

## Opportunity knocks for Cambridge Door GM

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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.

Finalized on Monday, Cambridge Door was purchased by 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 Savage Drive location and retain all 30 current employees.

"Cambridge Door and Gallery are an ideal match," said 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 Turk, these are areas critical to Cambridge Door's future success. Gallery Specialty Hardware is a leader in architectural hardware, supplying clients world-wide.

"Despite the changes we need to make, we're very excited by the continued strong growth of the commercial door market across North America," said 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.

Sloan, who becomes Cambridge Door's president, said, "It's appropriate that the oldest door manufacturer will one day become the biggest and the best as well."



New Cambridge Door owners Mike Sloan, Robert Turk and Joel Kwinter (left to right) get a clear view of the company's future.