THE GARAGE DOOR NEWS

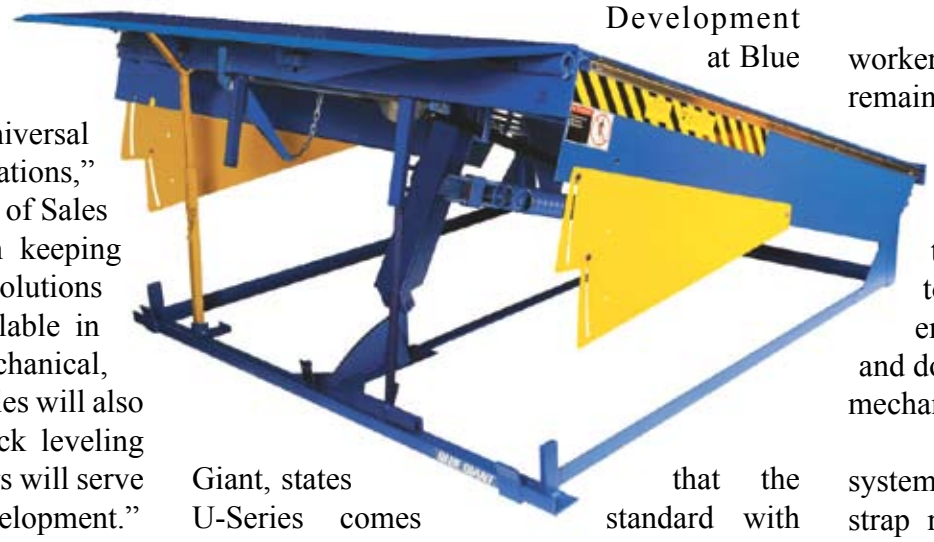
VOLUME 19 ISSUE 4 *The Monthly Overhead Door Newspaper Since 1992* MAY 2010

Blue Giant Introduces the New U-Series Dock Leveler

ONTARIO - Blue Giant Equipment recently introduced its new U-Series line of dock levelers. The U-Series dock levelers combine strength and simplicity of operation with versatility, and are available in rated capacities of 30,000, 35,000, 40,000, and 45,000 lbs (13,636, 15,909, 18,144, and 20,454 kgs).

"The U-Series dock is our universal dock that is suitable for all applications," confirms Jeff Miller, Vice President of Sales and Marketing at Blue Giant. "In keeping with our role as a dock products solutions provider, this new product is available in all models, including hydraulic, mechanical, and vertical applications. The U-Series will also be used in all future advanced dock leveling packages. The U-Series dock levelers will serve as a blueprint for future product development."

According to the company, strength and durability form the foundation of the U-Series. The underside of the deck is supported by a minimum of six (6) U-beams welded at dynamic impact points, allowing the dock leveler to withstand heavy usage. A single lip hinge pin enables a stronger, evenly distributed load, and a continuous one-piece headboard intensifies the strength of the deck's front structure.



Gerard Biasutto, Director of Technical Development at Blue Giant, states that the U-Series comes standard with a fixed rear hinge. The deck will flex up to 4" (101mm) when under load to compensate for canted truck beds. Biasutto adds that an optional alternative for more demanding applications is assured motion float, a 4" (101mm) maintained deck tilt. This floating rear hinge configuration lets the dock leveler accommodate heavier loads without experiencing deck fatigue, and reduces the jarring motion that can cause back and neck injury in forklift drivers.

The U-Series was constructed with worker safety in mind. The fixed rear hinge remains flush with the floor during use, eliminating pinch points and cross-traffic obstructions. The hydraulic and vertical models have velocity fuses that limit free fall of a loaded platform to within 3"(76mm), reducing the risk of employee injury and damage to both cargo and dock equipment. Dual fall-safe legs on the mechanical model restrict free fall.

The mechanical dock's hold-down system features a friction disk brake and lifting strap rated at 6,500 lbs (2955 kgs). During loading and unloading, the disk brake enables the deck to seamlessly match the trailer height, minimizing cross-docking bounce. The increased contact surface with the disk brake creates even

Continued Page 7

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THE GARAGE DOOR NEWS

LETTERS TO THE EDITOR

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. Your letter will appear anonymously if requested.

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The Case Page:

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LAST MONTH'S CASE & ANSWER

CASE 19-4: Hiring From Within

When Bill launched GDN Doors 25 years ago, he thought that it was a short term employment option – the company that he worked for had closed and he simply needed an income. Much to his surprise, the business had done well. So, years later he now managed a company with operations in three cities. The company was active in all aspects of the industry – doors, openers, dock levelers, parking systems etc.

One of the key factors of the company's success has been Bill's personal commitment to hiring the best employees, paying them well and investing in training. This has resulted in a loyal, well-trained workforce. While not specifically planned by Bill, this human resources policy also resulted in an unofficial promote-from-within policy at GDN Doors. This had generally been viewed by management as a positive policy. It has been viewed by employees as a motivating factor.

Bill, however, is facing a minor dilemma. His installation supervisor will be retiring in August after 15 years with the company. There are several employees who are interested in the position – some with significant history with the company. The problem is that Bill has noticed some work processes that need to be changed. He is actually leaning towards hiring an outside person as a means of sparking some change in the organization. He is concerned that this will cause some internal problems.

Should Bill focus more on the informal promotion policy, or should he take advantage of the opportunity to shift the organization? If he brings in someone from outside the organization, could current employees also apply?

CASE ANSWER:

While some cases deal with complex financial situations, this is perhaps one of the most difficult cases to answer because it deals with human emotions and expectations.

There are really two issues here. First, Bill needs to understand the expectations that he has established within the organization. Second, he needs to evaluate the changes that he wants to achieve.

Processes within a company take on many forms. To some degree, they are based on the formal rules set in place. To a larger degree, however, the informal and often well understood processes of the organization play a more dominant role. If GDN Doors has a long-standing and well-understood policy (formal or not) of promoting from within, it will be a serious move to counter that expectation. This does not mean that Bill cannot consider this option, but it does mean that he should only do so after carefully evaluating the pros and cons of this action.

The ultimate decision between internal promotion and external hiring is truly a cost-benefit analysis. Hiring from within will encourage employee loyalty and employee efforts to work beyond minimum job requirements. It will also continue to build the GDN Doors team.

