

The Leading Edge



Quarterly News from Miller Edge, Inc.

Winter 2023

How Education Can Support Your 2023 Goals

What goals have you set for the New Year? Is there a certain skill you'd like to learn or a new process you want to create to improve your career and your company? We all feel inspired by the start of a new year to set out and achieve new goals. However, carving out the time can be hard, especially when your days are filled with service calls, installations, and meetings. You're not alone if you feel there is not enough time in the day to get it all done!



Eastern Region Sales Manager, Glenn Smith assists a customer at the 2023 GSAFA Jackpot Trade Show

Education & Networking Opportunities

The benefits of keeping up to date with the knowledge and skills necessary to perform your job far outweigh the costs. Educational opportunities through our industry associations also lead to valuable networking. Networking allows you to build relationships, which offers important insights, support from peers, and mentorship. Together, education and networking can help you advance your career and become a leader.

Industry associations recognize the challenges our industry faces each year and work hard to provide educational and networking opportunities. The International Door Association, for example, holds events throughout the year that offer door dealers and gate contractors alike the ability to network, learn, and grow. On top of the bi-annual IDAExpo, IDA hosts two EduCons per year that grant individuals the space and resources to gain new skills, make connections, and learn business growth strategies. On the fence side, the American Fence Association hosts FENCETECH where fence and gate pros have the opportunity to network, learn, and get certified.

If your goal this year includes earning a new certification, building your network of peers, or learning about the latest products and services that are taking off in the industry, check out where the next association event is taking place near you.



"IDA is committed to providing appropriate, thought provoking, and timely content at our events. All IDA members in attendance of the 2022 Fall EduCon event took away valuable strategies and information on running more successful meetings, departments, and businesses. We will be bringing equivalent content to our next EduCon event being held April 20-22, 2023, in Louisville, KY."

—Tim Castello
Vice President of Operations
Miller Edge, Inc.
Supplier Vice President
IDA Board of Directors

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FEATURE

A Quick Field Worksheet for Sensing Edge Configuration

If you are looking for simplified sensing edge ordering, check out our sensing edge field worksheets! These step-by-step tools are designed for commercial door technicians and gate contractors to feel confident in determining and configuring sensing edges and their required accessories without error.

Starting with the sensing edge model and then working through to color, wire outlet location, length, switch configuration, and monitoring method, these worksheets take you through the steps of configuring the right edge for your door or gate. They also offer tips such as the models that match a certain surface thickness, how to measure a door or gate for an edge, and selecting the right monitoring method based on the operator manufacturer.

The worksheets can be used for training, as an ordering tool by office staff, or taken to the jobsite to record all the information needed to configure a sensing edge. They are easy to print for use in the office or on the road!

Download our sensing edge worksheets on our website, find them inside your Miller Edge customer binder, or contact your Miller Edge Sales Representative.



PRODUCT SPOTLIGHT

OptiGuard™, New Thru-Beam Photo Eye

We're excited to announce the latest addition to our photo optic family: OptiGuard™ monitored thru-beam photo eye.

OptiGuard™ offers both normally closed and 10K monitored entrapment protection for commercial motorized doors and automated vehicular gates. When an obstruction interrupts its beam, a signal is sent to motor controls to stop and/or reverse motion. The impressive 100-foot operating range, IP67 housing, combined with the durable mounting bracket/hoods, equips OptiGuard™ for nearly all environments.

“The launch of OptiGuard™ rounds out Miller Edge’s comprehensive line of photo optics,” shares Kevin Ward, Senior Technical Product Manager at Miller Edge. “Alongside its sister product, TruGuard™ retro-reflective photo eye, OptiGuard™ checks all the boxes: dependability, affordability, and ease of installation.”

For pricing and to place your order for OptiGuard™ (model: OG-T-K10) today, call your Miller Edge Sales Representative or order online through MyEdge™.



Collaborating on Aircraft Hangars

Helping Architects Specify Safe Building Designs

When it comes to the design of aircraft hangars and the specification of hangar doors, architects take climate, insulation, size, clearance, safety, and more into account. These large doors contribute to the overall access, security, and safety of the building. Therefore, hangars require top-of-the-line products to protect both personnel and equipment.



