



Presented by



**Sell Smarter.
Quote Faster.
Win More Business.**

WRIGLEY FIELD
Chicago, IL

Wednesday, September 9, 2026

Agenda



1. A Changing Landscape

- Customers
- Competition



2. A New Playbook

- Sell Smarter
- Quote Faster
- Win More Business



Changing Business Landscape

*How customer expectations are changing
—and how leading dealers are adapting*

The Customer Has Changed



Customers want:

- Faster responses
- Simpler decisions
- Less risk
- More confidence
- Fewer surprises



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The Competition Has Changed



Leading dealers and installers have evolved:

- ✓ Responding faster
- ✓ Simplifying product selection
- ✓ Helping customers understand risks
- ✓ Creating confidence in the buying decision
- ✓ Delivering a consistent customer experience



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Getting More from Miller Edge



When dealers engage directly with Miller Edge, they gain access to:

- Application guidance and product recommendations
- Faster answers to technical questions
- Sales and specification support
- Product training and educational resources
- New product introductions and application opportunities
- Tools designed to simplify quoting and ordering



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A New Dealer & Installer Playbook



Sell
Smarter

- Help customers understand their options

Quote
Faster

- Reduce complexity and improve speed

Win More
Business

- Deliver solutions that create additional value



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Sell Smarter

*Turn complicated product discussions
into simple solution conversations*

Sell Smarter



RECOGNIZING THE NEED FOR PROTECTION

- Use risk assessment to help customers to “discover” risks
- Offer simple solutions with a “good, better, best” approach
- Refer back to risk assessment to build confidence in buying decision
- Use same repeatable approach for consistent results



Sell Smarter: Risk Assessment



HAZARD & RISK AWARENESS

Look at the environment and consider what needs to be protected:



- Personal injury or death hazard
- Risk of damage to incoming raw materials
- Risk of damage to outgoing finished goods
- Risk of damage to vehicles, equipment, and property



Sell Smarter: Risk Assessment



ASSOCIATED COSTS

What costs could result from a damaged or non-operational door or gate?



- Door or gate replacement
- Loss of use
- Loss of customer goodwill
- Business delays
- Lost productivity



Sell Smarter: Risk Assessment



OTHER CONSIDERATIONS

Consider all entrapment, hazards, risks to property, and business impact:

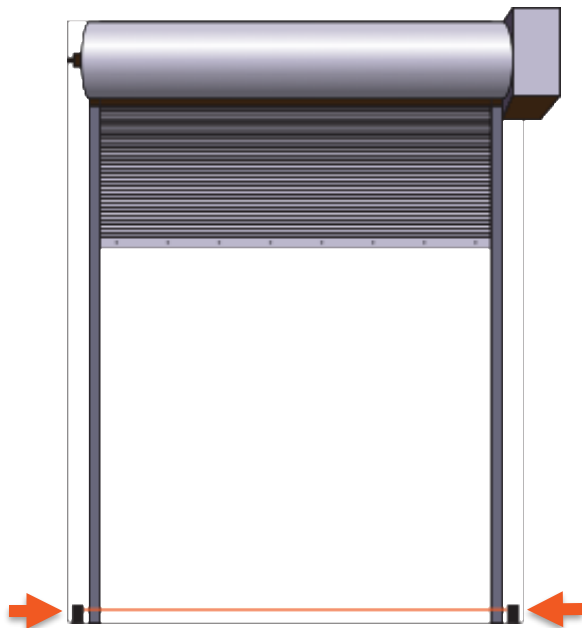


- Personal injury or death
- Risk of damage to material, products, equipment, or property
- Intended use and location of door or gate
- Business impact



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Sell Smarter: Levels of Protection



SINGLE-BEAM PHOTO OPTIC Thru-Beam & Reflective

Activation Method	Vertical Coverage	Obstruction Detection	Price Range
 <i>Non-Contact</i>	 <i>Low</i>	 <i>Meets Requirement</i>	 <i>Lowest</i>

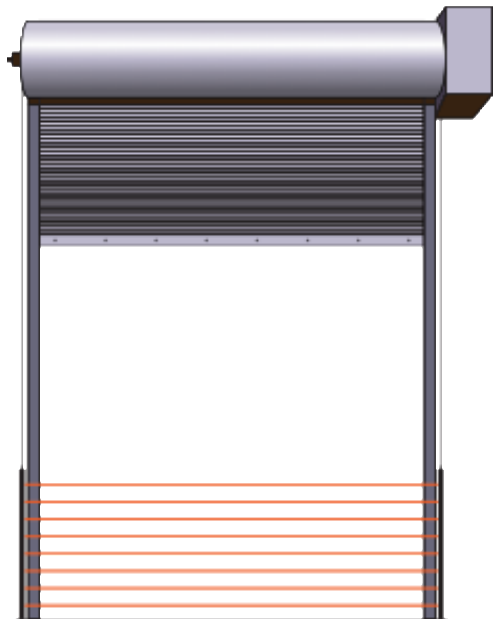
Advantages

- Lowest upfront cost
- No contact required to detect obstruction
- Ideal for standard-speed and low cycle doors
- Compact and unobtrusive



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Sell Smarter: Levels of Protection



MULTI-BEAM PHOTO OPTIC 3-ft. Light Curtain

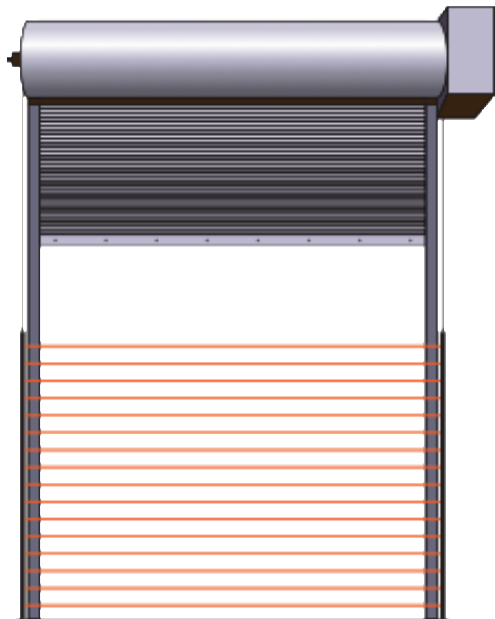
Activation Method	Vertical Coverage	Obstruction Detection	Price Range
 <i>Non-Contact</i>	 <i>Medium</i>	 <i>Good</i>	 <i>Moderate</i>