Hiring from outside will add new blood to the GDN Doors team. It will allow Bill to add capabilities to his team without constraints.

The decision, in the end, will balance the upside benefit of new blood against the downside cost of going against the company norms. It may require Bill to make a bold and public statement within the company that explains the need for an external person….an argument that employees understand will enhance their job security.

CASE 19-5: A Changing Market

When GDN Doors opened nearly thirty years ago it was, like its owner, young and aggressive. The company went after all kinds of business, but really concentrated on the new housing market. They installed a significant number of doors in the city and surrounding area.

As years passed and GDN Doors expanded its commercial base, the company's share of the new housing market decreased. Also, instead of concentrating on the new housing market, the company had gradually begun selling replacement doors and parts for the same houses that it had originally installed doors on as new houses.

This follow-up market proved to be lucrative. In fact, the management of GDN Doors considered the thousands of doors in the city that had GDN Doors stickers as assets - sure to bring in future sales. And for a long time, that held true.

But the original new houses are now growing old. Some were still owned and occupied by the original owners, but most were not. And the garage door turnover in that once lucrative market is quickly slowing.

Most of the housing subdivisions built over the past ten years had doors supplied by other door installation companies. This means that the word-of-mouth that was so important to GDN Doors in the past has had a decreasing impact on its current sales. The majority of residential sales are now based on low price replacement door sales. As such, margins are declining.

What can be done to remedy the situation?

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

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BLUE GIANT (Cont'd)

wear on the brake pads and results in greater hold while reducing maintenance requirements.

The hydraulic dock leveler comes standard with a single push button control station for sequenced deck and lip operation. The vertical storing units are operated by the Blue Genius Gold Series I Dock Control Panel, which is also an upgrade option for the hydraulic dock leveler.

The Blue Genius Touch Control Panels feature a multi-language LCD screen that provides clear, real-time instructions for safe dock equipment operation, maintenance, and diagnostics, as well as supervisory keypad override functions. According to the company, this line of microprocessor-based controls has been drawing favorable comments from Blue Giant dealers since its April 2009 launch, primarily for its safe and efficient method of controlling multiple pieces of dock equipment in their proper sequence.

"Blue Genius Touch Control Panels feature an enhanced network communications bus that provides more reliable high-speed communications," explains Gregory Ion, Vice President of Engineering and Product Development, who developed the Blue Genius technology. "The control operates on 24 volts, and the panel is safeguarded against potential shock hazard when opened to ensure operator safety. For additional safety, the system features a power shut down and short circuit protection."

When combined with the Blue Genius, the U-Series dock levelers make a powerful transition from standalone units to highly efficient loading dock systems.

Janus Passes Tests

GEORGIA - Janus International's Rolling Steel Division recently announced that it has passed the Static Pressure and Impact Rated tests for its SD (service door) and ID (insulated door) Series and has expanded its array of certifications on the SD10 and SD20 flat slat series.

Static Pressure Rated

FL13493 – Series ID25 – Slat type I8265 - Design pressure rated +/-50.0 psf at tested width of 16'-4". Maximum size is 24'-4" x 30'-0". Design pressure rating will vary depending on width. Tested per ASTM E 330 and ANSI/DASMA 108.

Impact Rated

FL13491 – Series ID25 – Slat type I8265 - Design pressure rated +/-50.0 psf at all widths through 16'-4". Maximum size is 16'-4" x 30'-0". Tested per ASTM E 330, ANSI/DASMA 108, TAS 201, TAS 203, and ANSI/DASMA 115.

FL13490 – Series SD10 & SD20 – Slat type F8265 - Design pressure rated +/-40.0 psf at all widths through 16'-4". Maximum size is 16'-4" x 30'-0". Tested per ASTM E 330, ANSI/DASMA 108, TAS 201, TAS 203, and ANSI/DASMA 115.

"The passing of these tests is indicative of the strength and durability of our standard service doors and our insulated foamed-in-place polyurethane doors," states Vice President Dan Beckley. "Our SD and ID Series doors are designed in accordance with the Florida Building Code and the International Building Code."

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GENIE

Martin Garage Door Helps Fix Up Yard For New TV Show

UTAH - A Martin Garage Door will play a key component of an upcoming show on the Arts & Entertainment network entitled "Fix This Yard".

A crew from Gold Coast Garage Doors recently installed a 15 x 7 Martin garage door on a home in Winnetka, California for an upcoming version of the show. David Haslam, director of National Sales for Martin, was on hand for the show's taping.

A new production, the show is geared towards people who can't get it together when it comes to their outdoor space, according to Bart Makatche, one of the show's founders. Projects cover everything from organization, to landscaping, to construction.

Amy Devers and Alan Luxmore host the new show. Nancy Glass Productions is producing the show.

The show will air on A&E with a tentative Saturday time slot starting in the spring. The entire first season is being shot in Southern California, and there are a total of eight episodes in the first season.

Diana and Dave Haslam joined with installers, the homeowner and "Fix This Yard" hosts Amy Devers and Alan Luxmore in front of a new garage door, after an installation for the TV show recently.

MANAGEMENT

Understanding Recent Developments With Carriage House Doors

The Product Life Cycle at Play

By Dave Bussière

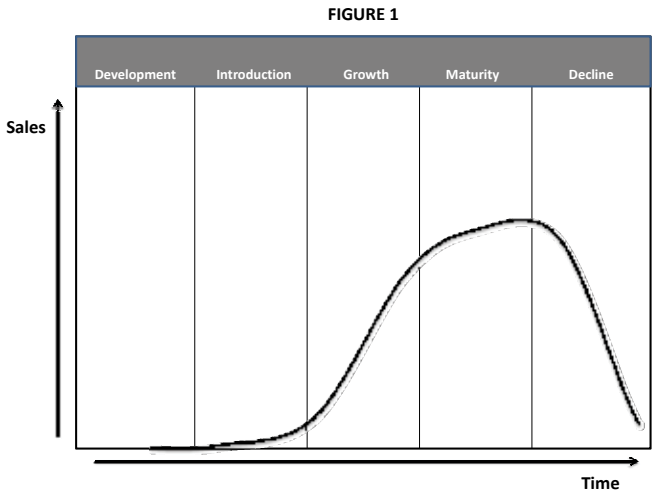
The recent International Garage Door Expo in Las Vegas provided a strong example of inter-play between marketing theory and the garage door industry.

