The Leading Edge

2020 Quarterly News from Miller Edge, Inc.

Volume 1 · Issue 1

UPCOMING EVENTS

APRIL
4/9 Gates & Control Blazing BBQ
Spokane, WA
4/23 AIA Annual Architects Tradeshow
Teanaway, NJ

MAY
5/7 Gates & Control Cinco De Mayo
Seattle, WA
5/8 SAS Open House
Columbus, OH

JUNE
6/10 Amarr Dealer Appreciation
Denver, CO
6/18 Gates & Control Chili Cook-Off
Sacramento, CA
6/23 Amarr Dealer Appreciation
Portland, OR
6/24 Amarr Dealer Appreciation
Seattle, WA

Due to the impact of COVID-19, these dates may have changed since the production of our quarterly newsletter. Miller Edge is taking the appropriate measures for the health and safety of our employees and customers. Please contact us directly for updates on events and attendance.

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TALK TO THE TECH
Frequently Asked Questions Answered by Miller Edge Technical Support!

By George
Technical Support Expert

Miller Edge has a dedicated Service call line for your technicians to contact with any questions or concerns about their installation or purchased product. Additionally, Miller Edge features specific product and common questions here in the Talk to the Tech Section of The Leading Edge!

Q: Can we program multiple transmitters to each channel with an RBand for Gates?
A: Yes! You can program up to three transmitters per channel for a total of six transmitters per receiver.

Q: I have a 4-wire edge but I only need a 2-wire edge. How can I make this work?
A: There are two options:

1. If you have two white wires and two black wires, simply combine the black wires together to make one lead and combine the white wires together to make a second lead.
2. If the cable has red, green, black, and white wire, you will combine the red and green wire to make one lead and the black and white wire to make a second lead.

Flossie Miller is Presented with the IDA Distinguished Service Award

The International Door Association hosts the President’s Award’s Banquet each year at IDAExpo. During this dinner, IDA recognizes industry members and companies who have served the organization in an extraordinary way. This year was particularly special for Miller Edge because the recipient of the 2020 IDA Distinguished Service Award is our very own Flossie Miller.

The Distinguished Service Award is an individual award given to a dealer or industry member for outstanding service to the industry. Innovative leader, integrity, honesty, quality oriented, tangible/intangible contribution to the industry describe this person. Flossie has done just that, and continues to do so through her involvement with International Door Association (IDA), The Institute of Door Dealer Education and Accreditation (IDEA), and Young Professional’s Network (YPN).

This year, the Distinguished Service Award holds many firsts; the first time a father and daughter have received the award (Norman K. Miller received this award in 1991), the first time a brother and sister have received the award (Beauregar Miller received this award in 1991), and the first time it has been awarded to three members from the same company, as well as the same family.

Thirty years in this industry, Flossie has served on the IDA board of directors (2012-2018), held office of Industry VP, served as chair of the Member Services Committee, and currently serves DASMA as Chairperson of the Training and Education Committee. She also contributed to the start of YPN and continues to be involved with the program.

Flossie Miller
DISTINGUISHED SERVICE AWARD
IDA 2020

Edward Hermanns, Flossie Miller, Kevin Pettiette after the President’s Award’s Banquet

TABLE OF CONTENTS

IDA Distinguished Service Award P1
IDAExpo/FENCETECH 2020 Review P2
Product Spotlight P2
Architects Spotlight P3
Dealer Spotlight P3
Talk to the Tech P4
Upcoming Events P4
Miller Edge Announcements Insert

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IDAEXPO/FENCETECH 2020

OVERVIEW

One city... Two Booths... Three Days!

IDAExpo and FENCETECH/METALfab took place on March 4-6, 2020 in Salt Lake City, UT at the Salt Palace Convention Center. Miller Edge exhibited at both shows, representing and supporting our customers to the fullest in the door and gate industries. Both booths displayed our newest products, as well as our new online customer portal, MyEdge™.

At our IDAExpo booth, we displayed our products on a wide variety of real-world applications. We also introduced the industry to our upcoming product, RBand for Doors.

