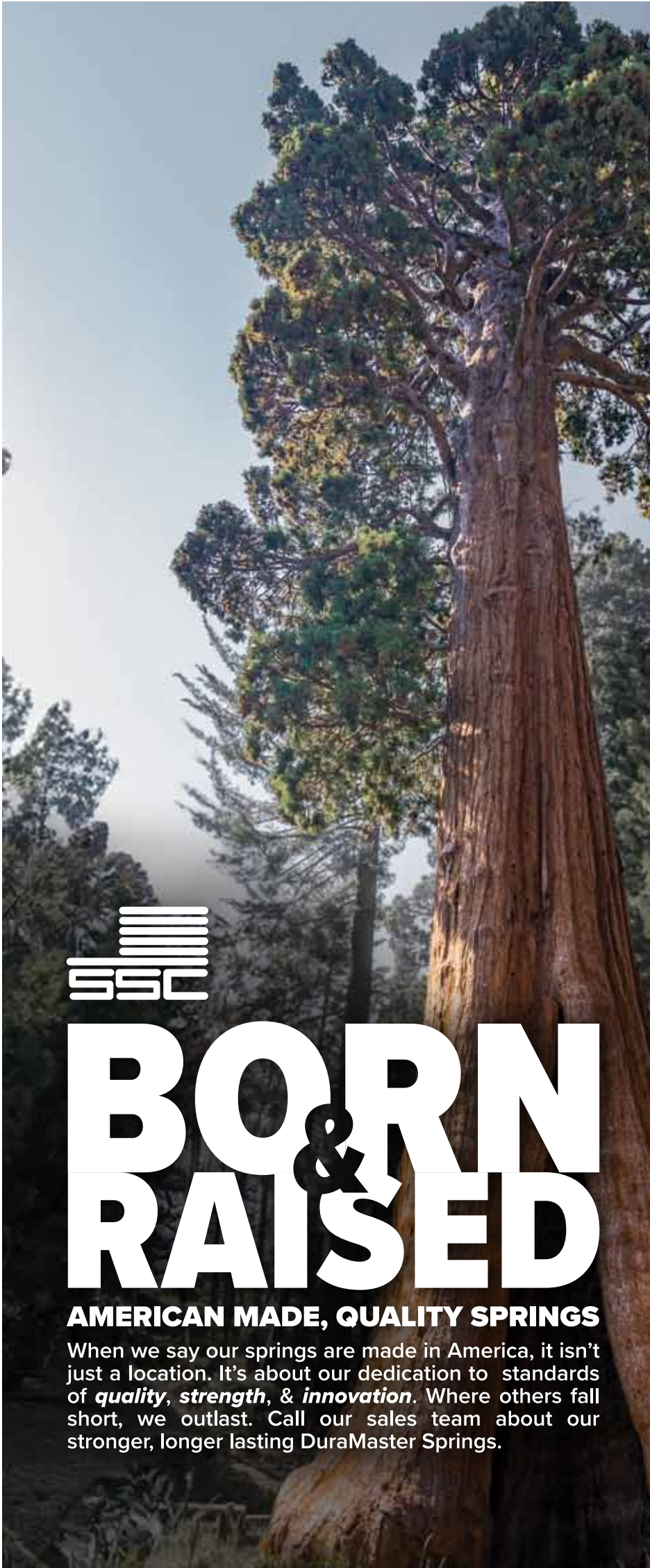
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APPOINTMENT

Nice Announces Appointment of New CEO of Nice Spa

ITALY - PRNewswire - Nice recently announced that Juan B. Mogollon has been appointed to the Board of Directors of Nice Spa and designated as the new CEO of Nice Spa.

After a transition period, Mogollon will succeed Roberto M. Griffa, who has decided to leave the company to pursue new professional challenges.

The Board of Directors of Nice expresses its sincere gratitude to Griffa for his work over the years within the group, and his contribution in terms of commitment, management, leadership, guiding the company's growth and achieving remarkable results during his long tenure.

Mogollon's proven leadership and extensive experience across various industrial segments – both in mature and emerging markets – will be key elements in the development process of the Nice group. His expertise spans Products, Services, and High-Tech Solutions for Construction, Energy, Telecommunications, Building Automation, Electronic Security, and Fire Protection.

