MILLER EDGE LIVE

Stadium Edition

Presented by

MillerEdge®

Sell Smarter. Quote Faster. Win More Business.

DODGER STADIUM

Los Angeles, CA

Tuesday, November 10, 2026

Agenda

1. A Changing Landscape

- Customers
- Competition

2. A New Playbook

- Sell Smarter
- Quote Faster
- Win More Business

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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



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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



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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



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Sell Smarter: Risk Assessment

OTHER CONSIDERATIONS

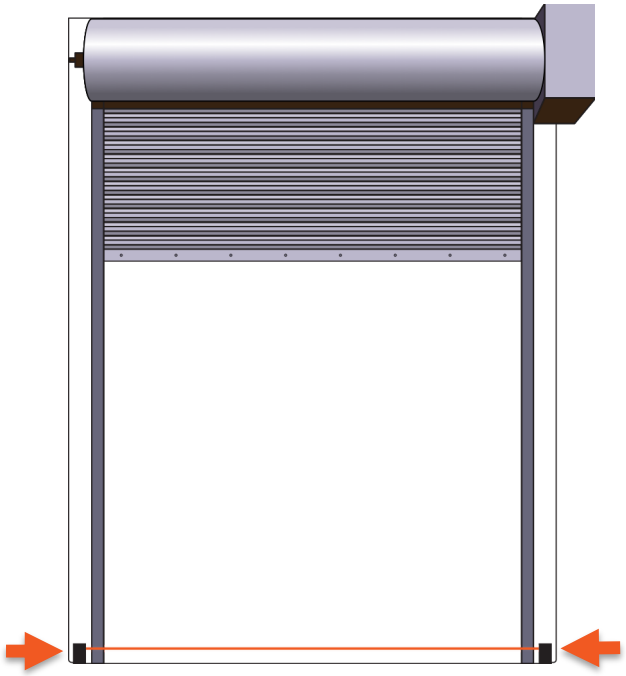
Consider all entrapment, hazards, risks to property, and business impact:

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



© Miller Edge, Inc.

Sell Smarter: Levels of Protection



SINGLE-BEAM PHOTO OPTIC

Thru-Beam & Reflective

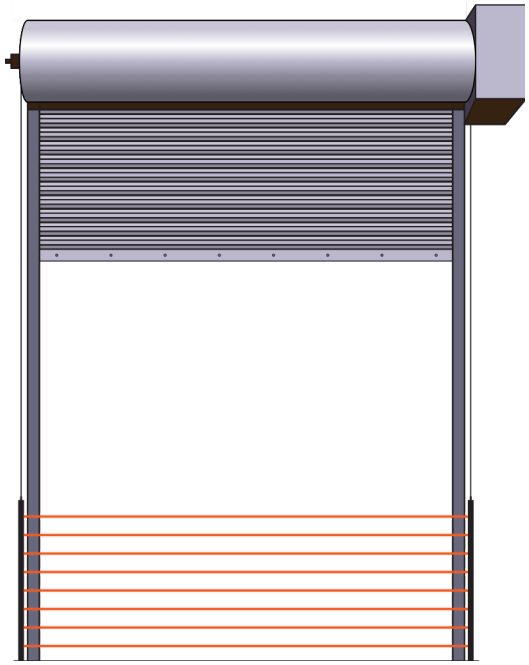
Activation Method	Vertical Coverage	Obstruction Detection	Price Range
Non-Contact	Low	Meets Requirement	Lowest

Advantages

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

© Miller Edge, Inc.

Sell Smarter: Levels of Protection



MULTI-BEAM PHOTO OPTIC

3-ft. Light Curtain

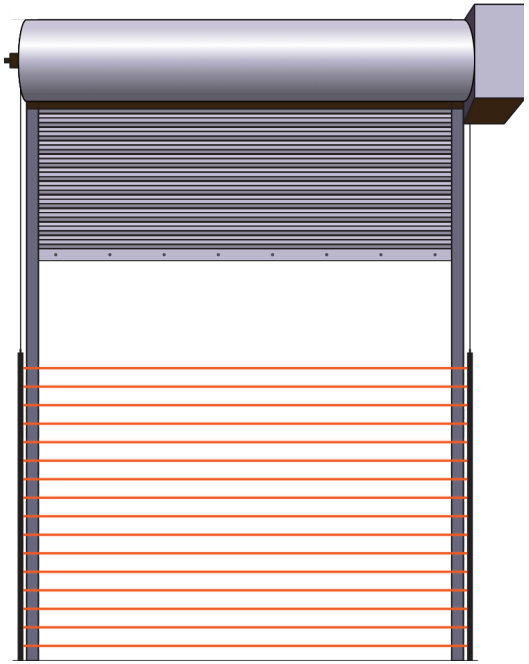
Activation Method	Vertical Coverage	Obstruction Detection	Price Range
Non-Contact	Medium	Good	$$ Moderate

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

© Miller Edge, Inc.

Sell Smarter: Levels of Protection



MULTI-BEAM PHOTO OPTIC

6-ft. Light Curtain

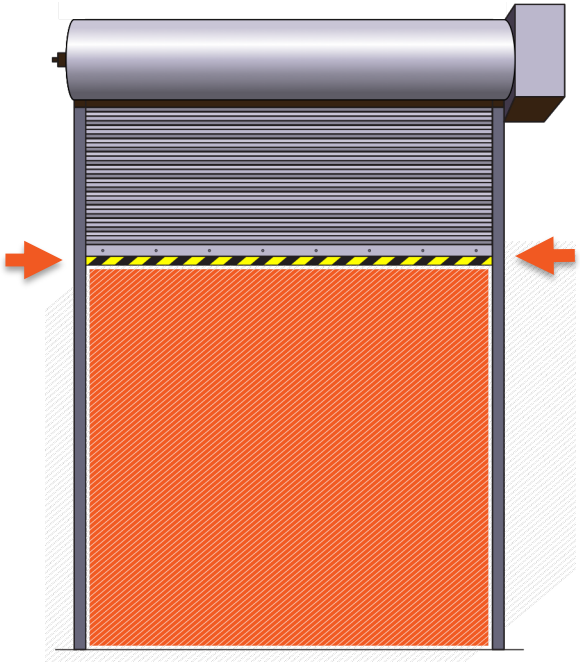
Activation Method	Vertical Coverage	Obstruction Detection	Price Range
Non-Contact	High	Excellent	$$$ Highest

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

© Miller Edge, Inc.