PRODUCT SPOTLIGHT

MG110: SENSING EDGE KIT
DRAW-IN POST PROTECTION

Small Profile, Big Protection

This quarter’s product spotlight is focused on our newest gate product, the MG110 sensing edge kit. Specifically designed for draw-in posts on gates, MG110 ensures your gate installations operate safely and meet the latest UL 325 requirements. The MG110 is intended to serve gate dealers as an affordable, easy to install method of protecting the draw-in post on gates—the area on gates where the most serious injuries tend to occur.

MG110 is sold in 4 and 5 foot length kits, featuring all the necessary components for installation, including: (2) molded end caps, (2) stainless steel self-tapping screws, and mounting channel. Tested and rated to perform at optimum levels up to -40°, MG110 is ruggedly durable and able to stand the test of time. The strength and rigidity of the MG110’s custom molded end caps keep the edge in place, and provide a clean, finished look to the edge. Available in monitored and non-monitored configurations to suit your application.

To order the MG110 sensing edge, call our toll-free number 800-220-3343 or log into your MyEdge account to create a quote.

Miller Edge Products: Sensing Edges: MG110, ME120, MG123;
Wireless: RBand for Gates, Prime-Guard™ or Reflecti-Guard™

Slide Gate: Trailing Edge Entrapment Zone
Reach-through injuries are common hazards associated with automatic sliding gates. Also common are “run-away” objects finding their way wedged between the trailing side of the slide gate and a wall/surface, causing damage to the object, the operating gate, or surrounding area. In order to follow safety standards that comply with UL 325 on a slide gate, two monitored sensors (one for each direction) are required. We recommend either a photo eye or sensing edge for the close direction as well as a hard-wired sensing edge mounted to the trailing edge.

Miller Edge Products: Sensing Edges: ME120 + ME120-C5, MG520, MG120;
Wireless: RBand for Gates, Photo Optics: Prime-Guard™ or Reflecti-Guard™

Swing Gate: Bottom Edge Entrapment Zone
A swing gate requires safeguarding the entrapment zone on driveways and curbs along the path of travel. There is risk of not only a pedestrian or object potentially being pinned under the swing gate as it travels, but also being pinned against a curb or raised area by the swing gate. In order to prevent either scenario, we recommend a sensing edge mounted to the bottom edge as well as a photo eye. To increase coverage of this particular entrapment zone, we’ve created a mounting channel that will secure the sensing edge at a 45° angle, and when activated, the sensor signals the operator to reverse and swing the gate into an open position; ME120-C5 mounting channel.

Miller Edge Products: Sensing Edges: ME120 + ME120-C5, MG520, MG120;
Wireless: RBand for Gates, Photo Optics: Prime-Guard™ or Reflecti-Guard™

LUNCH & LEARN
Contact your Miller Edge Sales Rep to schedule your in-person course: Entrapment Protection for Motorized Doors Applying Safety Standards. 1-hour = 1 LU HSW  Miller Edge is a registered provider of AIA Continuing Education.

Miller Edge is keenly aware that understanding and complying with UL 325 safety regulations is important to architects. Following UL 325 standards when designing and planning your next door or gate project assures that the products and methods used are compliant with any required safety standards. Two commonly missed entrapment zones on gate are the trailing edge on a slide gate and the bottom edge of a swing gate’s travel path.

Miller Edge is proud to feature Overhead Door Company of Washington, DC as our first Dealer Spotlight! Overhead Door Company of Washington, DC has been a dealer of Miller Edge products for over 20 years. This company consists of four branch offices and warehouse locations, which have been strategically placed to properly serve their markets in Maryland, Washington, D.C., and Northern Virginia.

They offer a full line of commercial and residential garage door products, including garage doors, garage door openers, and garage door opener accessories. In addition, they provide loading dock equipment sales, installation, and service for their commercial customers. Popular Miller Edge products found at ODC are sensing edges, light curtains, transmitters/receivers, Armored Edges, and coil cords.

“Our commitment to excellence is what sets us apart from our competition. Whether you’re talking about service, the quality of our equipment, the quality of our people, or our dedication to customer satisfaction, we work every day to try and get better at what we do to continue offering our customers the best experience possible.” —Willie White, President

Interested in how you can be our next Dealer Spotlight? Reach out to your Miller Edge Sales Representative for details.

DEALER SPOTLIGHT

OVERHEAD DOOR COMPANY
WASHINGTON, DC™

In Business Since 1973

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