Advantages

- Medium non-contact protection field decreases damage and injury
- Ideal for standard- and high-speed doors of all cycle types (low, medium, high)
- Can be combined with a sensing edge for added protection
- Compact and unobtrusive



Sell Smarter: Levels of Protection



MULTI-BEAM PHOTO OPTIC 6-ft. Light Curtain

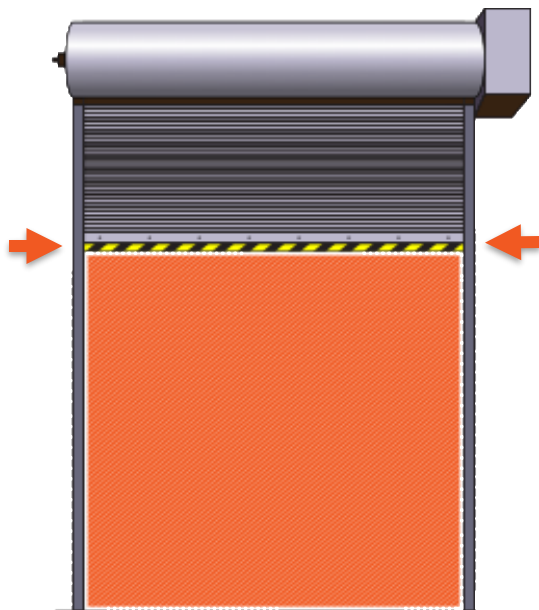
Activation Method	Vertical Coverage	Obstruction Detection	Price Range
 <i>Non-Contact</i>	 <i>High</i>	 <i>Excellent</i>	 <i>Highest</i>

Advantages

- Largest non-contact protection field decreases damage and injury
- Ideal for standard- and high-speed doors of all cycle types (low, medium, high)
- Can be combined with a sensing edge for added protection
- Compact and unobtrusive



Sell Smarter: Levels of Protection



SENSING EDGE

Activation Method	Vertical Coverage	Obstruction Detection	Price Range
 Contact	 Full	 Excellent	 Moderate

Advantages

- Wireless option reduces additional cords around the door
- Can be combined with photo optics for added non-contact protection
- Ideal for standard-speed doors of all cycle types (low, medium, high)
- Full vertical coverage; door-to-floor protection full path of travel
- Compact and unobtrusive



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MillerEdge®

LEVELS OF PROTECTION for Motorized Commercial Overhead Doors

The options illustrated comply with building codes in the USA and Canada. Select the protection that best suits the needs of your environment.

RECOGNIZING THE NEED FOR PROTECTION

The door illustrations shown in this guide consider when safeguarding motivated customers, each environment is unique. When selecting the appropriate level of overhead door, be sure to consider all of the appropriate Miller Edge door installation.

HAZARD & RISK AWARENESS

For basic hazard and risk awareness at the environment and consider:

- Personal injury or death hazard
- Risk of damage to incoming
- Risk of damage to vehicle

ASSOCIATED COSTS

What are the costs the damaged and non-damaged?

- Door replacement
- Loss of use
- Loss of customer
- Business delay
- Lost product

OTHER CONSIDERATIONS

Consider when selecting:

- Personal
- Risk
- Integrity
- Speed

LEVELS OF PROTECTION

SENSE EDGE

Activation Method	Vertical Coverage	Obstruction Detection	Price Range
Non-Contact	Full	Excellent	\$\$\$

Advantages

- Wireless option reduces additional cords around the door
- Can be combined with photo optic for added non-contact protection
- Ideal for standard speed doors and all cycle types (low, medium, high)
- Most vertical coverage, door to floor protection full path of travel
- Compact/unobtrusive

MULTI-BEAM PHOTO OPTIC 6-ft. Light Curtain

Activation Method	Vertical Coverage	Obstruction Detection	Price Range
Non-Contact	Full	Excellent	\$\$\$

Advantages

- Largest non-contact protection field decreases damage and injury
- Ideal for standard and high speed and all cycle type doors (low, medium, high)
- Can be combined with a sensing edge for added protection
- Compact/unobtrusive

MULTI-BEAM PHOTO OPTIC 3-ft. Light Curtain

Activation Method	Vertical Coverage	Obstruction Detection	Price Range
Non-Contact	Medium	Good	\$\$

Advantages

- Medium non-contact protection field decreases damage and injury
- Ideal for standard and high speed and all cycle type doors (low, medium, high)
- Can be combined with a sensing edge for added protection
- Compact/unobtrusive

SINGLE-BEAM PHOTO OPTIC Thru-Beam & Reflective

Activation Method	Vertical Coverage	Obstruction Detection	Price Range
Non-Contact	Low	Minimal/None	\$

Advantages

- Lowest upfront cost
- No contact required to detect obstruction
- Ideal for standard speed and low cycle doors
- Compact/unobtrusive

UNIVERSAL GATE SAFETY

Illustrations show common product placement locations to consider when protecting various gate installations to optimize. Be sure to consider all potential safety hazards and incorporate appropriate into your overall gate design. Read your gate operator's manual and follow the manufacturer's requirements.

SWING GATE

Mounting Locations

- Bottom edge of gate
- Leading edge
- Post/pivot point
- Post
- Exterior
- Arm

Suggested Products

- A. ME120 (+ ME120-C5), MG200, MG200
- B. MG200, MG200
- C. CPT210, ME120, MG110, MG120
- D. CPT210, MG110
- E-F. OptiGuard™, TruGuard™

SLIDE GATE

Mounting Locations

- Leading edge
- Trailing edge
- Center line
- Post
- Exterior

CANTILEVER GATE

Mounting Locations

- Leading edge
- Trailing edge
- Guide (draw-in) points
- Post
- Exterior

Suggested Products

- A-C. CPT210, CPT215, ME120, MG110, MG120
- D-E. OptiGuard™, TruGuard™

VERTICAL LIFT GATE

Mounting Locations

- Bottom edge of gate
- Top edge of gate
- Back edge of gate
- Draw-in area
- Exterior
- Exterior

Suggested Products

- A. CPT210, MG200, MG200
- B. MG200, ME120
- C. CPT210, MG200, MG200
- D. CPT210, ME120, MG110, MG120
- E. OptiGuard™, TruGuard™
- F. OptiGuard™, TruGuard™