Sell Smarter: Levels of Protection



SENSING EDGE

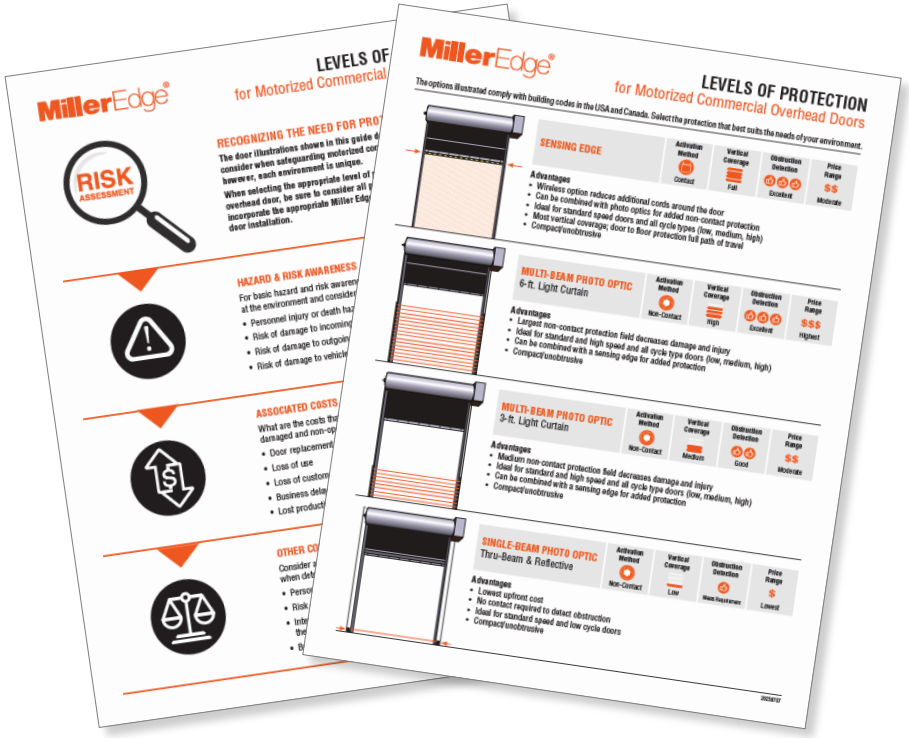
Activation Method	Vertical Coverage	Obstruction Detection	Price Range
Contact	Full	Excellent	$$ Moderate

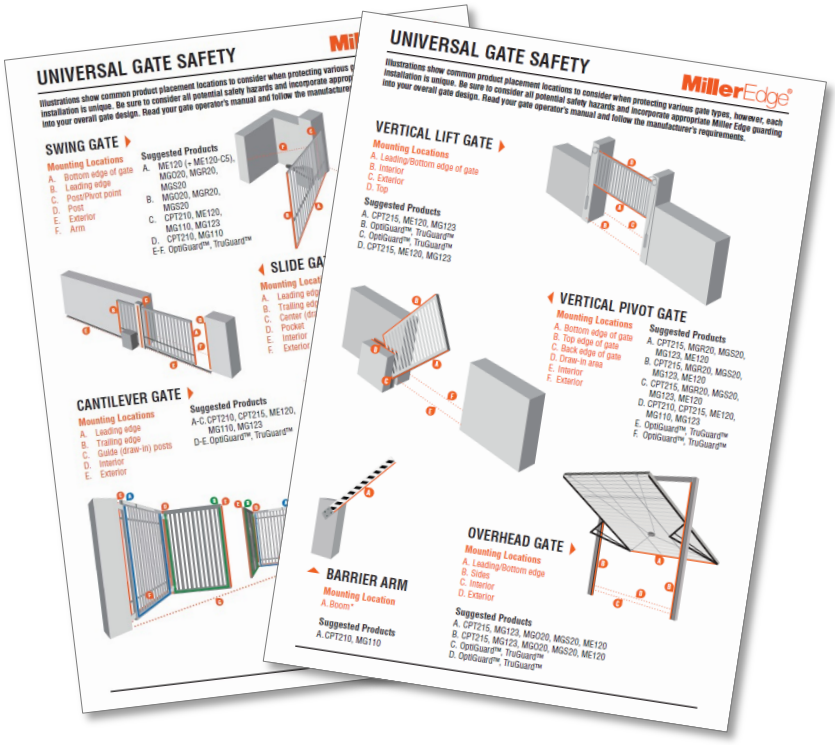
Advantages

- 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

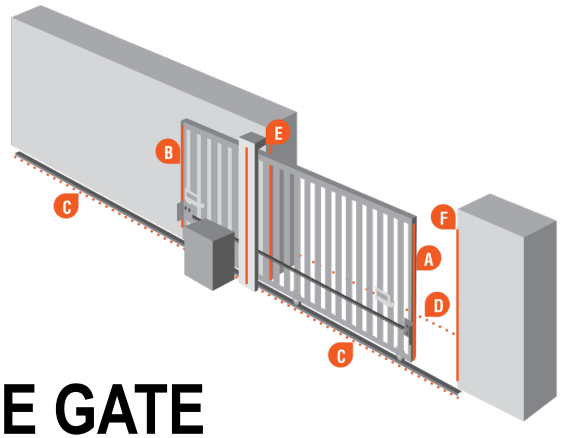
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Sell Smarter





Sell Smarter: Gate Examples



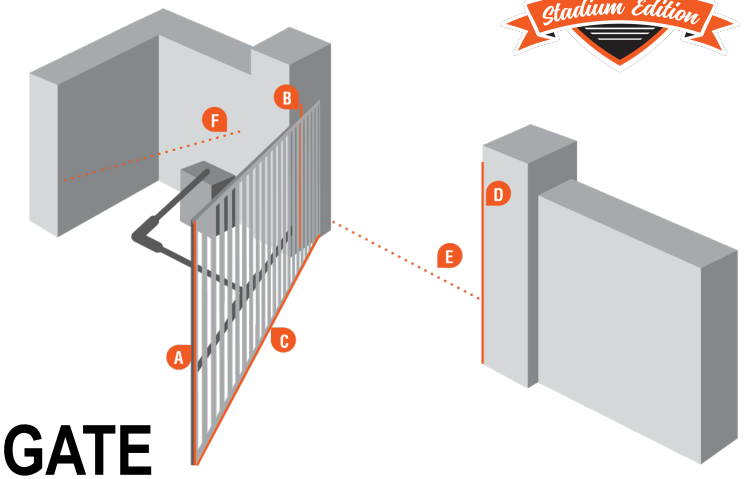
SLIDE GATE

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

© Miller Edge, Inc.

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

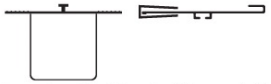
Net Price: $21.65 /ft.