Mogollon has successfully managed multiple business units and P&L responsibilities in different regions such as North America, Latin America, and Europe, achieving results through his managerial experience in performance improvement, growth acceleration, and operational efficiency. Before joining Nice, Mogollon served as Global Executive Vice President Energy Division, at Prysmian Group since 2022, based in Milan, and previously as CEO and President of Latin America at Prysmian Group, based in Brazil.

"The arrival of Juan B. Mogollon marks a pivotal milestone in Nice's continuous improvement journey. Enhanced integration within the group will enable us to accelerate our strategic objectives. His leadership and extensive experience will be crucial in this endeavor: to reach new heights, strengthen our market position, and improve our ability to innovate and provide advanced solutions to our clients," says Lauro Buoro, Founder and Chairman of Nice Spa.

"Juan joining Nice confirms the attractiveness of Italian companies for top-tier international managers," says Maurizio Tamagnini, CEO of FSI. "From the beginning of the partnership with Lauro Buoro and with Nice, we believed in a market-leading company driven by the right mix of competence, experience, and internationality."



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Lynx Industries Expands Residential Door Designs and Colors

OHIO - Lynx Industries recently announced the introduction of new design models and color options to their Encore garage door series.

The Encore garage door series now includes two new models: the 2400 Long Raised Panel and Recessed Panel. These

new designs complement the existing lineup, which features the 3600 Medium Raised Panel, 4800 Short Raised Panel, and Flush models. The door panels are produced with galvanized steel with multi-layered rust protection. The company notes that Encore doors offer both strength and

aesthetic appeal suitable for any environment.

Joining the existing palette of Black, Brown, White, and Sandstone, Lynx will introduce Charcoal Gray to the Encore series in September. The company notes that this new color option enhances the series with its depth,

sophistication, and timeless refinement, catering to both traditional and contemporary design preferences.

In addition to the Encore series, Lynx also offers the Ambassadors Silhouette Series of glass paneled doors and the Countryman - Carriage Overlay Series.

U.S. Monthly New Residential Construction for June 2024

WASHINGTON, D.C. - The U.S. Census Bureau and the U.S. Department of Housing and Urban Development jointly announced the following new residential construction statistics for June 2024:

Building Permits

Privately-owned housing

units authorized by building permits in June were at a seasonally adjusted annual rate of 1,446,000. This is 3.4 percent above the revised May rate of 1,399,000, but is 3.1 percent below the June 2023 rate of 1,493,000. Single-family authorizations in June were at a rate of 934,000; this is 2.3 percent

below the revised May figure of 956,000. Authorizations of units in buildings with five units or more were at a rate of 460,000 in June.

Housing Starts

Privately-owned housing starts in June were at a seasonally adjusted annual rate of 1,353,000.

This is 3.0 percent (± 10.5 percent) above the revised May estimate of 1,314,000, but is 4.4 percent (± 12.7 percent) below the June 2023 rate of 1,415,000. Single-family housing starts in June were at a rate of 980,000; this is 2.2 percent (± 12.1 percent) below the revised

Continued Page 26



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UNDERSTANDING ELECTRIC MOTORS (Cont'd)

test to be performed at the manufacturers location.

I have to say that it is a very interesting test to witness. I have learned a lot about what a component is capable of, although I got burned many times when I accidentally touched a super hot component. If a component catches fire during the test, it must be replaced with a higher rated component. This has caused days of delays before the test is totally completed. That's not all! Every model has to go through the test with every motor strength. That means a model has to be tested with a $\frac{1}{3}$, $\frac{1}{2}$, $\frac{3}{4}$, & 1 Horsepower motor. The typical fees for one model could easily run over \$30,000.

At one time, all residential door operators employed a $\frac{1}{3}$ or $\frac{1}{2}$ Horsepower 115VAC PSC motor. So, anyone who installed residential door operators from 1960 to 1980 must have experienced a motor shut down for 15-20 minutes. If you overworked the motor on a very hot day, it would shut off for a spell, but usually for only about 15 minutes and then the TI switch would cool down and the motor could be run again.

The problem for manufacturers that used a PSC motor was the installers who ignored tech support and returned an operator as defective,

because they never called for support when a motor stopped and considered the operator defective. It would baffle an installer when he would return an operator to my shop, and after plugging it in, it would work like a dream. The same scenario occurred a second time when limited duty operators were introduced as an alternate to the standard continuous duty operator.