Product Life Cycle –
The Theory

Product Life Cycle (PLC) theory explains that product categories experience sales trends that vary over the life of the product line. The five stages move from development and introduction through to maturity and decline.

The early stages of the PLC predict no to low sales. This is understandable as the product is being developed and introduced. While the PLC model shows these as two distinct stages, often the development process includes limited introduction of the product within a fixed customer base. This provides the potential for feedback from actual users in the development process. Late in the introduction stage, sales begin to increase at a moderate rate.

FIGURE 1



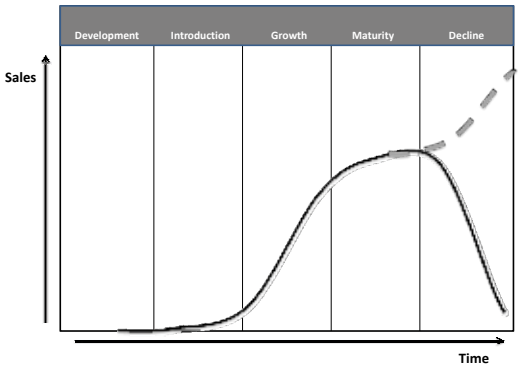
The next stage of the PLC is both important and rare. In the growth stage sales increase at an increasing rate. This growth is crucial to the overall success of the new product. It is when the product moves from being a narrowly distributed product to a widely accepted product. It is important to understand that many new products never reach this stage – sales never really take off and may, in fact, linger for years.

The next stage in the product life cycle is maturity. While the traditional PLC graph shows this as a period of time equal to the growth stage, it varies substantially in length. At times it is a year or two….at times it is up to ten years – every industry is different.

After a period of stable product sales, the PLC predicts that products will enter a period of decline. It should be noted that it is very possible for companies to make considerable profits in the decline stage of the PLC. Sales still occur. The market price is relatively established. Competitors begin to exit the market.

The usefulness of the product life cycle, however, is not in its application to a single product life, but in how a company can use it to revitalize a market. There are two ways that a company can take advantage of the PLC.

FIGURE 2



As Figure 2 demonstrates, a company

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Jordan, Knauff & Company Announces Publication of the Foreign Competition Report for the U.S. Building Products Industry

ILLINOIS - Jordan, Knauff & Company, a middle-market investment bank with a specialized practice in the building products industry, recently announced the publication of the second annual issue of the Foreign Competition Report for the U.S. Building Products Industry. The report summarizes import statistics and growth rates of the top importing countries in eleven different building products categories. The report includes information on the following industry segments: windows and doors, vinyl profiles, glass, flooring, fencing, siding, roofing, decking, columns, cabinets and engineered wood products. This report will be published annually in order to inform building products manufacturers of the level of risk of foreign competition faced by the various building products segments.

Complimentary copies of the Foreign Competition Report have been posted to Jordan, Knauff & Company's Research Portal, which is located at www.jordanknauff.com/windoor. In addition to the Foreign Competition Report, the portal contains all of the firm's window and door related blogs, articles, research reports, Industry Update webinars and industry trade association presentations.

Janus Enters Into Joint Venture Agreement With Grupo Metal Intra

GEORGIA - Janus International has announced that it has entered into a joint venture agreement with Grupo Metal Intra (GMI) to form a Mexico-based roll-up door manufacturing firm, IntraJanus.

"With GMI's background in the building products market and Janus' expertise in rolling doors and associated systems, our combined strengths will greatly enhance the Mexican market," states Janus president David Curtis.

IntraJanus will manufacture a wide assortment of mini, commercial and rolling steel doors as well as self storage hallway systems.

IntraJanus will be headquartered in Mexico City.

CHI Overhead Doors Hosts Annual Distributor Meeting

ILLINOIS - C.H.I. Overhead Doors recently held the Annual Distributor Meeting, Wednesday, March 10th – Friday, March 12th, 2010 in Champaign, IL. C.H.I. dealers from Maine to California and across Canada attended the event.

The meeting kicked off Wednesday, with some hands-on seminars at the C.H.I. manufacturing facility, and a welcome dinner in Champaign. Thursday brought an opportunity for distributors to participate in educational seminars highlighting a variety of topics, such as internet marketing strategies and engineering topics. Throughout the day, visitors were able to visit with representatives from a variety of exhibitors, offering products and services designed to help grow business.

The Awards Banquet on Thursday night was a formal dinner that provided C.H.I. a chance to honor those companies that have achieved noteworthy sales goals in the previous year. Col. Mark Tillman, the former Commander of Air Force One, also treated everyone to an inspirational set of stories about his time transporting President Bush around the world. The Annual Meeting on Friday morning covered the past year at C.H.I., as well as a look forward to some of the innovations on the horizon. Friday afternoon, many visitors took the opportunity to tour the C.H.I. production facility in Arthur, IL. The plant tours continue to be a big draw for distributors, as they get a chance to see the C.H.I. team in action.