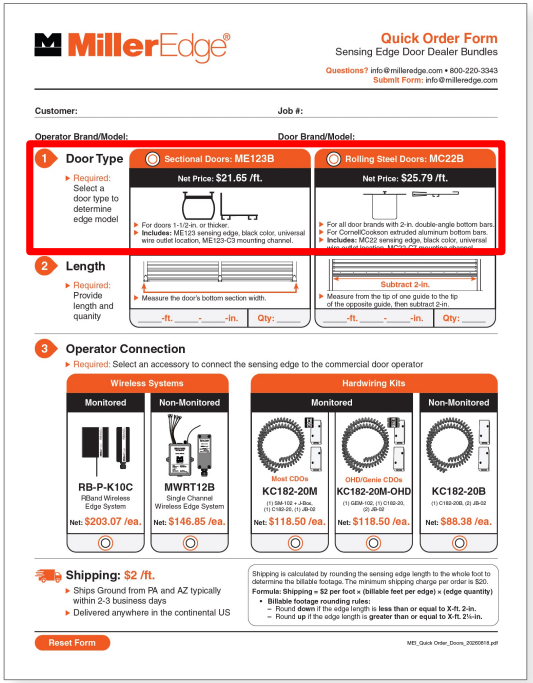
- For doors 1-1/2-in. or thicker.
- **Includes:** ME123 sensing edge, black color, universal wire outlet location, ME123-C3 mounting channel.

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.



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
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

2 Length
▶ Required: Provide length and quanity
▶ Measure the door's bottom section width.
-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
RBand Wireless Edge System
Net: $203.07 /ea.
Non-Monitored
MWRT12B
Single Channel Wireless Edge System
Net: $146.85 /ea.

Hardwiring Kits
Monitored
Most CDOs
KC182-20M
Net: $118.50 /ea.
OHD/Genie CDOs
KC182-20M-OHD
Net: $118.50 /ea.
Non-Monitored
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

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.

Reset Form

MEL_Quick Order_Doors_20260818.pdf

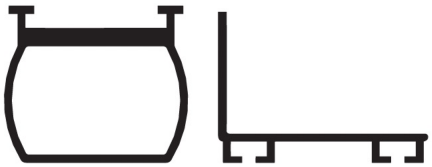
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Quote Faster: Doors

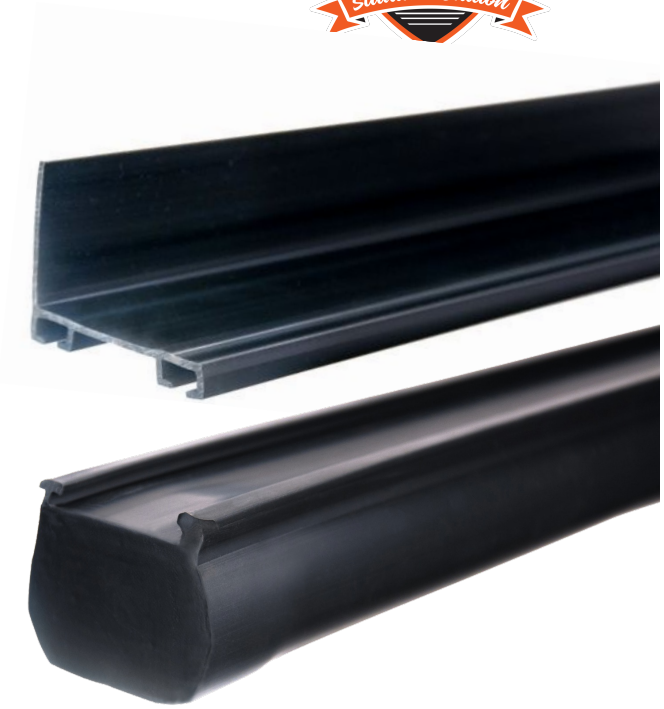
Door Type

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.



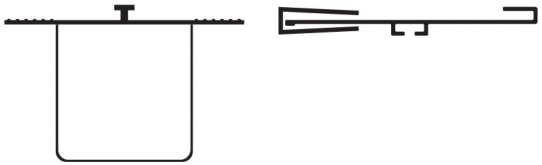
© Miller Edge, Inc.

Quote Faster: Doors

Door Type

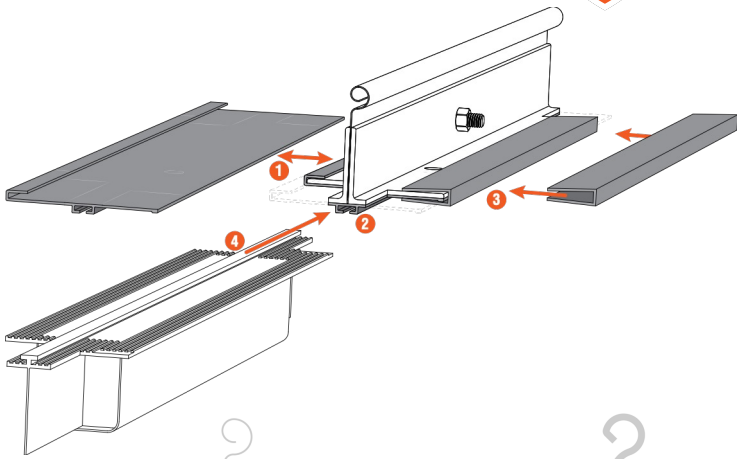
Rolling Steel Doors: MC22B

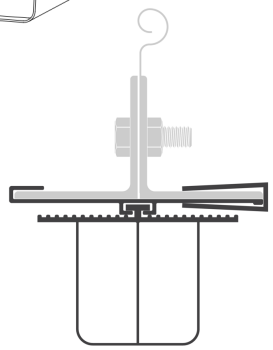
Net Price: $25.79 /ft.



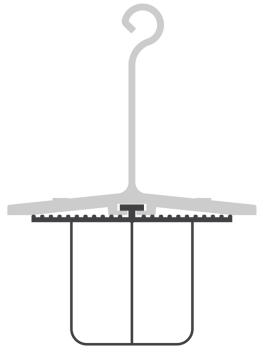
- For all door brands with 2-in. double-angle bottom bars.
- For CornellCookson extruded aluminum bottom bars.
- **Includes:** MC22 sensing edge, black color, universal wire outlet location, MC22-C7 mounting channel.