Hangar doors styles can include horizontal rolling, vertical lift, and bi-fold. Even when operated with a push button, sensing edges can increase safety along a door's path of travel for safe hangar building design.

Protecting the area around a horizontal rolling steel hangar door is so important, in fact, they have their own architectural specifications for military applications under Division 08, section 08 34 16.10 in the Unified Facilities Guide Specifications (UFGS). For non-military construction, hangar doors are covered under CSI Division 08, section 08 34 16. By understanding these specifications and knowing the products that safeguard hangar doors, you can be a dependable resource that architects can trust in.

Why Miller Edge?

Miller Edge is a privately held family business founded in 1936 by Norman K. Miller and is the first and largest North American manufacturer of hangar door sensing edges. Following his honorable discharge from the US Army, Norman received a phone call from General Merrill Burnside at Wright Patterson Air Base in Ohio requesting he develop a safety product for use on hangar doors. Norman developed the product and was issued the first ever patent for an "Electrically Activated Safety Edge for Hangar Doors" in 1957. With ample resources for architects to help specify safety—from continuing education to easy access to product information and CAD drawings online—Miller Edge has been the go-to hangar door sensing edge provider ever since.

For More Information

Check out our MU model sensing edge, which can be customized for your required width, height, and length. The option yellow XR5 jacket material is resistant to harsh chemicals such as jet fuel and serves as a visual cue when doors are in motion. Electrical and wiring configurations can also be customized to suit any hangar door.

MWave™ Case Study

Partner:



Miller Edge recently partnered with Colorado Garage Door Service and showcased how MWave™ intelligent motion sensor for doors performs in unique settings that need improved access control.



The case study does an in-depth analysis on the problems their customer, Plaza Residences at Belmar, a luxury condominium located in Lakewood, Colorado, faced with a residential parking garage and the need for efficient, safe, and secure parking garage access to vehicular traffic.

Based on their customer's requirements, it was determined that MWave™ intelligent motion sensor would be the ideal solution for the job. The motion sensor's flexible detection field, custom programming, and ability to differentiate between vehicular and pedestrian traffic was an ideal fit, fulfilling the needs of the residents and improving how they efficiently and safely carry out their day-to-day activities.

John Dunn, President of Colorado Garage Door Service shares, "Miller Edge's MWave™ was the ideal product for our customer, both on price point and the availability of the adjustable settings."

Read the complete case study today: www.milleredge.com/press-room-news-archive.html

Celebrating National Salesperson Day

December 9, 2022

In December, we recognized our wonderful sales team on National Salesperson Day.

We are so grateful for our team who always go the extra mile for our customers. From the US to International territories, you can count on an outstanding Miller Edge representative to help you meet all your safeguarding needs.

We couldn't be more proud of our Sales team who is helping make your world a safer place!

NATIONAL SALESPERSON DAY

US WEST REGIONAL SALES TEAM  DAVID L. <small>Regional Sales Manager</small>	 LISA <small>Senior Inside Sales Rep.</small>	US CENTRAL REGIONAL SALES TEAM  BEN <small>Regional Sales Manager</small>	 HEATHER <small>Inside Sales Representative</small>		
US EAST REGIONAL SALES TEAM  GLENN <small>Regional Sales Manager</small>	 LORRI <small>Inside Sales Representative</small>	INTERNATIONAL AMERICAS SALES TEAM  AMANCIO <small>Regional Sales Manager</small>	 SUZANNE <small>Inside Sales Manager</small>		
		SALES SUPPORT TEAM  LYNNETT <small>Sales Support Rep.</small>		 BEV <small>Sales Support Rep.</small>	 DAVID M. <small>General Sales Manager</small>

Updated Price Book

Effective: January 30, 2023

Please be aware that on January 30th, 2023, our new price book with updated pricing will go into effect. If you have any questions, please do not hesitate to contact your Miller Edge Sales Representative. We are grateful for the relationships we have built with you over the years and thank you for your business and support of Miller Edge solutions.

