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## A Surprise Location

### Janus International Corp's West-Coast operation exceeds hopes

Elaine Foxwell  
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## supplier spotlight

A Surprise Location  
 Janus International Corp's West-Coast operation exceeds hopes

By Elaine Foxwell

Janus International Corp.'s West-Coast operations has experienced such significant growth that it increased its workforce fourfold. Janus, a Temple, Ga.-based manufacturer of steel roll-up doors and other storage-facility components, opened its Arizona manufacturing plant in Surprise, a Phoenix suburb, in June 2003. The 43,000-square-foot facility is a smaller version of the company's Georgia plant.

Seeking to reduce freight costs to its West-Coast clients, Janus announced its expansion plans in 2002, the year the company was founded. "Once company leaders settled on the metropolitan Phoenix area, it was the building, industrial park and quality of life that attracted them to Surprise," says Raymond Siciliano, general manager of West-Coast operations. "We care about where we go to work and where we bring our customers. That area is so suited for industry; but it's not your typical industrial park. There's no doubt where this city is going, and we want to be part of it."

### The People

The division's continued expansion has led to the addition of several experienced industry professionals. "We're exceeding our expectations and being proactive about staying ahead of our growth," Siciliano says. "Janus was established to improve storage-industry products and service, and you simply cannot do that without the right people in the right positions."

"Janus is about being progressive with both its products and people," adds Lisa Black, West-Coast regional sales manager. "Since we've structured the management of projects through one person, from the initial quote to completion, the process is much more effective. I can concentrate on selling the product."

Janus increased its Surprise workforce from 10 to 40 employees, and expects to have a staff of around 70 by the third year of operation. At least 60 percent of the company's workers are hired locally. Recent additions to the West-Coast team include:

- Todd Nelson (Western-region technical sales manager) —Nelson has 26 years of experience in installation, production and technical sales.
- Jean Albillar (Northwest-region sales representative) —Albillar opened a Janus office in Northern California. He has 32 years of industry experience in product development and sales management.
- Fermin Calvillo—Calvillo opened the company's Southern California distribution center in February. He has 27 years of industry experience in customer service and distribution-center management.
- David Troiani (Western-region commercial sales manager)—Troiani has eight years of industry sales experience.



Ray Siciliano, Lisa Black and Todd Nelson (from left to right) at the Janus West-Coast operations.

### Door Design

inherent deficiencies in storage products. Among the quality issues addressed were: broken springs, shipping damage, dents, nonbearing friction, unequal spring tension, and door curtains dragging against the door guides. The foundation of the Janus door is the spiral tube that encloses the entire axle assembly. This enclosure accomplishes two things. First, it adds a structure to the door no other product has. Second, it allows the tension-set device to accurately adjust the springs on both sides of the door. The added structure of the axle, combined with the equal tensioning, forces the door on a straight travel path.



In addition, Janus has re-engineered its door packaging to eliminate shipping damage and made tension-set devices and bearings a standard, not an option. Company President David Curtis, who has 24 years of experience in the business, holds four patents for his roll-up door design. Janus also specializes in self-storage hallway systems.

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Self-storage accounts for about 70 percent of Janus' business, although commercial buildings and manufacturing plants also use its products. In addition to shipping doors all over the United States, the company has customers in Canada, Central and South America, and Puerto Rico, and is aggressively pursuing the European market.

For more information, call 866.562.258; e-mail [sales@janusintl.com](mailto:sales@janusintl.com); or visit [www.janusintl.com](http://www.janusintl.com).



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