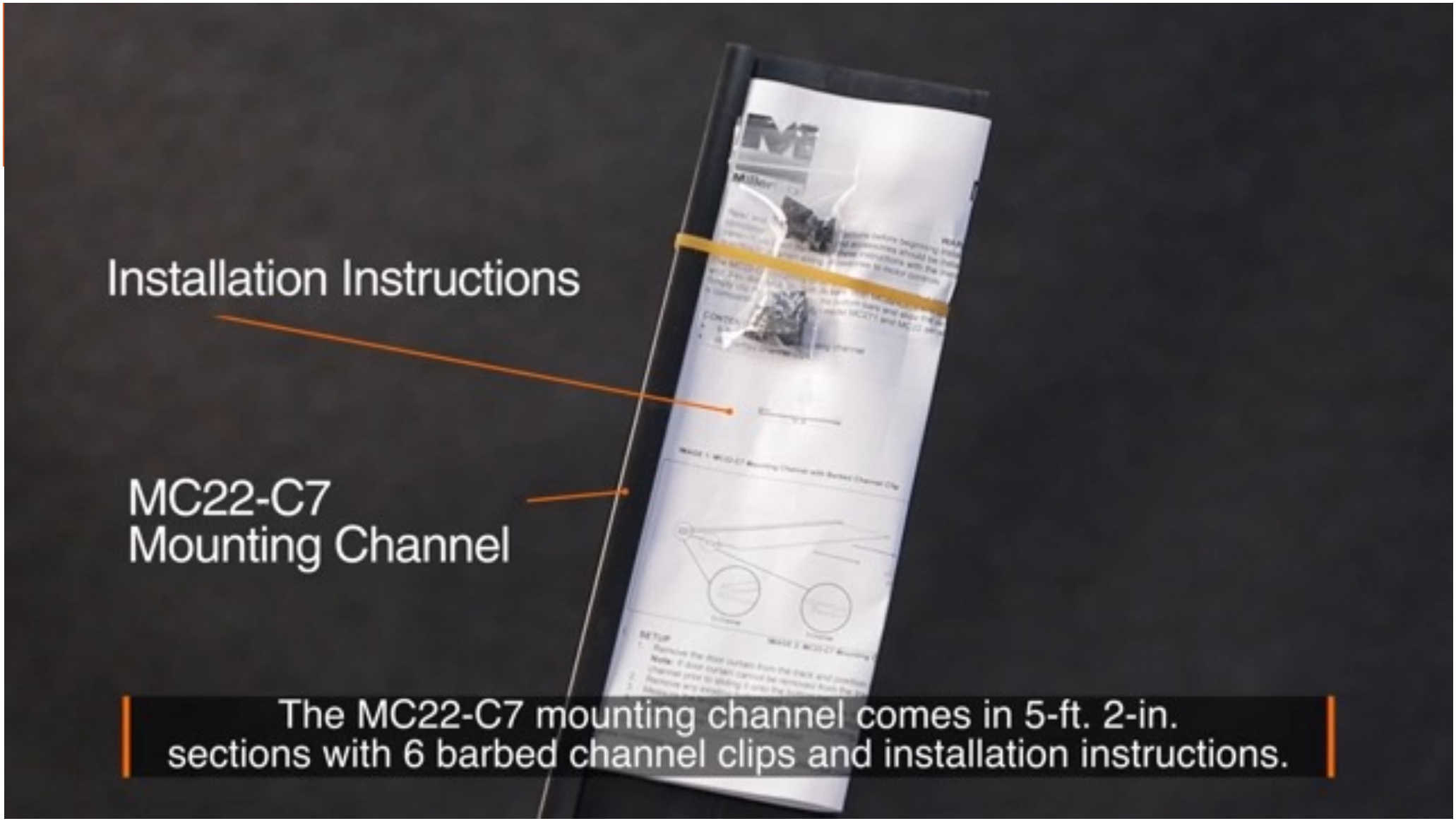




Double Angle Bottom Bars



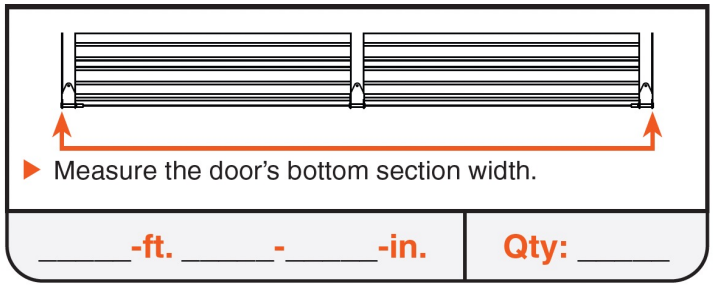
Extruded Aluminum

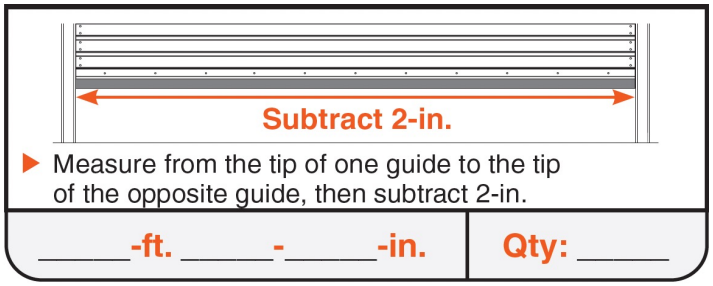

Installation Instructions
MC22-C7
Mounting Channel
The MC22-C7 mounting channel comes in 5-ft. 2-in.
sections with 6 barbed channel clips and installation instructions.

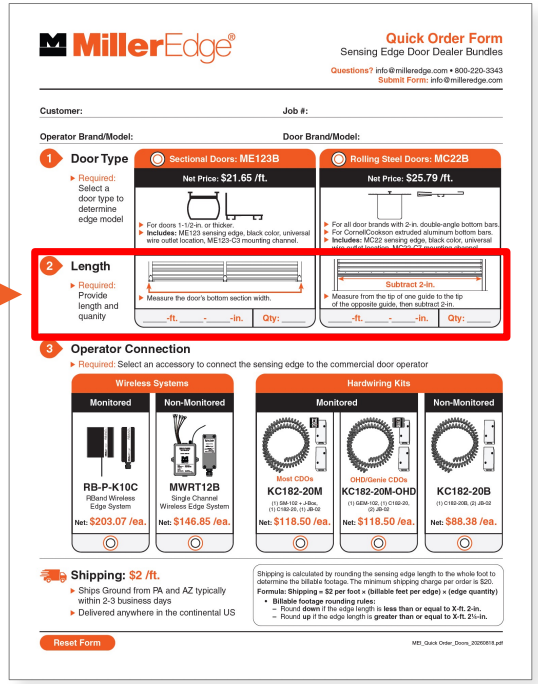
Quote Faster: Doors

2 Length

- Required: Provide length and quanity







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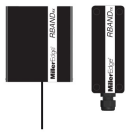
Quote Faster: Doors

3 Operator Connection

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

Wireless Systems

Monitored



RB-P-K10C
RBand Wireless Edge System
Net: **$203.07 /ea.**

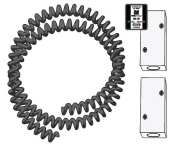
Non-Monitored



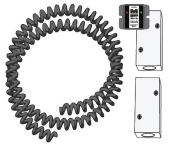
MWRT12B
Single Channel Wireless Edge System
Net: **$146.85 /ea.**

Hardwiring Kits

Monitored

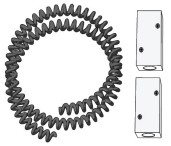


Most CDOs
KC182-20M
(1) SM-102 + J-Box, (1) C182-20, (1) JB-02
Net: **$118.50 /ea.**