All limited duty operators still use a 120-volt PSC motor; however, if it were installed on bigger heavier doors, it could experience overheating quicker and shut down. Engineering understood this could happen, but were sure an installer would call tech help to be told the operator was fine if they only waited 15 minutes. The information was also provided in the instruction manual; however, that was also ignored. Since many ignore help or training, the issue was never truly resolved and many decided to remain unprofessional on the topic of motors. The resolution occurred naturally with the introduction of DC motors, which rarely overheat like AC motors tend to do.

CDOs mostly use AC motors which were the prominent type of motor used up until recent times. The most common motor found on a CDO will be a $\frac{1}{2}$ HP capacitor start dual voltage motor. There are optional choices for $\frac{1}{3}$, $\frac{3}{4}$, or higher 1 horsepower single phase motors.

The use of DC motors was pioneered by European manufacturers decades ago. Not to be out-done, American manufacturers have started to design DC motors into their CDO line of operators. Gate operator manufacturers were compelled to employ DC motors a decade ago to offer a battery option when there was a power outage. Some gate operators may employ both motor types: a primary AC motor and a

secondary DC motor to drive the gate from a BBU.

Although there has been a battery backup option (BBU) on residential door operators and gate operators for two decades, the implementation of DC motors in CDOs has been a slow transition which has only been employed recently. The popular $\frac{1}{2}$ HP motor found on most CDOs is likely a dual voltage motor. Manufacturers have always had the choice of purchasing a single voltage motor which could save a few pennies over the dual voltage motor. The dual voltage motor was produced to reduce inventories at manufacturers. It is always less expensive if you can reduce the items in your inventory.

The dual voltage motor permitted an operator company to reduce their motors from 12 models to six models. Although the motor sticker would list the two different voltages the motor could operate on, some electricians thought any of the two voltages listed could be connected to the operator, without any adverse effects, completely ignoring the other 15 components in the operator that would only survive on one voltage. To ensure a mistake is avoided, the true voltage that respected all the components would be displayed on the operator cover.

The information on how to configure the start windings to one or other voltage could be found in the operator instruction manual, or tech support could guide you through the changes. Unfortunately, thousands of motors were burned up when electricians would ignore assistance and would only see the motor sticker and apply power by only looking at the motor sticker.

Why did this happen? Seventy five

Continued Page 24

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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.

These questions and answers are from reddit.com

QUESTION 1:

I am looking at insulating my two stall garage door. When looking at the different kits at Home Depot and the like, it looks like the boards are mostly cut and placed inside the vertical rails on the garage door. My garage door doesn't look anything like what all of the videos and the kits are made for. What is the best way to go about this? For additional information, house was built 3 years ago. (photo included)

QUESTION 1, ANSWER 1:

Foam board, PL construction glue specially designed for foam board, and cover all the panels with reflective bubble wrap insulation. I have done a couple of doors like

this and it works well.

QUESTION 1, ANSWER 2:

Foam board kit from Lowes. Super easy.

QUESTION 1, ANSWER 3:

Does the foil face out toward the driveway or in toward the garage? Can never get a straight answer.

QUESTION 1, ANSWER 4:

All the foil I have bought is reflective on both sides. I have two rolls in my garage right now from two different stores and they are both reflective on both sides.

QUESTION 1, ANSWER 5:

Some foam is only reflective on one side. You face that side to the heat. Whether that is in or out depends on where you live. Cooler climate and conditioned

THIS MONTH'S QUESTION

QUESTION 1: Insulating a garage door

space, I'd face it in to retain heat better. Warm climate with lots of sun hitting the building, face it out to help reflect the infrared away.

QUESTION 1, ANSWER 6:

If they're going to be permanent, just get some spray adhesive.

QUESTION 1, RESPONSE:

Where are you located? It seems there are different suggestions for insulation based on the climate.

QUESTION 1, ANSWER 7:

I'm sure there is different insulation for different climates. I live near Winnipeg, Manitoba.

QUESTION 1, RESPONSE:

What foam board did you use? Would R4/5 board sold in kits combined with the reflective bubble wrap yield good results? Where I'm from (Iowa) isn't quite as cold as where you are, but it still gets decently cold.

QUESTION 1, ANSWER 8:

I have done a few garage doors in the last 10-20 years. I have used the kits you can buy from Amazon and I have just purchased

the separate pieces from a big box hardware store. I don't think it really matters what you use, anything is better than bare steel radiating heat or cold into your garage. Last time I did it, I bought everything I needed at Menards cheaper than the kit.