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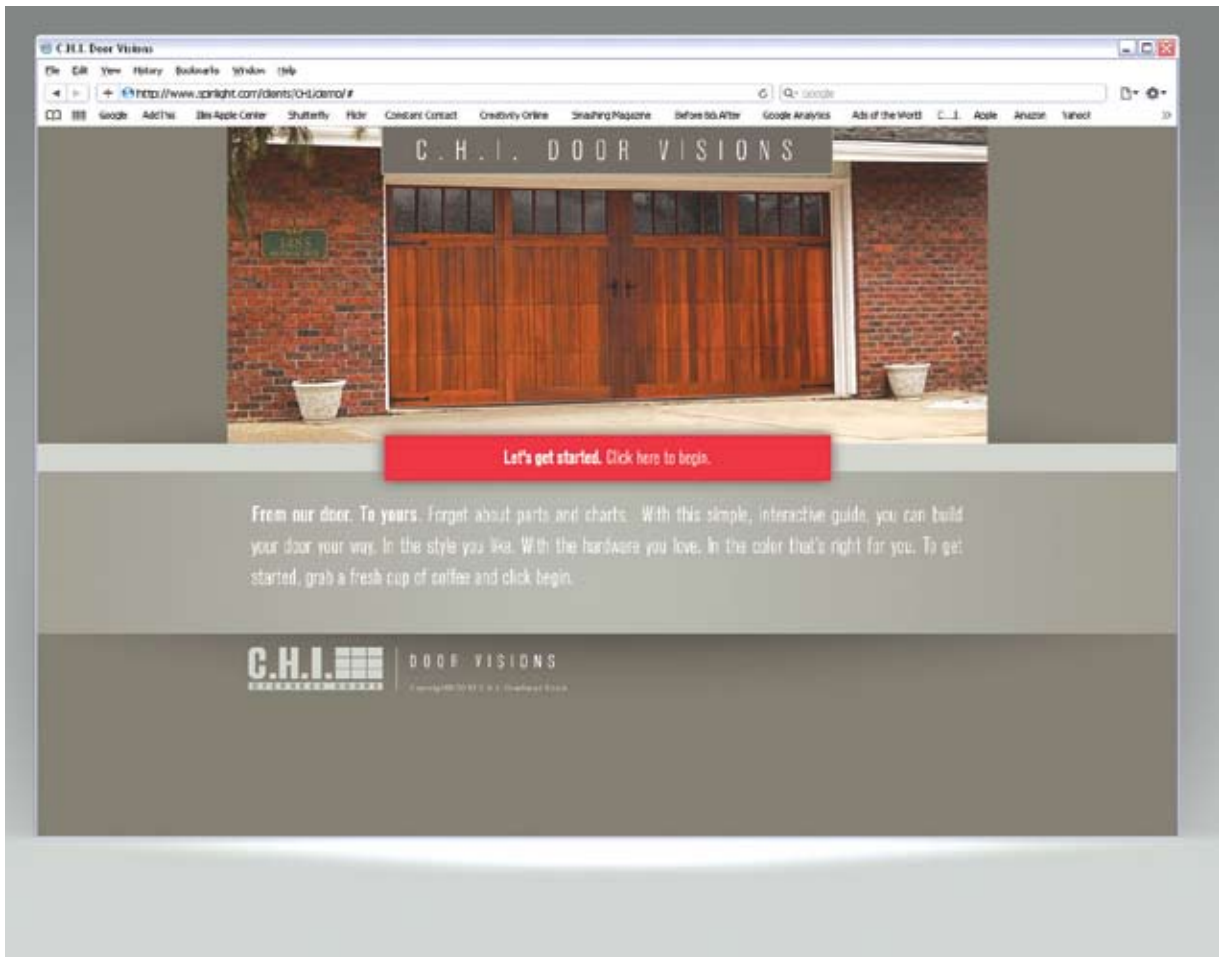
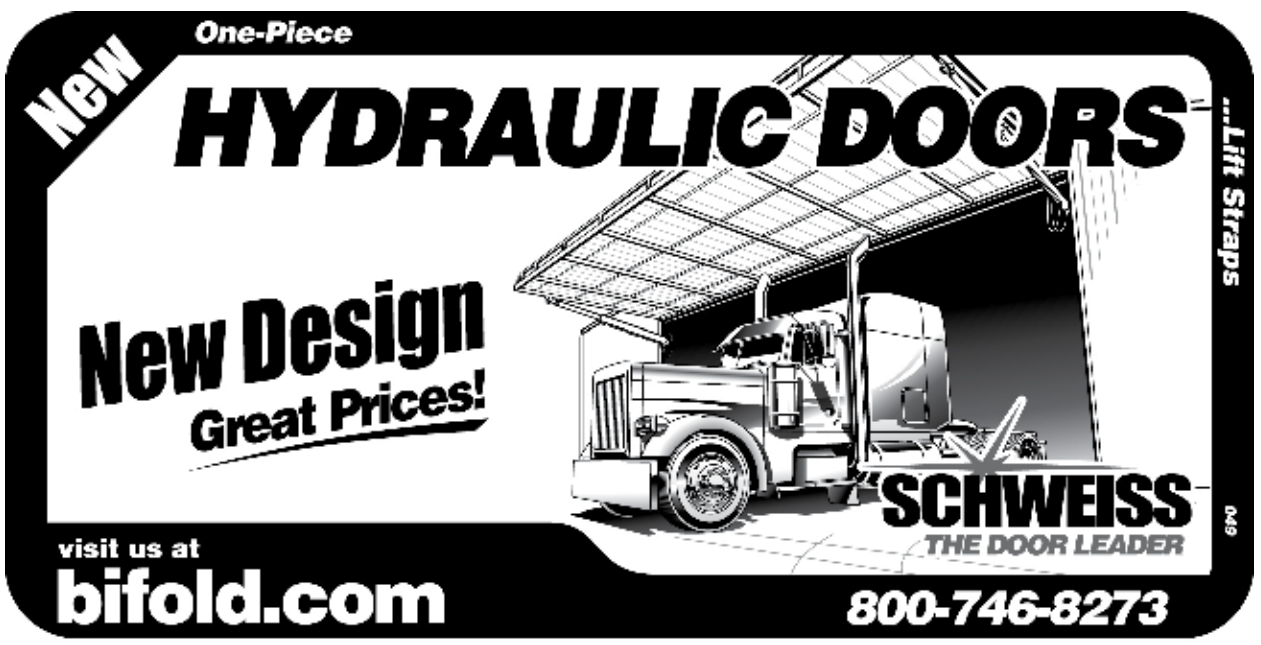


ILLINOIS - C.H.I. Overhead Doors recently introduced an updated DoorVisions design tool on www.chiohd.com. This new web tool will give homeowners a great opportunity to build a brand new C.H.I. door, add windows or decorative hardware, and print a customized detail sheet that they can take to their nearest C.H.I. Overhead Doors Distributor. The company notes that the system was developed with the homeowner in mind. The new DoorVisions provides a simple, yet engaging way to look at all of the garage door options available through C.H.I. Overhead Doors.



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APPOINTMENTS

Chamberlain Appoints Ken Roehl as Vice President of Sales and Marketing

ILLINOIS – The Chamberlain Group, Inc., recently announced the promotion of Ken Roehl to vice president of sales and marketing, Chamberlain Professional Products.

Ken Roehl

Having begun his career with Chamberlain 31 years ago as a marketing assistant, Roehl advanced within the organization over the years, serving Chamberlain as a regional sales manager, national accounts manager, marketing manager and director. Now, in his new role as vice president of sales and marketing, Roehl will assume responsibility for the inside and outside sales groups as well as national account programs for Chamberlain Professional Products.