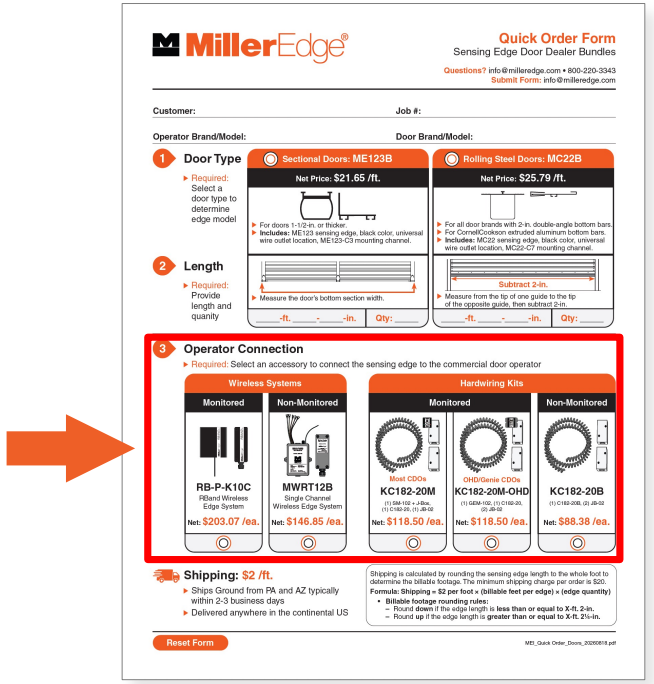


OHD/Genie CDOs
KC182-20M-OHD
(1) GEM-102, (1) C182-20, (2) JB-02
Net: **$118.50 /ea.**

Non-Monitored



KC182-20B
(1) C182-20B, (2) JB-02
Net: **$88.38 /ea.**



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Quote Faster: Doors

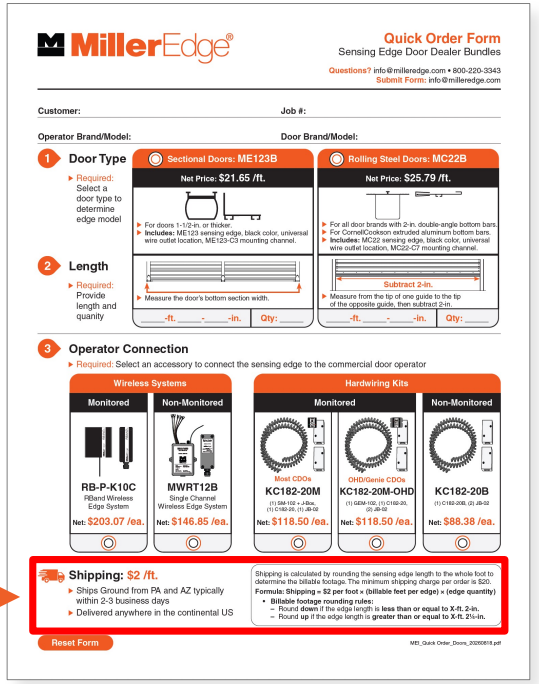
Shipping: $2 /ft.

- 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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Quote Faster: Doors

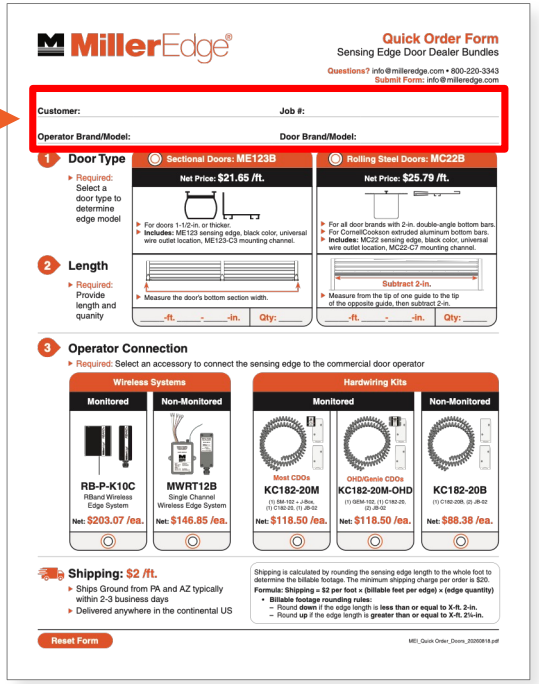
MillerEdge®

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:**


MillerEdge®

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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
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 Cornell/Cookson extruded aluminum bottom bars.
Includes: MC22 sensing edge, black color, universal wire outlet location, MC22-C7 mounting channel.

2 Length
Required: Provide length and quanity

Measure the door's bottom section width.
-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

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Reset Form

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Quote Faster: Gates

Gate Sensing Edges

Choose the profile. Configure in the field.

CPT210

Small Profile • 1”

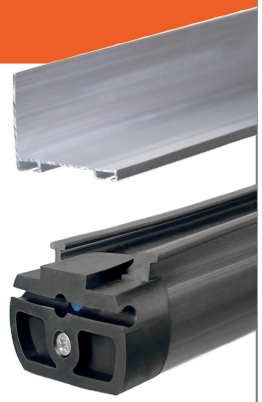
- 5-ft. sensing edge extrusion
- ME120-C mounting channel
- End kit for 8.2K, 10K, or non-monitored configurations



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

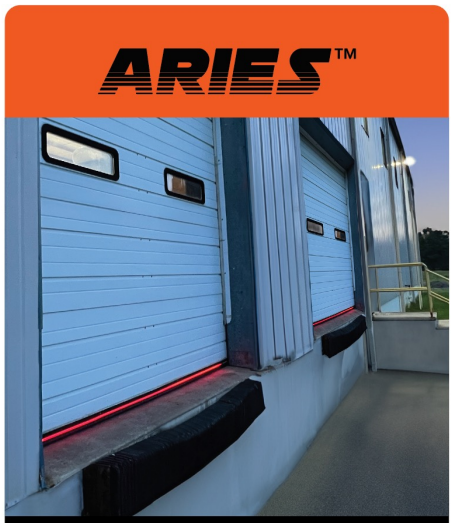


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Win More Business with VISILIGHT LED™







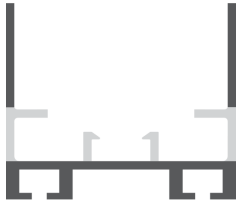


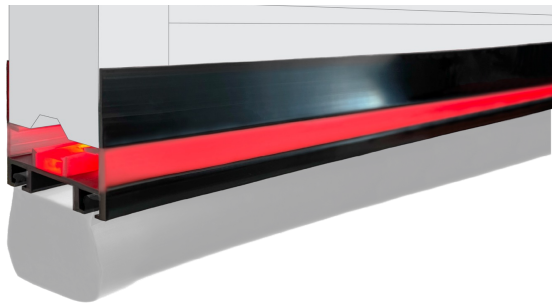
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Win More Business with ARIES™

