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Janus International, Rolling Steel Division

07/23/2008

David Curtis embodies the spirit of entrepreneurialism. In 2002, he launched Janus International, a leading manufacturer of rolling sheet doors that specifically targeted the self-storage market. The market already had established vendors, and there were those that doubted the feasibility of another door manufacturer. Undeterred, Curtis assembled a team of the most talented door professionals in the industry, and Janus quickly moved to the forefront with a unique dead-axle design and ratchet-tensioning device. Next, Curtis set his sights on the commercial sheet-door market, where Janus ultimately provided dealers with an array of products that were – and still are – some of the most superior in design and performance.

A Natural Progression

Moving to rolling steel was a natural progression for Curtis. The Janus name has become synonymous with innovation and quality; therefore, requests from dealers for a rolling-steel door line were frequent. After years of research and development, Curtis was ready to take Janus International to a new level of production.

In 2007, he broke ground on a 252,000-square foot. facility, which was developed as a stand-alone division. In March 2008, the Janus International, Rolling Steel Division, opened its doors with state-of-the-art equipment and a seasoned team of industry professionals.

"My goal is to become the leading international manufacturer of quality rolling-steel door products," Curtis says. "The expertise that lies behind our designs is truly unparalleled. We're a very well-rounded group of door professionals from all over the industry, and we've come together to create the very best rolling doors available anywhere."

Experienced Like No Other

The Rolling Steel Division sales team brings a unique breadth of experience to Janus. Overall sales efforts are spearheaded by Vice President of Sales Ramey Jackson, who was previously with Atlas Door Corp. and DBCi. Jackson recruited Dan Beckley, who joined the ranks in late 2007 as divisional vice president of sales. Beckley most recently was employed by Clopay Building Products, but has also been part of Overhead Door Corp., Atlas Door and Cornell Iron Works. "Rolling steel is my true passion," Beckley says. "The opportunity to be a part of something this big from the onset was one I couldn't pass up."

The rolling steel sales team previously came from Porvone, Atlas, Overhead Door and DBCi, making the Janus sales team an experienced resource for rolling-steel door dealers. "Our dealers have varied needs in this industry. By assembling a sales team with diverse business perspectives, we ultimately provide better service to our customers," Jackson states. "And at Janus, that's our No. 1 priority."

In addition, Janus recruited David Dawdy as commercial product and architectural development manager. With more than 25 years industry experience — including at Wayne Dalton, TracRite and C.H.I. — Dawdy has invested many years at both the manufacturing and dealer levels in various managerial capacities. "Dawdy's background in product development, manufacturing, sales and marketing, and the construction industry benefits the Janus team greatly," Jackson notes.

Heading the Engineering Department is Don Mills, who has almost 40 years experience in mechanical engineering, including past positions with DBCi and Overhead Door Corp. "Now is an exciting time with product developments, windload testing and upcoming fire-door testing," Mills points out. Curt Schroeder, formerly with CHI, is a key player in the engineering process and brings a wealth of experience and energy to the team.

Combined, consultants Jim Pace, Bill Stroup and Bill Stringer bring close to 100 years of door-engineering and production expertise to Janus. Their skills with plant design, equipment design and implementation, and process management, have helped build the Rolling Steel Division foundation.

Curtis, whose background includes Porvone, DSI, Wayne Dalton and DBCi, remarks about his plan and the team he has assembled. "The industry is evolving and the course is changing. There is demand for a top-shelf rolling-door manufacturer, and we have the people and technology in place to make it happen."

A New Division, A New Look

The Janus Rolling Steel Division has been branded with a new logo and color scheme, and has completely separate marketing, manufacturing and operations initiatives from the Rolling Sheet Door division. "We're proud of the success and name recognition that Janus International enjoys in the sheet-door business, but it's important to differentiate that the Rolling Steel Division is a separate division," Jackson explains.

Janus International, Rolling Steel Division is headquartered in Temple, Ga. Future plans for expansion of production include Texas and Arizona. Janus plans to have the entire line of service doors, fire doors, shutters and grilles online by the end of 2008. "We're in full-service door production today," Jackson says. "We're thrilled to be able to meet dealer demand this quickly."

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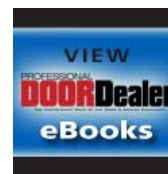


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