



ARCHITECTURAL
OPENINGS
JOURNAL

Journal

Safe, Secure and Specified Access & Egress Control



Pictured here in 1967 as President of the American Society of Architectural Hardware Consultants, Les G. Groves, DAHC, FDHI (centre) passed away September 6, 2007 leaving a 70 year legacy in North America's door and hardware industry.

For full story see page 7.

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Cambridge Door Being Revitalized

New owners, Sloan and Turk, prepare to expand

by **Brian Ward**

Despite the retirement of its owner and an increasingly gloomy manufacturing climate, North America's oldest door manufacturer, Cambridge Door Inc., is not only staying open but will grow bigger and better.

In a deal that has been finalized, Cambridge Door has been purchased by its General Manager Mike Sloan and a private group of Canadian investors led by Robert Turk and David Turk of Toronto-based Gallery Specialty Hardware. The new owners will inject millions of dollars into equipment, inventory and more staff.

Cambridge Door will remain at its 70,000 square foot Cambridge, Ontario, location and retain all 30 current employees. This is seen as a breath of fresh air for the Cambridge and Kitchener-Waterloo area following as more than 16 local plants have already been shut down since January 2005 resulting in thousands of job losses.

AN IDEAL MATCH

"Cambridge Door and Gallery is an ideal match," says new CEO Robert Turk. "Cambridge Door will now be able to take advantage of Gallery's strong sales force, extensive distribution network and over 300 clients." According to David Turk, these are areas critical to Cambridge Door's future success. Gallery Specialty Hardware is a leader in architectural hardware, supplying clients worldwide.

"Despite the changes we need to make, we're very excited by the continued strong growth of the commercial door market across North America," says Turk. "We know that Cambridge Door will thrive."

The immediate plans for Cambridge Door include strengthening the company's distribution network and sales force, introducing new product lines

and boosting marketing efforts. As well, new state-of-the-art equipment will be purchased and the plant will be reconfigured to increase production. In the longer term, a U.S.-based sales force will be hired to open the American market. Over time the company expects to double its local workforce and more than triple its revenue.

OLDEST AND SOON THE BIGGEST

Mike Sloan, who becomes Cambridge Door's president, says, "It's appropriate that the oldest door manufacturer will one day become the biggest and the best as well. We have the people, equipment and demand to blow the doors off our competition."

The purchase is also welcome news for customers. "We've been buying product from Cambridge Door for 10 years," says CDS Door's Garry O'Brian. "There is so much demand for..."

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Opportunity Knocks on Cambridge Door: new owners Mike Sloan, Robert Turk and Joel Kwinter (left to right) have a clear view of the company's future.



ACCESS GRANTED

Cansec Systems Ltd., a leading Canadian manufacturer of access control systems, has launched a newsletter in PDF format. The first issue of *Access Granted* can be download from the website's home page.

www.cansec.com

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...these kinds of doors, and now that Cambridge Door is expanding we can sell more products.

Through a succession of owners and name changes dating back to 1872, Cambridge Door is North America's oldest door manufacturer. The Cambridge area was once the wood-working capital of Canada but almost all those businesses closed down or moved to other provinces and countries. Today Cambridge Door is one of only two major door manufacturers in North America not based in either Quebec or the U.S. "It's very important to us to stay right where we are," says Sloan. "This is our home."

Cambridge Door Inc. is a manufacturer of wood flush, stile and rail doors and frames for the commercial, architectural and millwork markets. The company is also certified to manufacture fire rated doors. A privately-owned company employing a staff of 30, Cambridge Door is a lean manufacturer.

AD JOURNAL

Inspired Thinking

KASIAN UNVEILS NEW BRAND



Kasian unveiled its new Toronto office last week, with the design developed using the company's distinct and innovative process, where the workspace reflects the input and needs of the client and all end users – in this case the company's employees and clients.

Recognizing its sudden growth in Canada and the international marketplace, Kasian has embraced the opportunity to clearly define its global brand. Today, the award winning Canadian firm announced the launch of its new identity to position the firm as a global leader in design and to strengthen its unique culture which fosters inspired thinking, creative solutions and collaboration.

The new logo, a spark of orange and red, represents how the firm continues to ignite its creative thinking. Kasian's new identity aligns with its global vision – to use the most innovative design principles in its work – and serves as inspiration in the way the firm and its employees think, work and communicate. The firm's new tagline is "Inspired Thinking" and it reflects their internal culture how the architects and designers strive for new ways to create spaces and buildings that simply work better.

EMPLOYEES EXCEED 340

Since inspired thinking is at the heart of Kasian's culture, it may come as no surprise that collaboration is the cornerstone of the firm's culture and corporate personality. Kasian's ability to tap into its global talent pool, which has doubled since 2005 to over 340 employees, is a prime example of this collaboration. The firm can call on its experts to work on a client project, locally and internationally to create new design solutions.

TRANSPARENCY, INNOVATION, COLLABORATION

The opening of Kasian's new To-

ronto office reflects the core strengths: transparency, innovation and collaboration. The office is based around an open space concept; every office, including the boardroom, has glass walls.

The office environment offers greater emphasis on modular workspaces allowing for maximum mobility. Employees can literally move their workspace in a matter of minutes, making it easier for team collaboration. The open space is predominantly white, which turns the focus on the people and the work they do, creating an internal energy and enthusiasm which sparks creative thinking.

In the design of the new Toronto office, Kasian has focused on what makes them successful globally, and has adopted these aspects internally. The office is truly a showcase of their international success, and demonstrates that the company "walks the talk."

GLOBAL EXPANSION

With new international offices, all opened within the past year, Kasian is creating a new Canadian export. The firm's bold expansion to bring a Western influence to overseas markets provides an exciting opportunity to work in the world's largest urban centres as a leader in modern architectural design.

The firm is already leaving its international mark through its designs with projects such as the Songam Space Centre (Seoul), Wangjing Bamboo and Rattan II (Beijing), Shum Yip Logistics Centre (Shenzen) and East China University of Science and Technology (Shanghai), and Indiabulls Real Estate Retail Urban Developments (India).

www.kasian.com