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



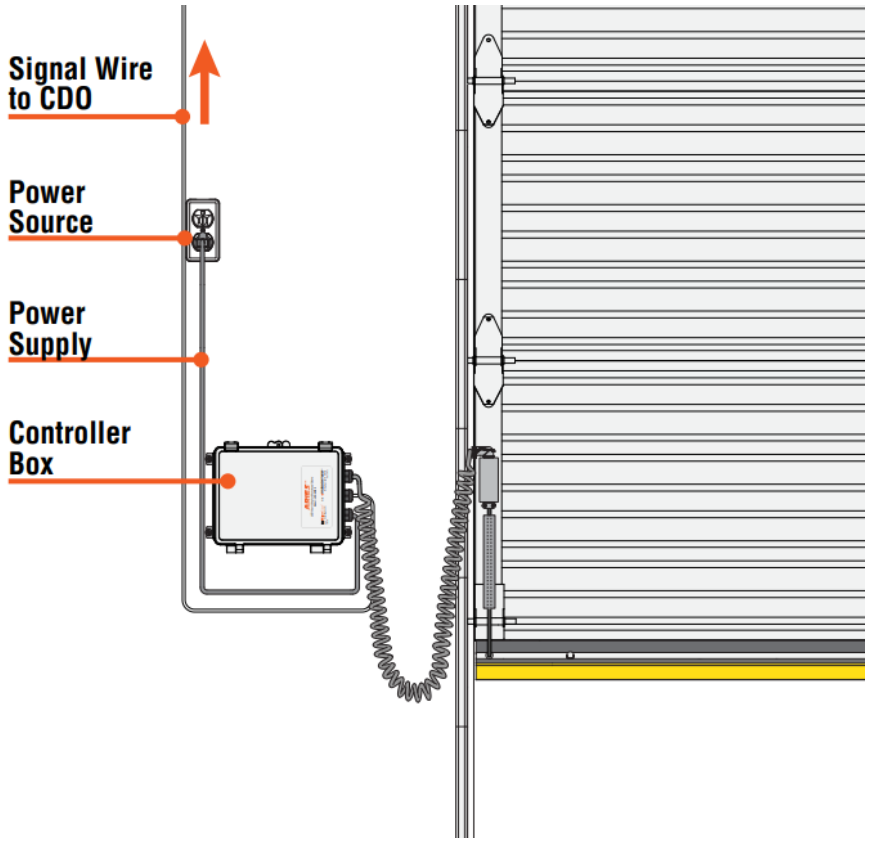
Tuesday, November 10, 2026

Miller Edge Live: Stadium Edition

Win More Business with ARIES™

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



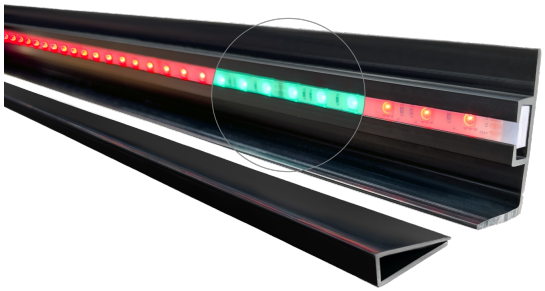
Win More Business with ORION™

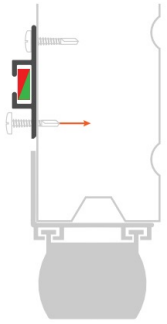
FEATURES

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

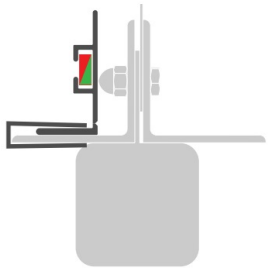
REQUIREMENTS

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





Sectional



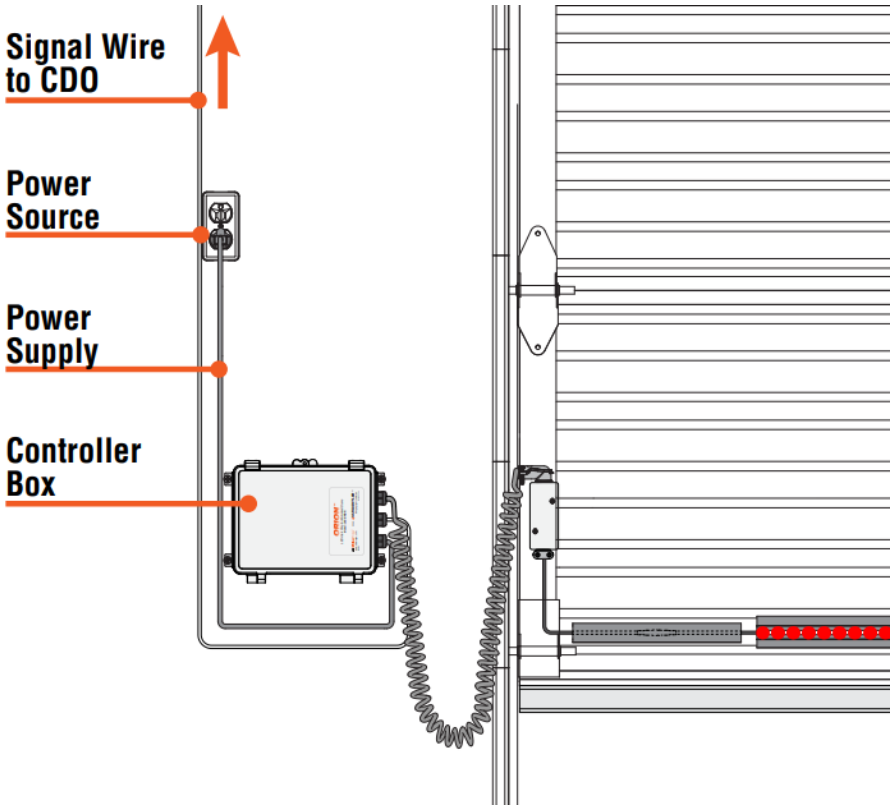
Rolling Steel



Win More Business with ORION™

INSTALLATION

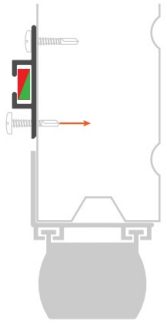
- Single 6-wire coil cord carries power/signal for LED strip
- Controller box houses the LED controller
- Standard 120 V wall plug for power or use other available 115–230 V power source
- Signal wire from LED controller connects to open/close door operator limits to control LED function and color