"From the very beginning, Ken has always led by example, which has carved a well-deserved place for him among the leadership of our company," states Bob Markwart, executive vice president of sales and marketing, The Chamberlain Group, Inc. "During his tenure, Ken has proved to be a strong voice in ensuring that Chamberlain continues to provide the necessary tools to meet the needs of our customers and dealers while maintaining constant focus on our organizational goals."

Throughout his career at Chamberlain, Roehl has been the recipient of numerous awards of excellence both internally and within the industry. Roehl also has represented Chamberlain as a board member of various industry associations, having served as president of the Far West Garage Door Association, a director for the International Door Association and most recently as president of the Door and Access Systems Manufacturers Association.

Roehl received his Bachelor of Arts degree from St. Mary's College in Winona, Minnesota.

Janus Announces New Staff Additions

GEORGIA - Janus International recently announced the following staff additions and changes:

Jimmy Miller has joined Janus as Inside Sales Manager, where he will focus on freight terminal and major account sales. Miller spent several years in the construction field, and was more recently employed by DBCI for 11 years managing their freight maintenance program as well as estimating and overall sales.

Tom Baker joins Janus as Southwest Region Sales Manager, where he will be responsible for managing and growing the Southwest region commercial sales activities. Baker was previously with The Cookson Company, where he successfully managed a regional sales territory. Prior to Cookson, Baker was a Sales Development Consultant for Aviation Ground Equipment.

Tom Baker

Dan Houtcooper has been promoted to Sr. Regional Manager – West with Janus. Houtcooper was previously the Southwest Region Manager with Janus, and will now be responsible for overall sales activities for the entire West Coast rolling steel/commercial sheet door market.

Dan Houtcooper

Ben Riehm has expanded his sales coverage within Janus International. Riehm has managed the Northwest region self storage sales for four years, and will now also be managing commercial accounts in Washington, Oregon, Alaska and Western Canada.

Ben Riehm

RETIREMENT

Bill Jones, District Sales Manager for Linear, Retires

CALIFORNIA - Bill Jones, district sales manager with Linear Corporation, retired at the end of March after 14 years with the company.

In addition to Linear, Jones spent 28 years in the garage door industry, working for companies such as Adams Door, Rockford Door Sales, Raynor Door of Kansas City, and Moore-O-Matic, which was owned by Linear.

Bill Jones

"Bill served Linear with distinction during his tenure with the company. We sincerely thank him for years of excellent service, and wish him the best in his retirement. He will be truly missed," said Larry Foise, Vice President, Linear Entry Systems.

Jones plans to spend time between his Florida condo and his place in the mountains of Pennsylvania.

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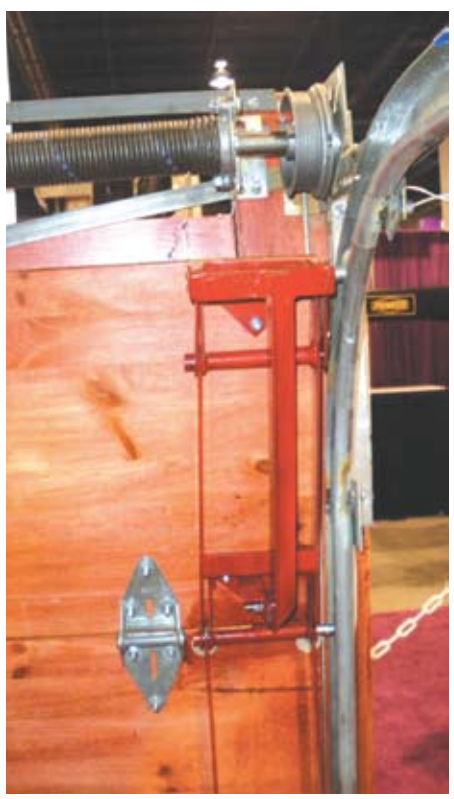
New Closing Bracket Focuses on Seal and Headroom

QUEBEC – Jacques Lussier introduced the Sautrelle closing system at the International Garage Door Expo in Las Vegas that is designed to hermetically seal a garage door within a tight headroom installation. The system includes roller guides and an integrated top bracket.

Lussier designed the system when he was truck driver. As he made deliveries in Canada and the Northeast US, he noticed that many sectional doors did not properly seal. He recognized this as a potential source of heat loss. So he turned to his prior training as a high pressure welder, and developed a system that addressed the seal problem. In doing so, he also developed a closing mechanism that allows for low headroom installations.

Unlike traditional track systems, the Sautrelle (French for grasshopper) requires that the vertical track be installed parallel to the door frame. Number one hinges are used to hold the door together, but the roller hinges are replaced by the Suatrelle assembly. The innovation comes from the design of the integrated top bracket which pushes the top panel forward after the door is correctly in place. Lussier uses the analogy of a sliding van door to explain the panel movement.

Because he is not from the garage door industry and has expertise in outside manufacturing, Lussier is planning on licensing the system to a manufacturer. He has patents for the system in the US and Canada and patent pending in Europe.



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Fallsview Casino Resort

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Seminar- 4- 5pm

The HST and how will it affect my business?

Trade show begins at 5 pm sharp

Free Buffet Dinner provided-Cash Bar- Draw prizes

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On Friday, June 11th the Ontario Chapter of the Canadian Door Institute will be holding a trade show at the Fallsview Casino in Niagara Falls. We have expanded this presentation from a table top format to full 10 x 10 booths to enable the manufacturers and distributors to display more items than the ususal table top show.

We are expecting up to 30 of the top companies in Canada to attend. We are putting on two seminars to help educate the industry on two separate items, from 3-4pm will be "UL325 what is it? and how can I take advantage of it?" and from 4-5pm we will be having a representative from the government speak on the upcoming HST and how it will affect your business. They will also be taking time at the show to answer any of your questions.

The exhibits open at 5pm sharp and run until 9pm. We are pleased to offer a free dinner buffet with cash bar. There will also be draw prizes.

We have arranged a special discounted rate at the Fallsview Casino for Friday evening. Please contact the hotel directly at 1-888-325-5788 and mention CDI to receive the proper discount.

The manufacturers and Our Board of Directors put a lot of time and effort into putting on these shows, lets reward them for their efforts by turning out in large numbers! Its going to be a great show in a great location!

See you there. Your attendance is appreciated.