VERTICAL PIVOT GATE

Mounting Locations

- Bottom edge of gate
- Top edge of gate
- Back edge of gate
- Draw-in area
- Exterior
- Exterior

Suggested Products

- A. CPT210, MG200, MG200
- B. MG200, ME120
- C. CPT210, MG200, MG200
- D. CPT210, ME120, MG110, MG120
- E. OptiGuard™, TruGuard™
- F. OptiGuard™, TruGuard™

OVERHEAD GATE

Mounting Locations

- Leading/Bottom edge
- Side
- Interior
- Exterior

Barrier Arm

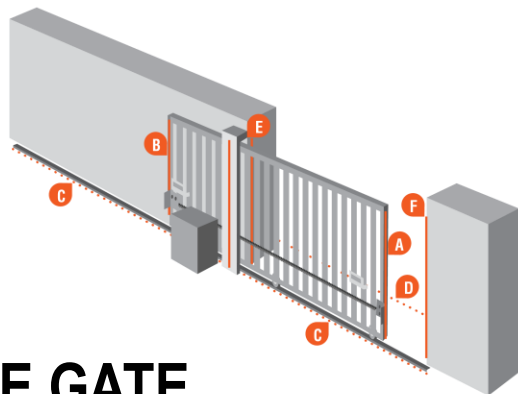
Mounting Locations

- Bottom

Suggested Products

- A. CPT210, MG110

Sell Smarter: Gate Examples



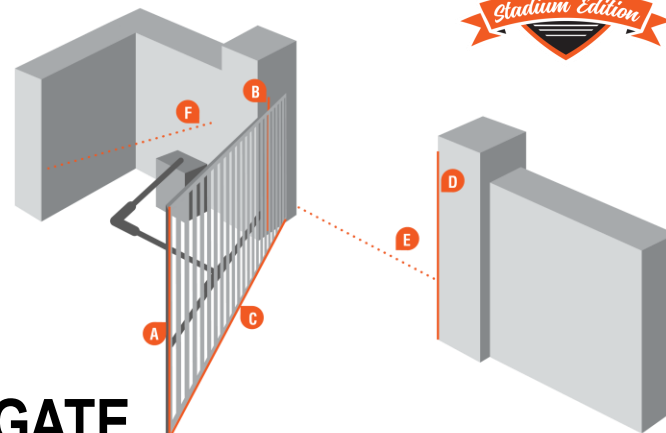
SLIDE GATE

MOUNTING LOCATIONS

- A. Leading edge
- B. Trailing edge
- C. Center (draw-in) post
- D. Pocket
- E. Interior
- F. Exterior

SUGGESTED PRODUCTS

- A-D. Sensing edges
- E-F. Photo optics



SWING GATE

MOUNTING LOCATIONS

- A. Bottom edge of gate
- B. Leading edge
- C. Post/pivot point
- D. Post
- E. Exterior
- F. Arm

SUGGESTED PRODUCTS

- A-D. Sensing edges
- E-F. Photo optics



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Quote Faster

Less back-and-forth. Fewer errors. Faster turnaround.

Quote Faster: Doors



1 Door Type

- **Required:** Select a door type to determine edge model

Sectional Doors: ME123B

Net Price: \$21.65 /ft.



- For doors 1-1/2-in. or thicker.
- **Includes:** ME123 sensing edge, black color, universal wire outlet location, ME123-C3 mounting channel.

Rolling Steel Doors: MC22B

Net Price: \$25.79 /ft.



- For all door brands with 2-in. double-angle bottom bars.
- For CornellCookson extruded aluminum bottom bars.
- **Includes:** MC22 sensing edge, black color, universal wire outlet location, MC22-C7 mounting channel.

Quick Order Form
 Sensing Edge Door Dealer Bundles
Questions? info@milleredge.com • 800-220-3343
Submit Form: info@milleredge.com

Customer: _____ Job #: _____

Operator Brand/Model: _____ Door Brand/Model: _____

1 Door Type

- **Required:** Select a door type to determine edge model

Sectional Doors: ME123B

Net Price: \$21.65 /ft.

- For doors 1-1/2-in. or thicker
- Includes: ME123 sensing edge, black color, universal wire outlet location, ME123-C3 mounting channel.

Rolling Steel Doors: MC22B

Net Price: \$25.79 /ft.

- For all door brands with 2-in. double-angle bottom bars
- For CornellCookson extruded aluminum bottom bars
- Includes: MC22 sensing edge, black color, universal wire outlet location, MC22-C7 mounting channel.

2 Length

- **Required:** Provide length and quantity

Measure the door's bottom section with:

ft. in. Qty: _____

Subtract 2-in.

Measure from the tip of one guide to the tip of the opposite guide, then subtract 2-in.

ft. in. Qty: _____

3 Operator Connection

- **Required:** Select an accessory to connect the sensing edge to the commercial door operator

Wireless Systems

Monitored

RB-P-K10C
Fiber Wireless Edge System
Net: \$203.07 /ea.

Non-Monitored

MWRT128
Single Channel Wireless Edge System
Net: \$146.85 /ea.

Hardwiring Kits

Monitored

KC182-20M
Best CDOs
(100 ft. cable)
(11 ft. cable, 1 ft. in.)
Net: \$118.50 /ea.

Non-Monitored

KC182-20B
DeDedicated CDOs
(100 ft. cable, 1 ft. in.)
Net: \$88.38 /ea.

Shipping: \$2 /ft.

- Ships Ground from PA and AZ typically within 2-3 business days
- Delivered anywhere in the continental US

Shipping is calculated by rounding the sensing edge length to the whole foot to determine the biltable footage. The minimum shipping charge per order is \$20.

Biltable Footage Rounding Rules:

- Formula: Shipping = \$2 per foot (biltable feet per edge) x edge quantity
- Biltable footage rounding rules:
 - Round down if the edge length is less than or equal to X-ft. 2-in.
 - Round up if the edge length is greater than or equal to X-ft. 2 1/2-in.

[Reset Form](#)

ME_Quick Order_Form_20200510.pdf



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Quote Faster: Doors



Door Type



Sectional Doors: ME123B

Net Price: \$21.65 /ft.