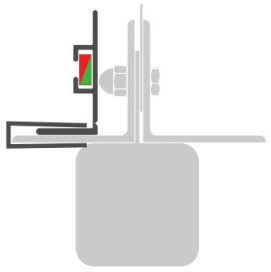
Win More Business with PHOENIX™

FEATURES

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



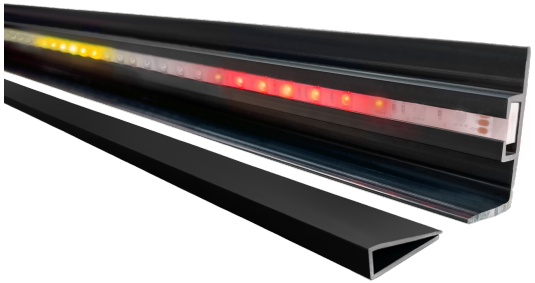
Sectional

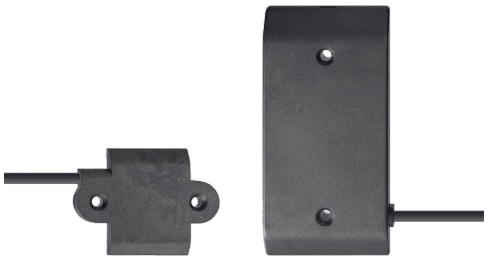


Rolling Steel

REQUIREMENTS

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



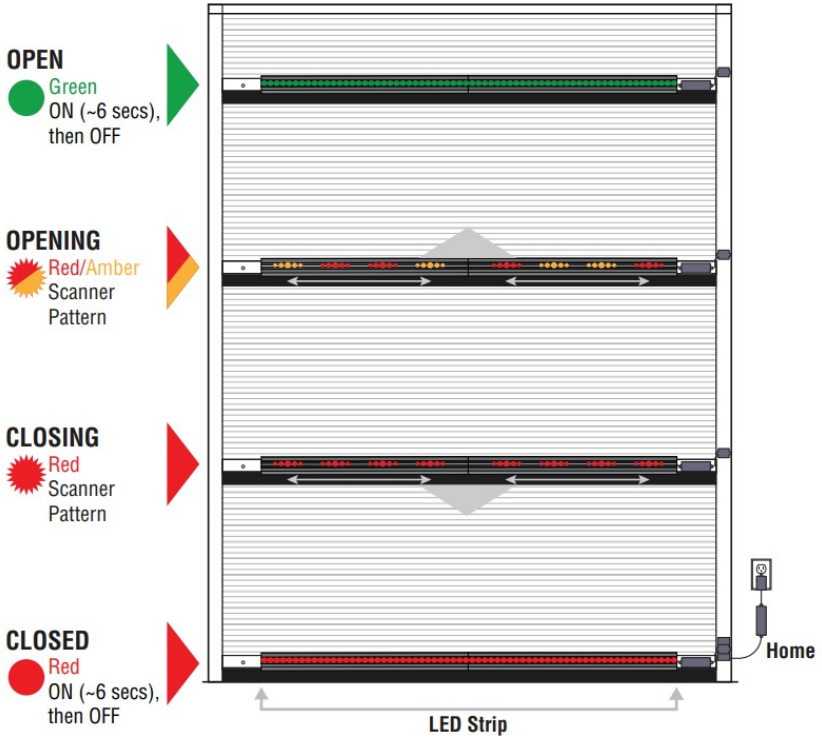




Win More Business with PHOENIX™

LED SEQUENCE



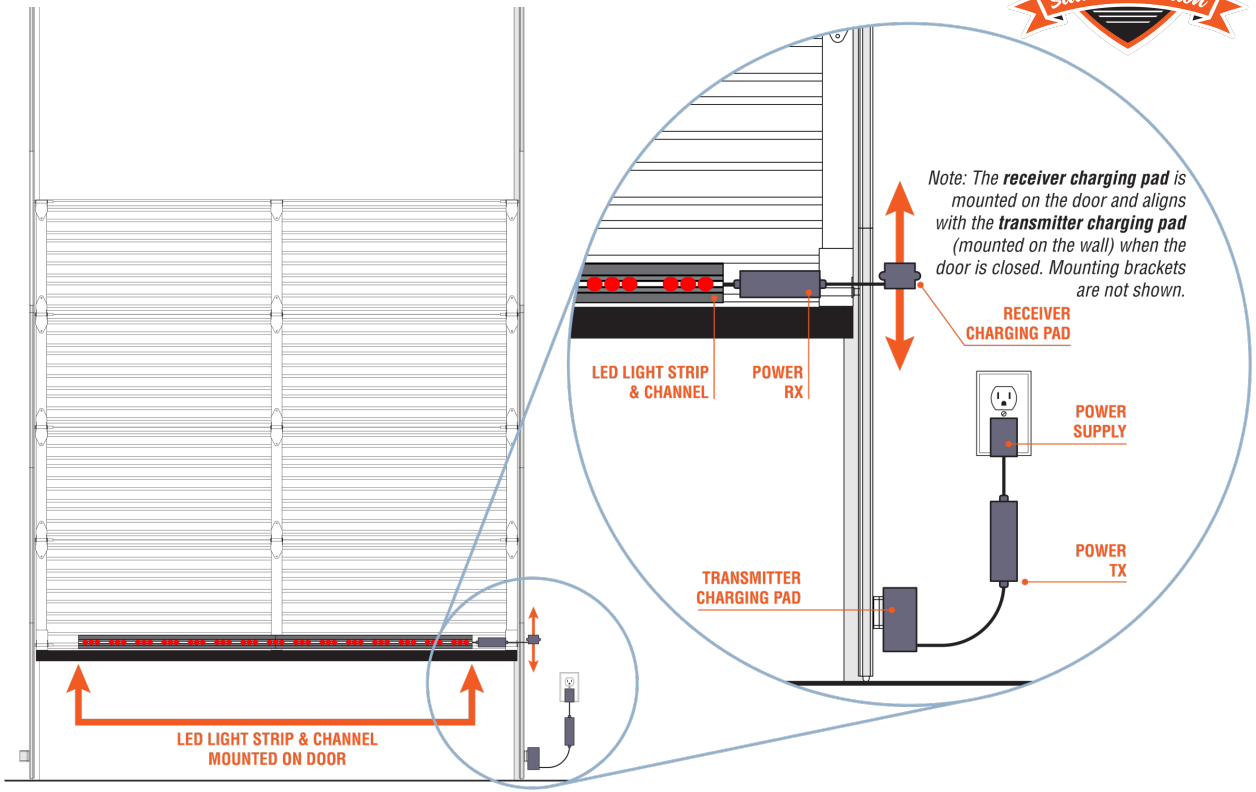


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Win More Business with PHOENIX™

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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Win More Business with PEGASUS+™