Miller Edge Announces New US East Regional Sales Manager

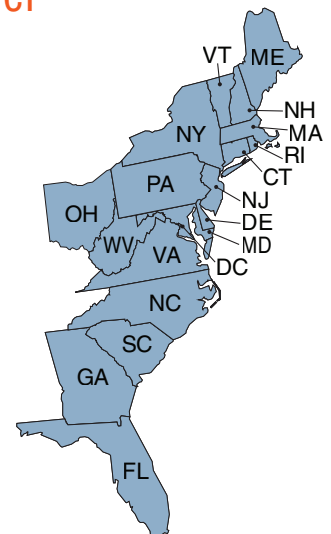
November 4, 2022

We're pleased to introduce Glenn Smith as the new Regional Sales Manager for the US East region!

Glenn brings to Miller Edge over thirty years of safety experience working in production and sales for companies throughout the United States and Canada. His proficiency in sales and product knowledge comes from firsthand experience in previous positions through service calls, installations, and troubleshooting in the field.

Glenn looks forward to providing outstanding customer service and communication to all US East region customers!

Call Glenn Smith at 800-220-3343 extension 311 or by emailing him at gsmith@milleredge.com.



Miller Edge Announces New US West Regional Sales Manager

January 13, 2023

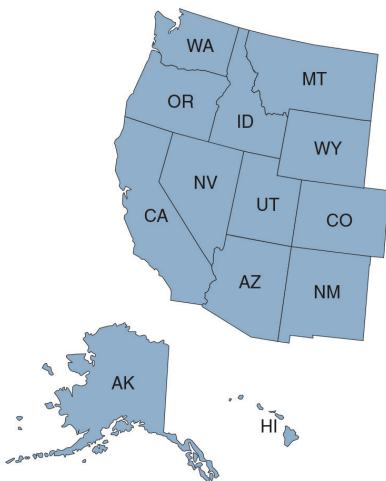


We are excited to welcome David Lane to Miller Edge as the new western Regional Sales Manager!

With over forty years of sales experience, David has held positions in industrial sales with a specific focus on doors, loading docks, and the wider material handling industry.

David looks forward to utilizing his expertise to support your business in the western region!

Call David Lane at 800-220-3343 extension 315 or email him at dlane@milleredge.com.



2023: See You at These National & International Trade Shows!

Stay tuned for more events Miller Edge will attend this year!



FENCETECH
Booth #620
March 1-3, 2023
Oklahoma City, OK, USA



NFMT
Booth #517
March 21-23, 2023
Baltimore, MD, USA



Canadian Door Institute

CDI National Ontario Conference & Trade Show
Booth #308
April 13-14, 2023
Niagara Falls, ON, Canada



PDA of New England Trade Show
Booth B-17
April 14, 2023
Mashantucket, CT, USA



MRO Americas
Booth #5039
April 18-20, 2023
Atlanta, GA, USA



Spring IDA EduCon & Tradeshow
April 20-22, 2023
Louisville, KY, USA



The Fence Show & Security Expo
Booth #509
August 23-25, 2023
Las Vegas, NV, USA



WASA
September 21-22, 2023
Las Vegas, NV, USA

TruGuard™
TG-R-K10



Designed with a polarized beam and corner cube reflector to reject false reflections, TruGuard™ retro-reflective photo eye is built to endure a wide variety of environments with its dependable 30-foot operating range.



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TALK TO THE TECH

Frequently Asked Questions

By Walt, Miller Edge Technical Support Expert



Q: If I'm working alone, what is the easiest way to setup RBand and an edge by myself?

A: You can pre-program Miller Edge RBand off-site!

Connecting any wireless system on the job can be a challenging task. Factors such as noise, traffic, and the distance between the transmitter and receiver can make it hard to hear the system's alerts and see the lights necessary for proper setup.

With an inexpensive 24 volt AC wall wart, RBand receivers can be powered up at the shop. Before you hit the road, use the included 3.6 volt AA lithium batteries to connect the sensing edge to the RBand receiver.

This can also be helpful for times when your schedule is booked, when an unexpected service call comes through, or if you would like to plan ahead. Set yourself up for success by pre-programming RBand in advance! Please note that RBand units will be in alarm until they are connected to their edges.

For more information or to speak with technical support, send an email to techsupport@milleredge.com or call 800-220-3343 and select "option 2".



When the transmitter batteries are low, the RBand receiver beeps.

To avoid losing power, check the voltage of the batteries with a multimeter. If it's below 3.6 volts, it's time to replace them!

You can purchase 3.6 volt AA lithium batteries (ER14505) from Miller Edge or through an online or local battery supply store.