- ▶ For doors 1-1/2-in. or thicker.
- ▶ **Includes:** ME123 sensing edge, black color, universal wire outlet location, ME123-C3 mounting channel.



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Quote Faster: Doors

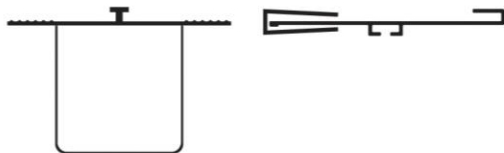


Door Type

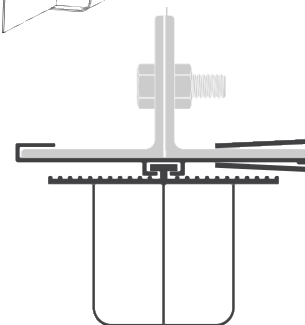
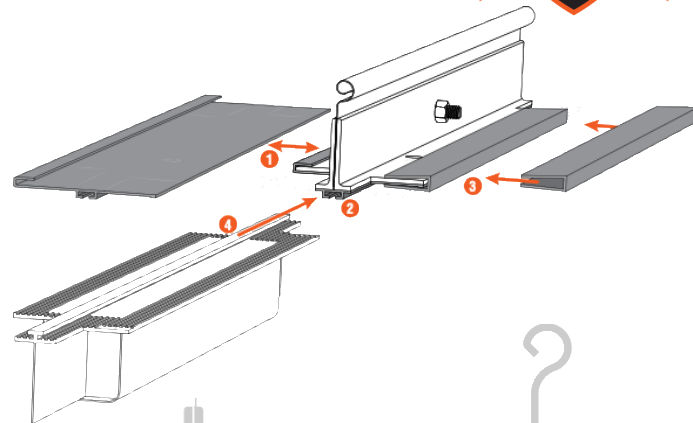


Rolling Steel Doors: MC22B

Net Price: \$25.79 /ft.



- ▶ For all door brands with 2-in. double-angle bottom bars.
- ▶ For CornellCookson extruded aluminum bottom bars.
- ▶ **Includes:** MC22 sensing edge, black color, universal wire outlet location, MC22-C7 mounting channel.



Double Angle Bottom Bars



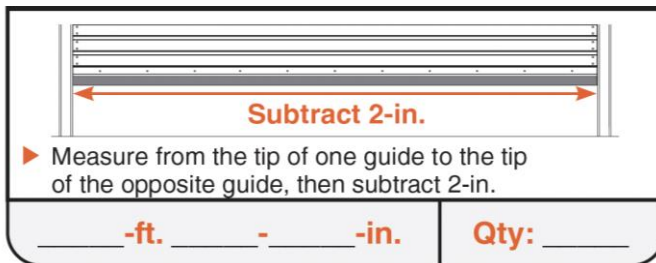
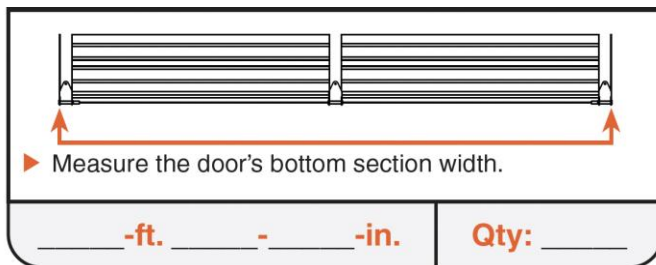
Extruded Aluminum

Quote Faster: Doors



2 Length

- **Required:**
Provide
length and
quantity



MillerEdge® **Quick Order Form**
Sensing Edge Door Dealer Bundles
Questions? info@milleredge.com • 800-220-3343
Submit Form: info@milleredge.com

Customer: _____ Job #: _____

Operator Brand/Model: _____ Door Brand/Model: _____

1 Door Type

► **Required:** Select a door type to determine edge model

Sectional Doors: ME123B	Rolling Steel Doors: MC22B
Net Price: \$21.65 /ft.	Net Price: \$25.79 /ft.
- For doors 1-1/2 in. or thicker - Includes ME123 sensing edge, black color, universal wire outlet location, ME123-C3 mounting channel	- For all door brands with 2-in. double angle bottom bars - For Corral/Conquest universal aluminum bottom bars - Includes MC22 sensing edge, black color, universal wire outlet location, MC22-C3 mounting channel

2 Length

► **Required:** Provide length and quantity

Sectional Doors: ME123B	Rolling Steel Doors: MC22B
Subtract 2-in. Measure from the tip of one guide to the tip of the opposite guide, then subtract 2-in.	Subtract 2-in. Measure from the tip of one guide to the tip of the opposite guide, then subtract 2-in.
____ -ft. ____ -in. Qty: ____	____ -ft. ____ -in. Qty: ____

3 Operator Connection

► **Required:** Select an accessory to connect the sensing edge to the commercial door operator

Wireless Systems		Hardwiring Kits	
Monitored	Non-Monitored	Monitored	Non-Monitored
RB-P-K10C Fiber Wireless Edge System Net: \$203.07 /ea.	MWRT12B Single Channel Wireless Edge System Net: \$146.85 /ea.	KC182-20M 20M (10 ft. x 10 ft.) Net: \$118.50 /ea.	KC182-20B 20B (10 ft. x 10 ft.) Net: \$88.38 /ea.

Shipping: \$2 /ft.

► Ships Ground from PA and AZ typically within 2-3 business days

► Delivered anywhere in the continental US

Shipping is calculated by rounding the sensing edge length to the whole foot to determine the billable footage. The minimum shipping charge per order is \$20.
Formula: Shipping = \$2 per foot (billable feet per edge) x edge quantity

► **Billable footage rounding rules:**

- Round down if the edge length is less than or equal to X-ft. 2-in.
- Round up if the edge length is greater than or equal to X-ft. 2-in.

Reset Form

MEI_Quick Order_Door_Dealer_Bundles.pdf



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Quote Faster: Doors



3 Operator Connection

► **Required:** Select an accessory to connect the sensing edge to the commercial door operator

Wireless Systems		Hardwiring Kits		
Monitored	Non-Monitored	Monitored	Monitored	Non-Monitored
RB-P-K10C RBand Wireless Edge System Net: \$203.07 /ea.	MWRT12B Single Channel Wireless Edge System Net: \$146.85 /ea.	Most CDOs KC182-20M (1) SM-102 + J-Box, (1) C182-20, (1) JB-02 Net: \$118.50 /ea.	OHD/Genie CDOs KC182-20M-OHD (1) GEM-102, (1) C182-20, (2) JB-02 Net: \$118.50 /ea.	KC182-20B (1) C182-20B, (2) JB-02 Net: \$88.38 /ea.