Cam Brayton
President
Ontario Chapter.
Any questions? Call me at 416-527-1640

Salon CDI, Vendredi 11 juin 2010

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MANAGEMENT (Cont'd)

can introduce product changes to the existing product as a means of re-sparking growth. The traditional example for this type of revitalization is the introduction of product improvements – so toothpaste adds in 'new improved taste', then 'no-drip toothpaste top', etc. The core product remains unchanged, but it is gradually improved or completed.

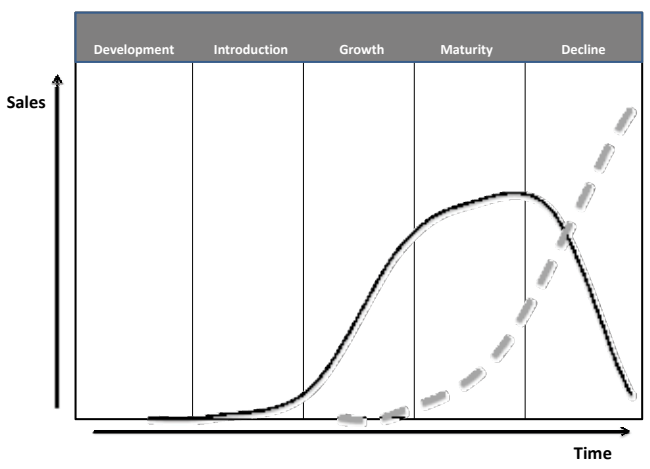
Alternatively, a company can develop future products while the current product offering is still in the growth stage (see Figure 3). This is common in the technology sector, where one generation of software is being developed before its predecessor has even peaked.

Product Life Cycle – Application

Back in the 1990s wood garage door sales were in decline. Many wood door manufacturers shut down their production lines. The wood door market of the last ten years has been very different.

About ten years ago, carriage style garage doors were (re)introduced to the market. The initial work was done by the traditional wood door manufacturers. They focused on high end doors that served a very focused and very high priced niche market. Doors were typically 3-4 times the price of other doors.

FIGURE 3



About 8 years ago, companies began to test the market for a mass produced carriage style door. The wood door manufacturers were the logical developers of this product market. They did the initial design work and focused on developing acceptance within a targeted group of dealers. The key to the growth stage was when major garage door manufacturers adopted the carriage door style using both wood composite and metal designs. They also put substantial promotional budgets behind the carriage door design.

There is evidence, however, that the carriage door market is entering maturity. I am not making this judgment based on sales figures, but rather on product developments. The 2009 International Garage Door Expo in Nashville began the shift. The last of the major manufacturers had entered the carriage door market. Earlier entrants had begun to focus on product enhancements.

This was driven home at the recent Door Expo in Las Vegas. Manufacturers, when asked about new products that they were displaying at the Expo pointed to additional carriage house door enhancements: new colors, new stains, new designs, new stocking programs, some window options, etc. These are not new products, but attempts to revitalize existing product sales. This is exactly what is represented by Figure 2.

Carriage House Doors – The Next Stage

Product revitalization can only go so far. At one point, these incremental product improvements stop working. The market becomes hungry for real innovation (as shown in Figure 3). This is particularly true in industries where aesthetic design matters. The fashion industry, for example, has no patience for minor product changes. Real innovation is demanded. This is also true of the music industry. The garage door industry has some element of this also.

To a point, the garage door industry is about the door mechanics. But the industry has been moving towards a consumer design industry over the last 20 years. This has been enabled by increasing consumer advertising and a dealer network that began to pay attention to the look of the door. This shift also changes the product life cycle within the industry.

As a dealer, what do you do? How do you judge what the next trend will be?

Talk to your suppliers. Ask them about upcoming products. Offer to field test any new products, even if you don't make money on it. Attend trade shows regularly. This allows you to see innovations at the booths of your current suppliers and companies that you never deal with. It also allows you to network with other leading dealers from across North America and around the world. That network may be your best source of information.

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Residential Garage Door Business For Sale:

Located in Ellis County, Texas just 30 minutes south of downtown Dallas. We have been in business since March of 2001 with an excellent standing with the BBB of North Texas. We are selling the business due to relocation overseas. It will include the Name, Fully decaled 1 ton Chevy Express 3500 Van 2004 (110000 miles that has always been serviced on time and shows well) with custom steel rack, current inventory and all past dated invoices for customer service. Gross annual income since 2006 $140,000.00 or better. Asking $75000. We are also selling our home located in Midlothian, TX $140000. You can contact me at 972-723-8855 or email me ecgds@sbcglobal.net and ask for Dorian.

WANTED:

Experienced garage door installer/ garage door helper who is motivated and reliable, in the Burlington/ Hamilton region. Mainly residential doors, however, there are some commercial doors. Driver's license is required. If you are interested please email: "ask-and-i-will-help@hotmail.com".

Wanted to buy:

Complete Torsion Spring Manufacturing equipment used, but in good condition.

Contact 514-267-5802

Wooden garage door manufacturer retiring

All machines required to manufacture wood garage doors for sale as a package. (not to be sold individually) All machines 575 volt 3 phase.

2- stickers (for residential 1" rails), 1- Wadkin moulder (for commercial 2" rails), 1- Challoner double end tennoner, 1- chop saw, 2- double spindle shapers (for mullions + stiles), 1- panel saw, 2- table saws, 4- door clamping presses, 1- downward pressure press, 2- roller machines, 1- gang rip saw, 2- planners, 1- four drum sander, 1- inverted roughter, 1- double end trim saw, 1- blade sharpening machine. 1- compressor, 2- 3 wing raised panel single spindle shapers.

$85,000. or Best offer.

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Overhead Door Technician Required
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Commercial Installer wanted in the Seattle Area
Experienced commercial tech needed in the Seattle Area for commercial door company. Must be hands-on and reliable. Commercial Rolling Steel, sectionals, motors docks and gates. Opportunity for advancement with the right skill set and attitude. Must have experience and have a positive attitude.
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Canadian March Housing Starts

ONTARIO - The seasonally adjusted annual rate of housing starts was 197,300 units in March 2010, according to Canada Mortgage and Housing Corporation (CMHC).

Seasonally adjusted annual rate estimates of housing start activity were also revised up for January and February. This resulted in month-over-month gains of 7.5 per cent in January (189,000 units), 6 per cent in February (200,400 units), and a slight decrease of 1.5 per cent in March.