QUESTION 1, ANSWER 9:

The aluminium roll insulation. Super cheap.

QUESTION 1, ANSWER 10:

People are really missing out on doing their own. Measure the channel depth and buy that thickness of styrofoam sheet, the kind with one side covered with foil. Mine had channels that the styrofoam could push up to insert then down to put in place. No glue or fasteners needed.

The magic is to use a jigsaw with a Bosch T313AW3 blade. It is sharp, wavy, no teeth and 6" long. It cuts styrofoam like butter like a hot wire with no balls or mess.

I did a 2 car and a single door in less than a day taking time to measure each piece and install

Continued Next Page



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WEB(Cont'd)

it. Total 7 sheets at \$20 a sheet.
Plus, I got the full 1.5" insulation instead the kits of 1.25 inches with notches that reduce the R rating.

QUESTION 1, ANSWER 11:
Is your garage heated? If not then it's pointless to try.

QUESTION 1, RESPONSE:
Not heated. We have a bedroom above the garage, so the hope is if we insulated the garage better, it will make the space above it more tolerable in the winter in Iowa. That is at least what I've gathered from my research.

QUESTION 1, ANSWER 12:
I think the other guy was asking about the ceiling of the garage primarily. In my experience, this is the area to really focus on.

QUESTION 1, ANSWER 13:
That door is already insulated.

It has blown foam between the metal skin outside and that paper facing in the photo. What's the R-, check the mfg label. If you want more though, Sika board is a good option; you can use the white face or the foil face into the garage, either or. Note though that any foamboard is flammable and should be covered with something that isn't. In this case, a lightweight wood paneling would be suitable. You could glue the panel to the foamboard and glue the whole thing to the door with great stuff to fill that depression in the existing door insulation, or else foamboard adhesive.

QUESTION 1, RESPONSE:
Good eye! You are right. It turns out the garage door does have an R value of 9. Based on this new information, I may skip adding insulation to the door and work on insulating the rest of the garage now.



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APPOINTMENT

Amarr Company Announces New Appointment

NORTH CAROLINA - In June 2024, Amarr Company hired Joe Anderson as the sales manager for the mid-Atlantic region. Based in Maryland, Anderson will be responsible for driving sales growth and maintaining customer relationships in his territory as well as working with the Baltimore, Manassas, and Virginia Beach Door Centers.

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



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UNDERSTANDING ELECTRIC MOTORS (Cont'd)

percent of CDOs sold are 120V/1 phase/60 hz. A 120V motor will draw twice as much amperage than a 230V motor. The National Electrical Code (NEC) wire gauge chart would display the proper gauge of wire required to maintain a certain amperage without exceeding the allowable 5% voltage drop.

Since a 120V motor draws twice as much current, it requires a heavier wire gauge than a 230-volt power. That meant the electrician had to spend more for the heavier gauge of wire which could be as thick as a pencil. If the operator was further away from the main voltage source, it would mean more cost for the electrician because a longer run also meant he had to use the next heavier wire gauge size. Once the electrician noticed the motor sticker listed 230V, he chose this voltage to save on his costs to purchase the proper gauge of wire that was required. However, the electrician never called for assistance on his flawed decision and only called for tech support after he saw a puff of smoke come out of the 120V motor, the 120V relay, and the 120V transformer which was only set up as a single voltage and wouldn't handle double the voltage.

The call from the electrician would start with: "Hey you sent me a defective motor and transformer," and with that, I knew exactly what had happened! If he confessed his mistake, I would only charge him my costs. If a person called and was angry and began by yelling at me, I would charge him retail x two. I would call it a dishonesty fee.

I must have coached a hundred or more electricians on how to replace burned out components and re-configure the motor for another voltage. Even then, the ignorance continues as more electricians think they know more than the engineers who design door operators.

The same process also applies to three phase motors. Most are also a dual voltage motor: 230/460V, 3 phase. Once again you cannot connect either voltage without FIRST reconfiguring the motor leads for one specific voltage. Tech support is trained to help out, BUT YOU NEED TO ASK!

FACT: Those who use tech support have an advantage over their local competition who do not! Customer care is typically free, so use it and reap the rewards!