Quick Order Form
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 Submit Form: info@milleredge.com

Customer: _____ Job #: _____

Operator Brand/Model: _____ Door Brand/Model: _____

1 Door Type

► **Required:** Select a door type to determine edge model

Sectional Doors: ME123B

Net Price: **\$21.65 /ft.**

► For doors 1-10 ft. or thicker
► Includes: ME123 sensing edge, black color, universal wire outlet location, ME123-CS mounting channel

Rolling Steel Doors: MC22B

Net Price: **\$25.79 /ft.**

► For all door brands with 2-in. double angle bottom bars
► For CornerCrest® extruded aluminum bottom bars
► Includes: MC22 sensing edge, black color, universal wire outlet location, MC22-C7 mounting channel

2 Length

► **Required:** Provide length and quantity

Measure the door's bottom section with:

Subtotal 2-in.

Measure from the tip of one guide to the tip of the opposite guide, then subtract 2-in.

Qty: _____

3 Operator Connection

► **Required:** Select an accessory to connect the sensing edge to the commercial door operator

Wireless Systems		Hardwiring Kits		
Monitored	Non-Monitored	Monitored	Monitored	Non-Monitored
RB-P-K10C RBand Wireless Edge System Net: \$203.07 /ea.	MWRT12B Single Channel Wireless Edge System Net: \$146.85 /ea.	Most CDOs KC182-20M (1) SM-102 + J-Box, (1) C182-20, (1) JB-02 Net: \$118.50 /ea.	OHD/Genie CDOs KC182-20M-OHD (1) GEM-102, (1) C182-20, (2) JB-02 Net: \$118.50 /ea.	KC182-20B (1) C182-20B, (2) JB-02 Net: \$88.38 /ea.

Shipping: \$2 /ft.

► Ships Ground from PA and AZ typically within 2-3 business days

► Delivered anywhere in the continental US

Reset Form

Shipping is calculated by rounding the sensing edge length in the whole foot to determine the bilate footage. The minimum shipping charge per order is \$20. Formula: Shipping = \$2 per foot x (bilate feet per edge) x (edge quantity)

• Bilate footage rounding rules:
- Round down if the edge length is less than or equal to X-ft. 2-in.
- Round up if the edge length is greater than or equal to X-ft. 2-in.

ME_Quick Order_Form_20200504.pdf



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Shipping: \$2 /ft.

- ▶ Ships Ground from PA and AZ typically within 2-3 business days
- ▶ Delivered anywhere in the continental US

Shipping is calculated by rounding the sensing edge length to the whole foot to determine the billable footage. The minimum shipping charge per order is \$20.

Formula: Shipping = \$2 per foot × (billable feet per edge) × (edge quantity)

- **Billable footage rounding rules:**
 - Round **down** if the edge length is **less than or equal to X-ft. 2-in.**
 - Round **up** if the edge length is **greater than or equal to X-ft. 2¼-in.**

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Sensing Edge Door Dealer Bundles
Questions? info@milleredge.com • 800-220-3343
Submit Form: info@milleredge.com

Customer: _____ Job #: _____

Operator Brand/Model: _____ Door Brand/Model: _____

1 Door Type

Sectional Doors: ME123B Net Price: \$21.65 /ft.
Rolling Steel Doors: MC22B Net Price: \$25.79 /ft.

2 Length

Provide length and quantity

3 Operator Connection

Required: Select an accessory to connect the sensing edge to the commercial door operator

Wireless Systems

Monitored: RB-P-K10C (RB-P-K10C) Net: \$203.07 /ea.
Non-Monitored: MWRT12B (MWRT12B) Net: \$146.85 /ea.

Hardwiring Kits

Monitored: KC182-20M (KC182-20M) Net: \$118.50 /ea.
Non-Monitored: KC182-20B (KC182-20B) Net: \$88.38 /ea.

Shipping: \$2 /ft.

Ships Ground from PA and AZ typically within 2-3 business days
Delivered anywhere in the continental US

Reset Form

Shipping is calculated by rounding the sensing edge length to the whole foot to determine the billable footage. The minimum shipping charge per order is \$20.
Formula: Shipping = \$2 per foot × (billable feet per edge) × (edge quantity)
• Billable footage rounding rules:
– Round down if the edge length is less than or equal to X-ft. 2-in.
– Round up if the edge length is greater than or equal to X-ft. 2¼-in.



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Quick Order Form Sensing Edge Door Dealer Bundles

Questions? info@milleredge.com • 800-220-3343

Submit Form: info@milleredge.com

Customer:

Job #:

Operator Brand/Model:

Door Brand/Model:



Quick Order Form Sensing Edge Door Dealer Bundles

Questions? info@milleredge.com • 800-220-3343
Submit Form: info@milleredge.com

Customer: _____ Job #: _____

Operator Brand/Model: _____ Door Brand/Model: _____

- Door Type**
 - Required: Select a door type to determine edge model.

Sectional Doors: ME123B	Rolling Steel Doors: MC22B
Net Price: \$21.65 / ft. - For doors 1-10 ft or thicker. - Includes MC123 sensing edge, back cover, universal wire outlet location, ME123 CS mounting of aerial.	Net Price: \$25.79 / ft. - For all door brands with 2-in. double-angle bottom bars. - For Corral/Corker with dual alarm horn bottom bars. - Includes MC22 sensing edge, back cover, universal wire outlet location, MC22-C7 mounting of aerial.
- Length**
 - Required: Provide length and quantity.

Sectional Doors: ME123B	Rolling Steel Doors: MC22B
Subtotal: 2 in. Measure from the door's bottom section width. ft. in. Qty: _____	Subtotal: 2 in. Measure from the top of one gate to the top of the opposite gate, then add 2 in. ft. in. Qty: _____
- Operator Connection**
 - Required: Select an accessory to connect the sensing edge to the commercial door operator.