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



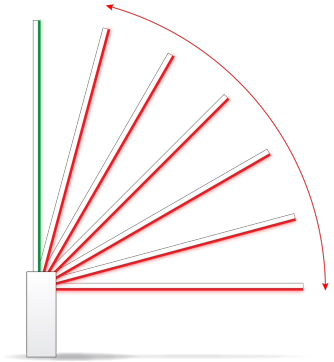
Tuesday, November 10, 2026
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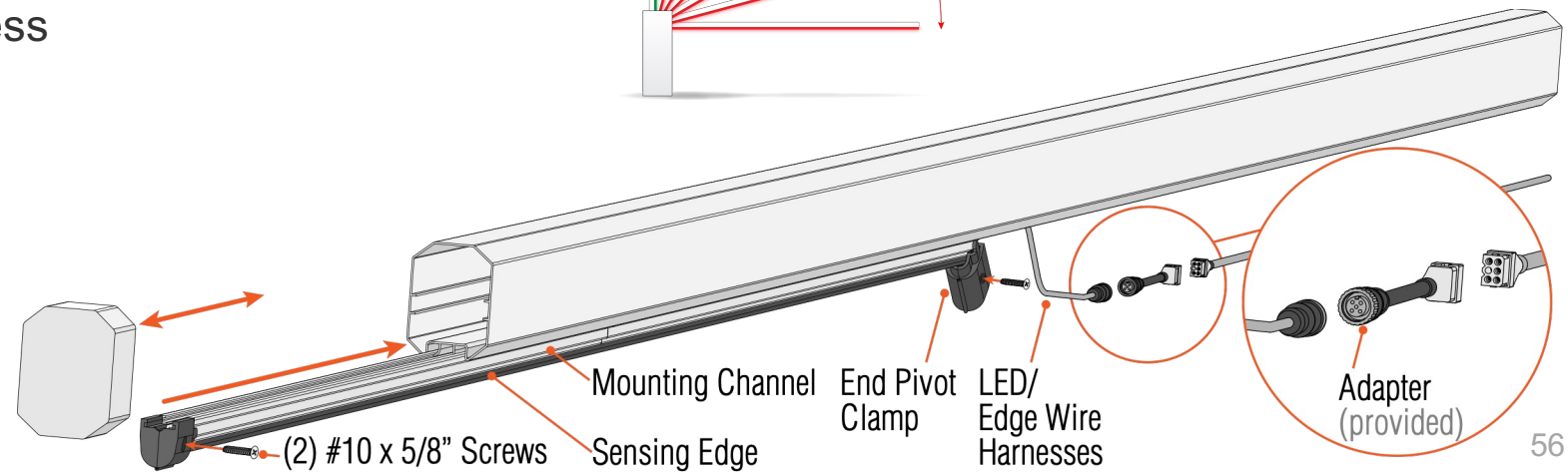
Win More Business with PEGASUS+™

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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Win More Business with VISILIGHT LED™



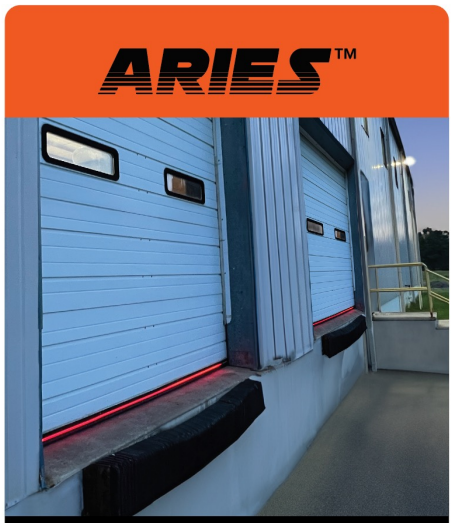
PHOENIX™

Simplified Installation



ORION™

Maximum Brightness



ARIES™

Dual-Sided Visibility



PEGASUS+™

Barrier Visibility + Safety

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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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Questions



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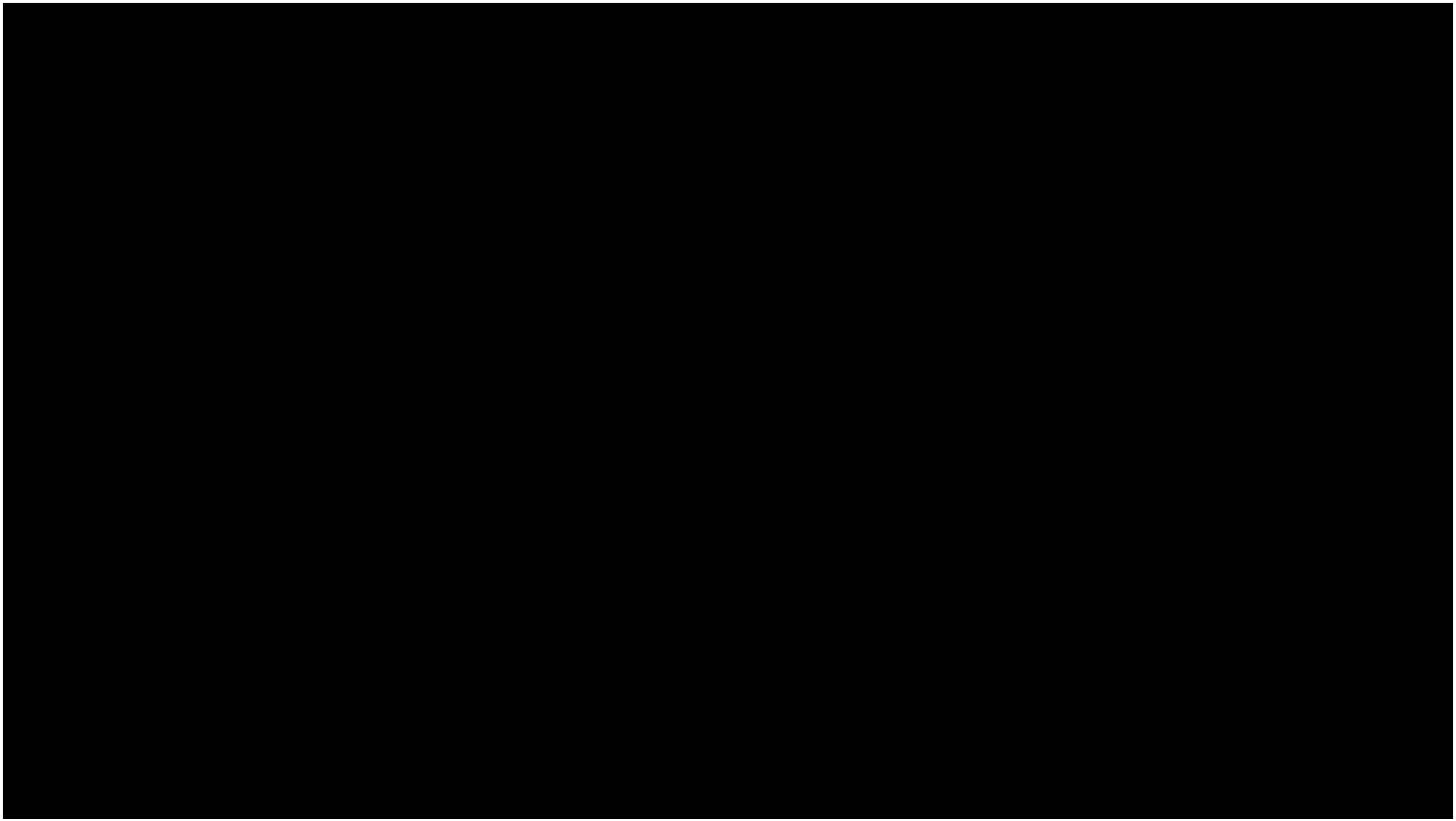
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A SAFER PLACE

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