"The moderation in March housing starts was due to a decrease in the volatile multiple starts segment. Helping to offset this was an increase in singles starts as well as more activity in rural areas," said Bob Dugan, Chief Economist at CMHC's Market Analysis Centre.

The seasonally adjusted annual rate of urban starts decreased by 4.2 per cent to 175,200 units in March. Urban multiple starts decreased by 15.2 per cent to 77,500 units while single urban starts increased by 6.9 per cent to 97,700 units.

March's seasonally adjusted annual rate of urban starts increased by 13.5 per cent in Quebec and by 7.3 per cent in the Prairie region, but decreased by 16.3 per cent in British Columbia, by 15.5 per cent in Ontario, and by 8 per cent in Atlantic Canada.

Rural starts were estimated at a seasonally adjusted annual rate of 22,100 units in March.

New U.S. Residential Construction in March

WASHINGTON - The U.S. Census Bureau and the Department of Housing and Urban Development jointly announced the following new residential construction statistics for March 2010:

BUILDING PERMITS

Privately-owned housing units authorized by building permits in March were at a seasonally adjusted annual rate of 685,000. This is 7.5 percent (±1.3%) above the revised February rate of 637,000 and is 34.1 percent (±2.6%) above the March 2009 estimate of 511,000.

Single-family authorizations in March were at a rate of 543,000; this is 5.6 percent (±1.5%) above the revised February figure of 514,000. Authorizations of units in buildings with five units or more were at a rate of 120,000 in March.

HOUSING STARTS

Privately-owned housing starts in March were at a seasonally adjusted annual rate of 626,000. This is 1.6 percent (±15.2%) above the revised February estimate of 616,000 and is 20.2 percent (±15.3%) above the March 2009 rate of 521,000.

Single-family housing starts in March were at a rate of 531,000; this is 0.9 percent (±12.1%) below the revised February figure of 536,000. The March rate for units in buildings with five units or more was 88,000.

HOUSING COMPLETIONS

Privately-owned housing completions in March were at a seasonally adjusted annual rate of 656,000. This is 3.1 percent (±16.7%) below the revised February estimate of 677,000 and is 21.2 percent (±8.9%) below the March 2009 rate of 833,000.

Single-family housing completions in March were at a rate of 486,000; this is 5.9 percent (±14.6%) above the revised February rate of 459,000. The March rate for units in buildings with five units or more was 161,000.

Come to Niagara Falls!
CDI Trade Show
June 11, 2010
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ONTARIO CHAPTER

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NIAGARA ONTARIO TRADE-SHOW

FALLSVIEW CASINO RESORT
6380 FALLSVIEW BLVD., NIAGARA FALLS, ON. CANADA

FRIDAY: JUNE 11, 2010

Trade-Show = 5:00 p.m. – 9:00 p.m.

TABLE-TOP DISPLAYS OF ALL PRODUCTS RELATED TO THE OVERHEAD-AND ROLLING DOOR BUSINESS.

SEMINARS = 3-4pm U.L. 325, 4-5pm = the new HST

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Company..... # of Attendees.....

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ONTARIO CHAPTER

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INVITATION TO EXHIBIT

NIAGARA ONTARIO TRADE-SHOW

FALLSVIEW CASINO RESORT
6380 FALLSVIEW BLVD., NIAGARA FALLS ON. CANADA

FRIDAY, JUNE 11, 2010

5:00 p.m. - 9:00 p.m.

THE ONTARIO CHAPTER of the CANADIAN DOOR INSTITUTE IS HOLDING THIS TRADE SHOW OF 2010 IN THE FABULOUS FALLSVIEW CASINO RESORT.

This BOOTH-format is for display of all products related to the overhead-and rolling door business. Booths have dividers, skirted table w / 2 chairs.

Your participation as a manufacturer / distributor is encouraged.
PLEASE INDICATE HOW MANY 10' BOOTHS YOU WISH TO ORDER:

.....10' X 10' BOOTH @ $ 450.00 + 5% G.S.T. = $ 22.50, = **$ 472.50**
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PLEASE RESPOND BEFORE MAY 29, 2010
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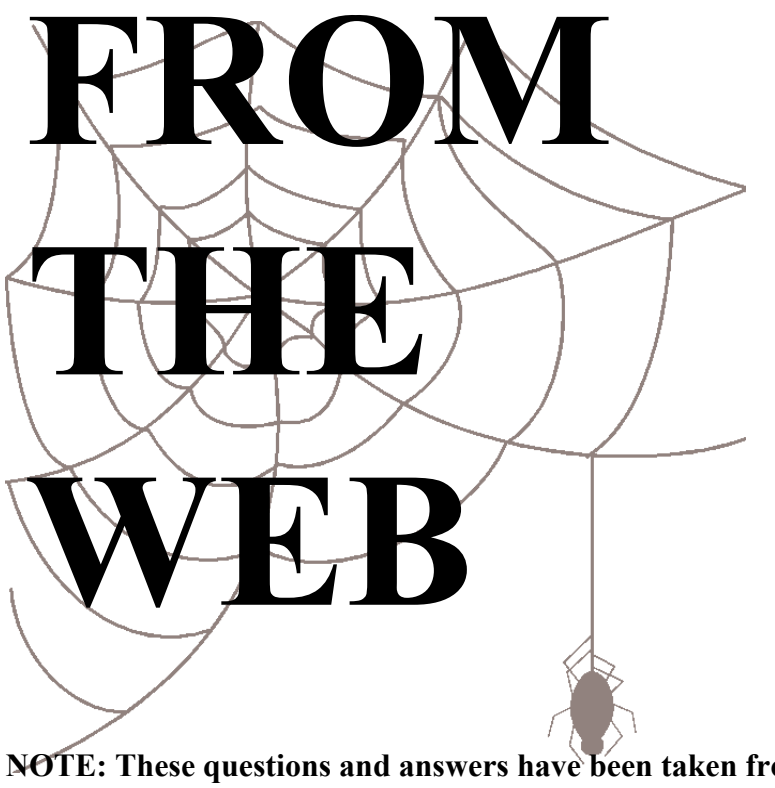

NOTE: These questions and answers have been taken from various home improvement newsgroups on the internet. These questions are real, and the *answers* are provided by other internet users, *not by the Garage Door News*. We are printing these questions to let the industry know what types of information 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. Please fax us your comments or concerns about this column (866-838-2967).

