

PARTNER PROFILE

Janus International: Not Your Average Door Company

By Lee Matthews

What makes a company unique? How about designing and manufacturing steel doors and hallway systems to fit inside a cave? That's exactly what Janus International did, helping to transform a former 1960s Naval Ammunition Depot, once used to store nuclear weapons, into Waikale Self Storage in Waikale, Hawaii. The Janus team was able to design, produce, and snugly fit their steel inside 22 tunnels deep into an Oahu mountain.

However, this accomplishment is not the first thing the team at Janus thinks of when asked what makes them unique. In fact, it is way down the list. They will tell you that they are the only door provider who uses a deep axle design, providing longer life for the door and its operating components. They also will tell you that they frequently hear that their attention to detail and customer service is beyond reproach. They would continue by pointing out that they clearly understand that their products impact how successful a facility will be, leading them to approach doing business by offering true partnership instead of hallway systems and doors.

The folks at Janus also see themselves as a forward thinking company. Their formula is simple, but vital—they listen, come up with solutions and work to respond today to tomorrow's needs. They want people to know they are not just into steel and the rock walls of caves. They offer such innovative products as their French Oak Collection woodgrain finish. They also offer mezzanine construction capabilities.

It should be clear that Janus doesn't see itself as "just a manufacturer." Rather, its employees see themselves as

solution providers to the self storage industry. They believe they have the technical know-how to offer much more than just doors. They like to partner with their clients to help them achieve their goals. You might be thinking what great people these Janus folks are. While that may be true, they simply understand that a successful client adds up to more success for Janus.

By listening and learning, the Janus employees focus on what's important to their clients: aesthetics, maintenance-free doors, safety and cost. That's why the Janus team works so closely with clients to help them achieve their goals and make their facilities as rentable as possible.

While laser-focused on success, Janus also believes in supporting the industry. The company would be the first to tell you that the visibility that comes from participating in trade shows, corporate sponsorship programs, and advertising, is keenly beneficial. However, they stress that supporting the industry is very important to them.

"We are active in state and national shows, as well as providing support for the small state associations," says Amy Fuhlman, Janus' Marketing Director. "We are often called upon to write articles, speak at events, and offer industry insights."

Before you conclude these guys are only customer service focused, they want you to know that, from a manufacturers' perspective, they feel they hold the number one vendor spot in the self storage door market. Would you expect anything less of them? ♦