No doubt, the world of motors is a big one! With the recent introduction of DC motors on commercial door operators, the big field of motors in garage door operators has exploded. What I mean is you now have many more choices on your favorite models. Soft start and soft stop are a great feature for heavier doors. By not slamming a door into the ground, you can extend the life of the door panels and door hardware, but without a doubt, the availability of a battery backup (BBU) is the REAL game changer that can improve a door business' bottom line!

The first time in a long time, door dealers have a fantastic new option that will be easy to sell and profit from. LET'S CELEBRATE DC MOTORS!

Roy Bardowell is the owner and founder of My Door Team Advisor – a consulting and training company that specializes in the commercial/industrial sector of the door and gate industry. The company provides dealers and manufacturers with project-based and on-going sales and technical training. Roy can be reached at roythedoorman@gmail.com or 480-543-0620.



APPOINTMENTS

Service Door Industries - Merik Welcomes New Chief Operating and Financial Officer

ONTARIO - Service Door Industries – Merik recently announced that Steve Barbosa, CPA has joined the company as Chief Operating and Financial Officer (COO/CFO). Barbosa brings over 25 years of operational and financial leadership experience mainly in the loading dock and door industry.

Barbosa's career includes roles at Arbon Equipment, a division of Rite Hite including Operations and Service Manager, as well as financial and executive positions for Blue Giant Equipment Corporation from Controller to CFO and most recently as President.

Barbosa's experience includes various opportunities to lead operationally including Quality System and ERP implementations, facility move and expansions as well as leadership and strategy development and M&A experience.

"I thrive on improving business performance, linking operations to finance and developing and empowering teams," said Barbosa. "The key is to support the execution of our growth plans, ensuring our operational performance meets and exceeds our customer expectations."

"We are thrilled to welcome Steve to our team" said Arturo M... Chairman of the Merik Group. "His experience and vision come at a time when SDI/ Merik looks to further expand our market presence and achieve our strategic goals."

Hörmann Welcomes Two New Regional Managers

TENNESSEE - Hörmann North America announced the addition of two new regional sales managers for the high-performance door division.

Jordy Hayden is Hörmann's new high-performance door regional sales manager for the Southeast territory (Alabama, Florida, Georgia, Louisiana, and Mississippi). Hayden has 16 years of sales experience in the building supply industry, working business-to-business, with architects, government / municipalities, and end users.



Jordy Hayden

Paul Bedigian will manage the New England region, a newly created territory covering the following states: Connecticut, Massachusetts, Maine, New Hampshire, New York (except New York City and Long Island), Rhode Island, and Vermont. He has spent the last decade working directly with door dealers, contractors, and end users as a regional sales manager for three major door manufacturers and has extensive experience in multiple commercial and industrial markets including cold storage, food and beverage, and manufacturing.



Paul Bedigian



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OPTEX Inc., founded in 1979, is a leading sensor company revolutionizing industrial door and gate sensors. Our dedicated North American team focuses on innovative sensor technology to ensure secure and mobile environments, engineered for quality and reliability. Committed to innovation and anticipating future challenges, we invite you to join us in redefining the possibilities in sensing technology at OPTEX Inc.



PRODUCT HIGHLIGHTS:

OAM-EXPLORER *Activation & Supplementary Safety Sensor for Industrial Doors*

The OPTEX OAM-EXPLORER enhances safety and efficiency in Industrial Door applications as an activation and safety sensor. It employs microwave detection for activation and infrared technology for threshold safety. This sensor can also manage external devices like warning lights and alarms to alert vehicles and pedestrians. Installation is streamlined with configuration and fine-tuning via a smartphone app, reducing the need for frequent ladder trips.



Link-BT2 *Wireless Remote Control Tag for Shutter Activation*

The OPTEX Link-BT2 is a wireless transmitter that creates a remote-controlled or automated system in combination with the OAM-EXPLORER, to control the opening and closing of an industrial door. By pressing the Link-BT2 button or when it detects vibration, it sends a signal to a compatible sensor to activate the door. It offers two modes: manual, where the door opens with a button press, and auto, where it opens only when a paired vehicle approaches.



OVS-02GT *Virtual Loop 2.0 Vehicle Presence Sensor*

Designed to transform vehicle presence detection for gates and barriers, the Virtual Loop 2.0 boasts state-of-the-art technology, featuring advanced distance measuring radar with an impressive 26 feet extended range. This breakthrough innovation not only reliably detects vehicles of all sizes but also effectively filters out nearly all human movement. Say goodbye to the cumbersome installation and maintenance of in-ground loops, as the Virtual Loop 2.0 takes the hassle out of the equation.