THIS MONTH'S QUESTIONS

QUESTION 1: Unbalanced door and door damage
QUESTION 2: Advice on installing garage door opener

QUESTION 1:
I have a friend who discovered that her garage door was bent deeply inward at the top. She reported it to the police, who explained that burglars frequently will pry the door inward near the top-center, then reach in and pull the disconnect rope. This then permits the door to be raised. A variation of this is to break out a glass window in the door for the same purpose.

No report was filed with the police, since nothing seemed to be missing. The friend bought a new top section for the garage door and had it installed and asked me if I'd install a new operator to replace the old one that was original to the house.

When I went to do the operator installation, I naturally tested the "weight" of the door to make sure the spring was adjusted properly. What I found was that the door had virtually no lift from the spring at all. The fellow who installed the top panel did his work but he apparently never checked the spring tension. The old operator, a screw drive, had plenty of power. After years of faithful service, it finally had weakened the top panel enough, that rather than open the door, it merely had jerked the top panel inward. This was made worse by the tendency of the rubber strip at the bottom of the door to stick to the paint of the garage floor.

I re-tensioned the spring properly and when the new operator was installed, all worked perfectly. Not every instance of a bent-in door is evidence of a burglary. It also points out the need to occasionally disconnect an operator and lift the door manually to verify adequate spring tension.

QUESTION 1, ANSWER 1:
I remove the rope so nobody can use it to unhook the door from the track.

QUESTION 1, ANSWER 2:
Yeah, until the power is out, or the opener won't work and now instead of reaching an easy cord, you have to figure out how to reach the trolley over top of a car.

If thieves want to break into a house, I don't see why they would waste time bashing in garage doors to reach a rope. A rock through a window in a back door or window sounds a lot easier and faster.

QUESTION 1, ANSWER 3:
Those springs can hurt you if you don't know exactly what you are doing. Best left to a pro.

I looked at one once. Got some rebar, and found it to be very tensioned. I called a pro. He had some special bars, and said the rebar would bend. He had it right in five minutes, and charged me $20 cash, as he was on his way home and near me. He said he got a lot of jobs from people who had tried to do their own, and some of them screwed up the door, or themselves. They aren't rocket science, but they are dangerous.

QUESTION 1, ANSWER 4:
I have never heard of a thief pushing in the garage door top. The rope is too far away to grab, and you would need a ladder. Entry doors usually open with a kick.

QUESTION 1, ANSWER 5:
Not exactly. When the door is closed, the rope is right there for the grasping.

Insert a 4' crow bar at the top center of the door, wedge it in and pry downward. Just enough to get a hand in there and pull the cord. If the top panel has glass - just break the center pane out.

Doors and windows may have alarms, but how many garage doors have one.

QUESTION 1, ANSWER 6:
True, but having the garage door open and carrying stuff out would be very noticeable by neighbors and passersby. The entry door into the house from the garage could have an alarm. You could put a motion sensor in the garage also. Locked doors only keep honest people and kids out.

QUESTION 1, ANSWER 7:
Burglars don't like noise. I heard breaking glass next door one late Saturday afternoon. I called the police and three police cars arrived in about 2 minutes. They found 8 boys in the house using paint ball guns, not exactly burglars, but there was extensive damage. Outdoor lighting helps a lot, unless you live in the boonies.

QUESTION 1, ANSWER 8:
And pounding in the top panel of a garage door doesn't make noise? If it were me, I'd much prefer the short sound of breaking glass from a window compared to standing there beating in a garage door. And if they are concerned about glass noise, I can think of some easy solutions to that. Like covering the window panel with a piece of stick on material like you would use to line drawers.

QUESTION 1, ANSWER 9:
I'm late here and I can't believe no one mentioned the proper installation of a garage door opener. The top door panel should have what my door manufacture calls a strut. It stiffens the top of the door where the opener pulls on it putting the load across the entire width of the top panel. I've used a piece of angled steel on a different door.

Anyway, what happens is

Continued Next Page

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WEB (Cont'd)

your door sticks a little to the floor, and also to the weather stripping around the door, or maybe you get a little freezing rain. Whatever.... You need the top panel braced. Without it braced, guess what it does? It pulls the top panel kinking it in half while the rest of the door stays put. It may or may not come loose and open and home owners don't notice what happened until they return home.

Whoever installed the opener is 100% at fault if it doesn't have the bracing. If you have one, read the installation manual and it will mention some type of bracing.

As far as the spring tension, yes that probably helped it kink in half, but if it were properly braced, it still wouldn't have happened.

That's the first time I ever heard of someone breaking into a garage with that method. If anything, they probably reach in after the door is already kinked.

QUESTION 2:
Went to Lowes this afternoon and picked up a garage door opener. Got the Chamberlain 1/2 HP belt drive. Has everything I need and more. Comes with the outdoor keypad that I find very handy. It has two remotes, but I only need one since I don't put the cars in the garage. I'll probably install it next weekend. Any advice?

QUESTION 2, ANSWER 1:
That sounds like the one I installed here a year or so ago. You will love the belt drive, it's very quiet. My brother who just installed a screw drive heard mine and got upset that his new one was so much louder.

QUESTION 2, ANSWER 2:
Both of mine are 25 year old chain drives. They are noisy, but when I replace them I want something noisier. I like to know when my wife gets home... it gives me time to shut off the TV, get up and look like I have been busy at something like emptying the dishwasher.

QUESTION 2, ANSWER 3:
Oh, be sure to reinforce the top door panel so if it ever gets stuck, it doesn't bend the top panel in half. I still think the post about the "burglar in garage" was a door that wasn't reinforced for the opener.

That story about burglars bending the top panel in half to get in sounded a bit out there. It would have been hard to do if that door had been reinforced like it should have been.

QUESTION 2, ANSWER 4:
Huh?? I don't put the cars in the garage. Why a new opener? You can put cars in there?

QUESTION 2, RESPONSE:
The garage is my shop and also has some storage. It is still rather convenient to push a button and have the door open or close for you, especially if it is raining or your hands are full. I can carry a box of stuff from the garage to the house and then push a button to close the door.

Ever notice at the supermarket the doors open and close for you? Makes life a little easier.

Past issues are available at www.garagedoornews.com

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