Wireless Systems		Hardwiring Kits	
Monitored	Non-Monitored	Monitored	Non-Monitored
RB-P-K10C 3-Wire Wireless Edge System Net: \$203.07 / ea.	MWRT12B Single Channel Wireless Edge System Net: \$146.85 / ea.	KC182-20M 12V DC 2-Wire Hardwiring Kit Net: \$118.50 / ea.	KC182-20B 12V DC 2-Wire Hardwiring Kit Net: \$88.38 / ea.

Shipping: \$2 / ft.

- Ship Ground from PA and AZ typically within 2-3 business days.
- Delivered anywhere in the continental US.

Shipping is calculated by rounding the sensing edge length to the whole foot to determine the billable footage. The minimum shipping charge per order is \$20. Formula: Shipping = \$2 per foot x billable feet per order x edge quantity.

Billable footage rounding rules:

- Round down if the edge length is less than or equal to 6 in. 2 ft.
- Round up if the edge length is greater than or equal to 6 in. 2 ft.

Reset Form



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Quote Faster: Gates



Gate Sensing Edges

Choose the profile. Configure in the field.

CPT210

Small Profile • 1"

- 5-ft. sensing edge extrusion
- ME120-C mounting channel
- End kit for 8.2K, 10K, or non-monitored configurations



CPT215

Large Profile • 2"

- 5-ft. sensing edge extrusion
- ME123-CA3 mounting channel
- End kit for 8.2K, 10K, or non-monitored configurations



Everything You Need, Included



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Win More Business

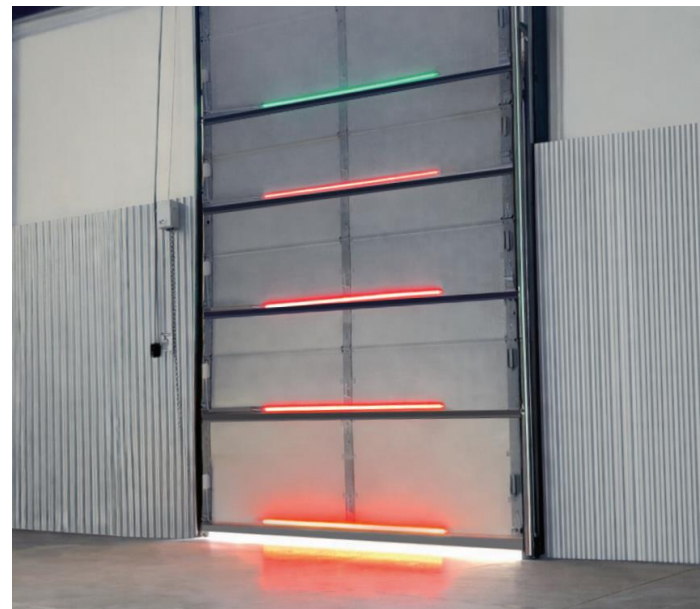
Differentiate your offering by creating more value for your customers

Win More Business



VISILIGHT LED™ *Motion Made Visible*

- Customers want safer facilities and more efficient operations
- Visibility challenges often exist but go unaddressed
- Visibility solutions can complement existing protection systems (sensing edges, photo optics, etc.)
- Bringing innovative solutions helps position you as a trusted advisor, not just a vendor

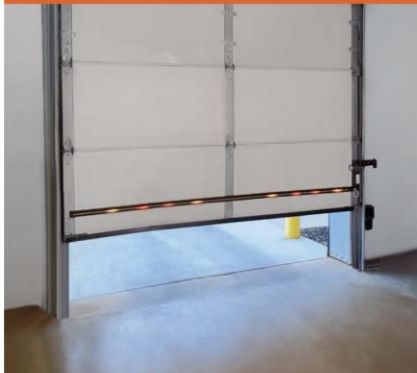


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PHOENIX™



Simplified Installation

ORION™



Maximum Brightness

ARIES™



Dual-Sided Visibility

PEGASUS+™



Barrier Visibility + Safety



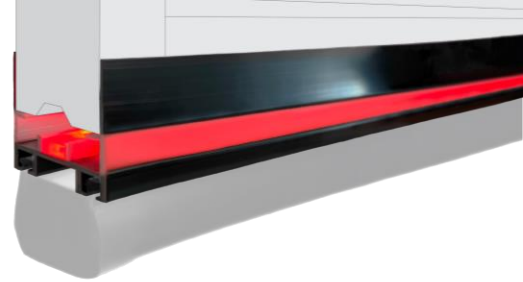
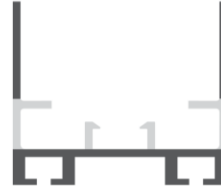
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FEATURES

- Integrated sensing edge option
- Interior & exterior visibility
- Always-on LEDs: Color change sequence
- Diffused light bar appearance



REQUIREMENTS

- 1-3/4"–2" thick sectional doors
- ME123 & CPT215 edge models or LS-0107 weather seal
- 115-230 V power source



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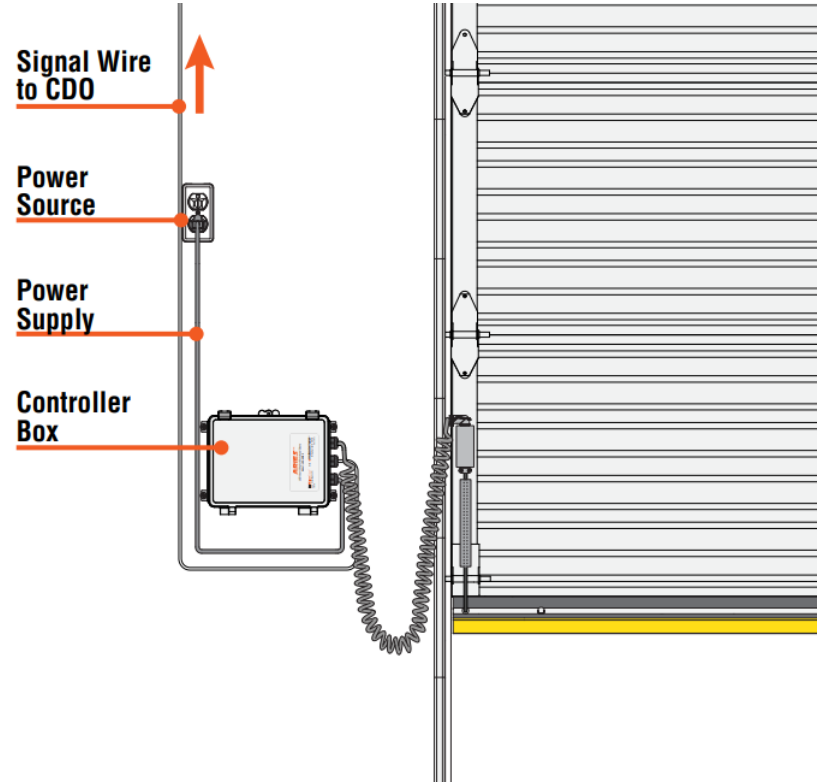
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INSTALLATION