Contact Us: 800.877.6656

etrsales@optexamerica.com

Amarr Adds 24ga Option to Northwoods Plank Garage Doors

NORTH CAROLINA - Amarr recently announced that the Amarr Northwoods is now available in a 2", 24ga, polystyrene insulated option (NW3000). NW3000 is available in two digitally printed woodgrain colors, Cedar and Aspen Gray. Northwoods doors feature ribbed section panels that create depth, texture and dimension to the horizontal plank design and are available with short panel, long panel (color matched frames) or the new SlimLine (black frame) windows in traditional

or Mosaic Window placement, complementing modern, mid-century modern, and traditional home architectural styles.

"The Amarr Northwoods garage door is perfect for homeowners who want to add unique character to their home's exterior," Amarr director of marketing Maura DelVecchio said. "Many customers have been asking for this door in the thicker, heavier gauge steel and we're happy to expand the Northwoods collection."



U.S. RESIDENTIAL CONSTRUCTION (Cont'd)

May figure of 1,002,000. The June rate for units in buildings with five units or more was 360,000.

Housing Completions

Privately-owned housing

completions in June were at a seasonally adjusted annual rate of 1,710,000. This is 10.1 percent (±10.6 percent) above the revised May estimate of

1,553,000 and is 15.5 percent (±12.6 percent) above the June 2023 rate of 1,480,000. Single-family housing completions in June were at a rate of 1,037,000;

this is 1.8 percent (±10.3 percent) above the revised May rate of 1,019,000. The June rate for units in buildings with five units or more was 656,000.

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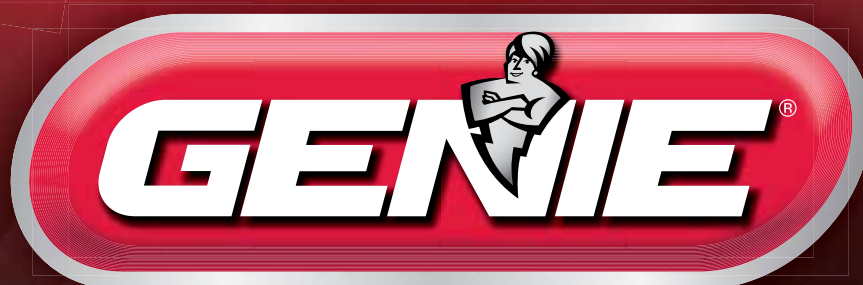


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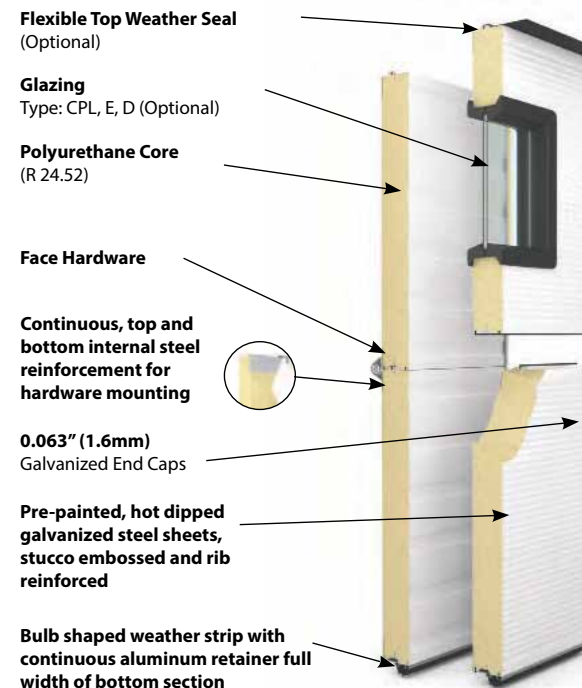


Integral horizontal reinforcing ribbing and ship lap section seals are only two of the features that set them apart from other doors available on the market today.

Utilizing the latest in polyurethane technology, we've attained the highest "R" value per inch of all competitive insulation, as well as providing superior foam to steel adhesion and structural integrity.

SDI Models C150 (1 1/2"), C175 (1 3/4"), C200/C200C (2"), C300 (3")

Stocked in 1 1/2" and 1 3/4" panels
White and Brown finish available



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