- Single 6-wire coil cord carries power and signal for both the sensing edge (optional) and LED strip
- Controller box houses LED controller
- Standard 120 V wall plug for power or use other available 115–230 V power source
- Signal wire from LED controller connects to open and close door operator limits to control LED function and color



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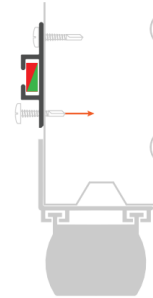


FEATURES

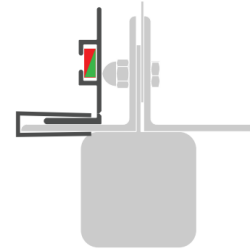
- Brightest solution
- Interior visibility
- Always-on LEDs: Color change sequence

REQUIREMENTS

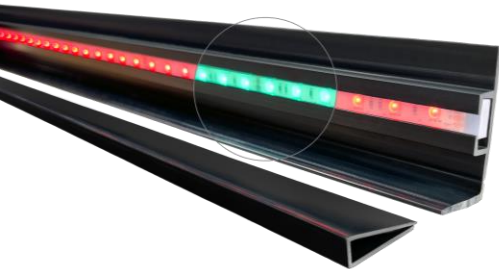
- Mounts on sectional or rolling steel doors
- 115-230 V power source



Sectional



Rolling Steel

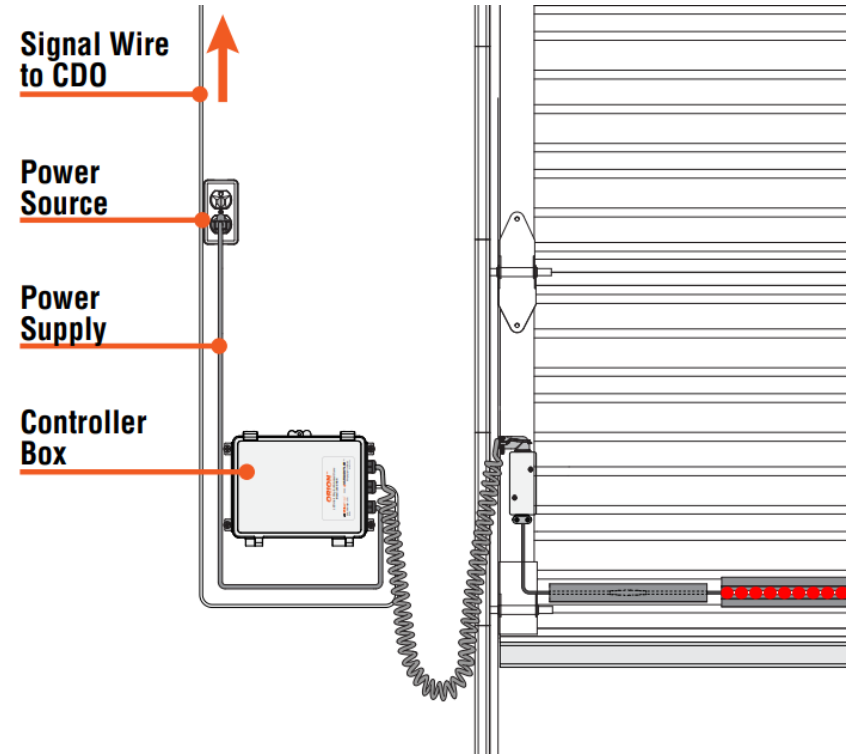


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INSTALLATION

- Single 6-wire coil cord carries power/signal for LED strip
- Controller box houses the LED controller
- Standard 120 V wall plug for power or use other available 115–230 V power source
- Signal wire from LED controller connects to open/close door operator limits to control LED function and color



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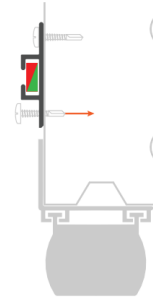


FEATURES

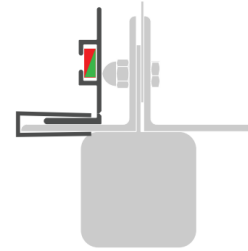
- Simplified installation, independent of operator
- Battery-powered with inductive charging
- Interior visibility
- Auto-off LEDs when door is stationary

REQUIREMENTS

- Mounts on sectional or rolling steel doors
- 120 V power source (standard receptacle)



Sectional



Rolling Steel



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LED SEQUENCE



OPEN
● Green
ON (~6 secs),
then OFF

OPENING
● Red/Amber
Scanner
Pattern

CLOSING
● Red
Scanner
Pattern

CLOSED
● Red
ON (~6 secs),
then OFF



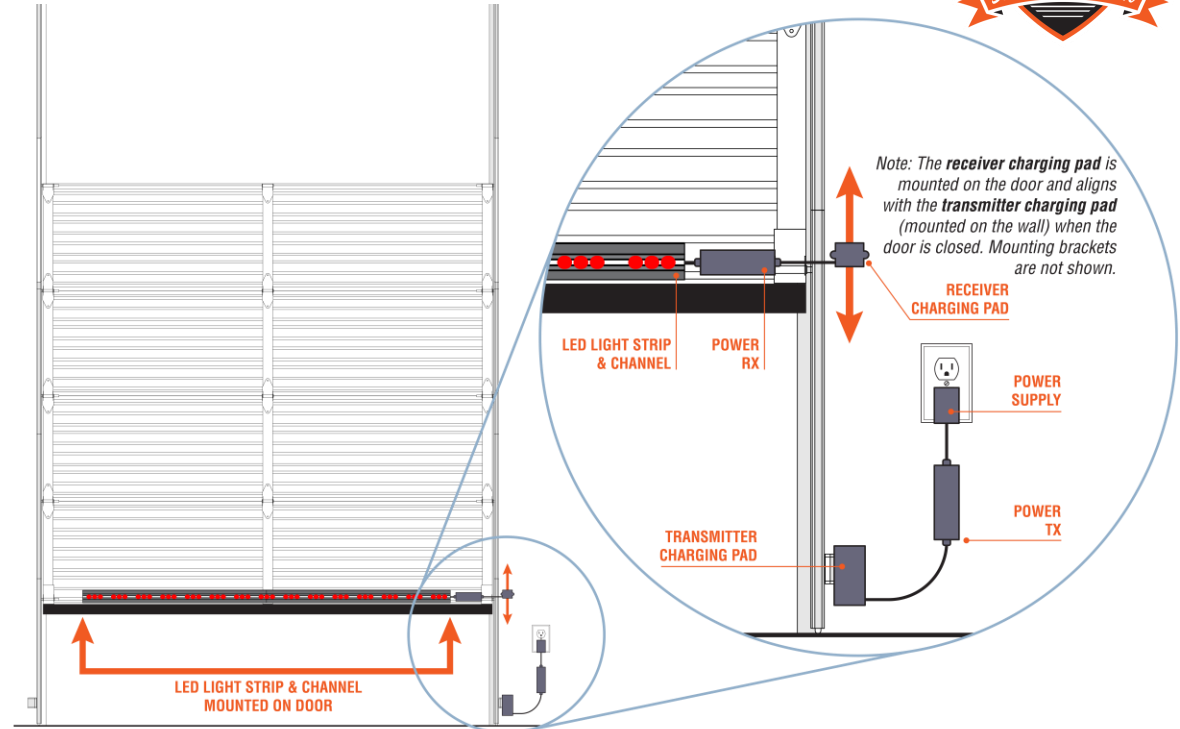
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INSTALLATION

- LED strip connects to Power RX which houses the battery
- Battery is charged via inductive transmitter and receiver charging pads
- Standard 120 V power source (standard receptacle)



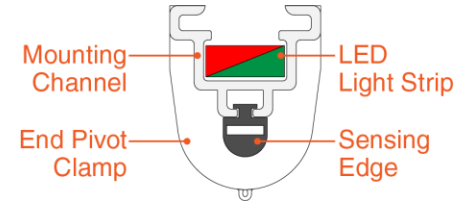
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FEATURES

- Integrated sensing edge
- Interior & exterior visibility
- Always-on LEDs



REQUIREMENTS

- Lighted barrier arm solution for DoorKing 1601 and 1603 octagonal arms
- DoorKing octagonal arm + edge hardware kit—sold separately



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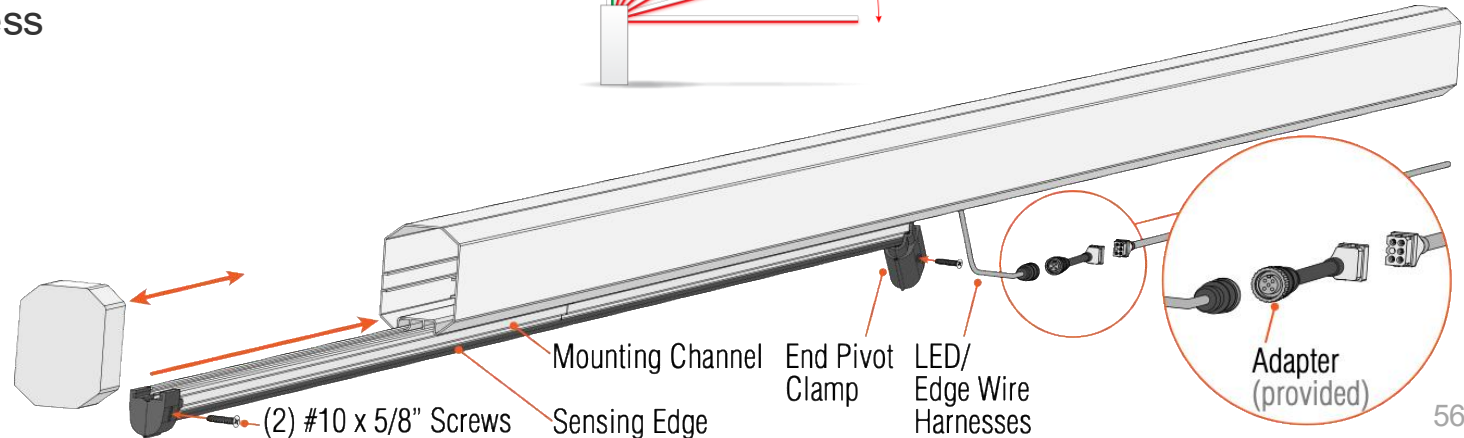
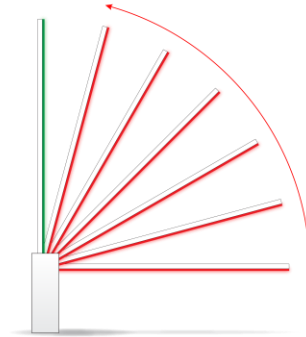
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INSTALLATION

- Slides onto DoorKing octagonal arm
- Pivot clamps hold assembly in place
- Simple connector joins LED/Edge Wire Harness to DoorKing operator wire harness

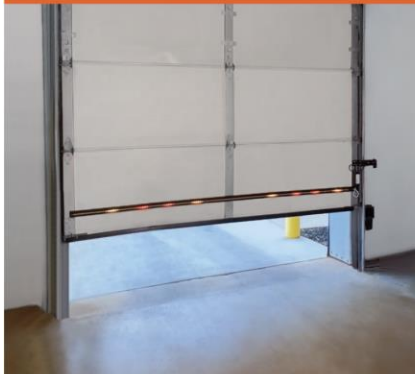
LED SEQUENCE



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Summary

Key takeaways

Summary



✓ Sell Smarter

- Help customers understand risk and protection options
- Use Levels of Protection to simplify decisions
- Create confidence in the buying process

✓ Quote Faster

- Reduce complexity and puts power in your hands
- Use the Quick Order Form to speed up quoting
- Less paperwork, more time with the customer

✓ Win More Business

- Differentiate your offering with VisiLight LED solutions
- Create additional value beyond basic protection
- Compete on value, not just price



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