

CASE STUDY: ORLANDO AREA DEALER IS HANGIN' TOUGH

- Dealer:** A~N~R Door Systems
Apopka, Florida
- Client:** Spolski Construction
Sanford Airport Authority
- Doors:** SD20 "tail" door 25'x28'
FD30 (2) 18'x14'
Model 3100 (2) 16'x14'
- Location:** Sanford, FL



A~N~R Door Systems is no stranger to installing large doors, but a recent job at the Sanford Airport in Sanford, Florida proved to be a little more interesting than most. It's not every day a door is installed 58 feet off the ground.

The Sanford Airport Authority awarded the contracting bid to Spolski Construction, which was a major plus for A~N~R Door Systems. "We have worked with John Spolski for years", states A~N~R President John Ault. "We provided a good fair number on bid day and followed up regularly. Coupled with the fact that we had a strong work history with him, we were awarded the job."

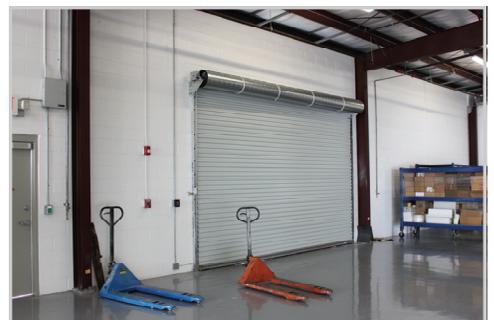
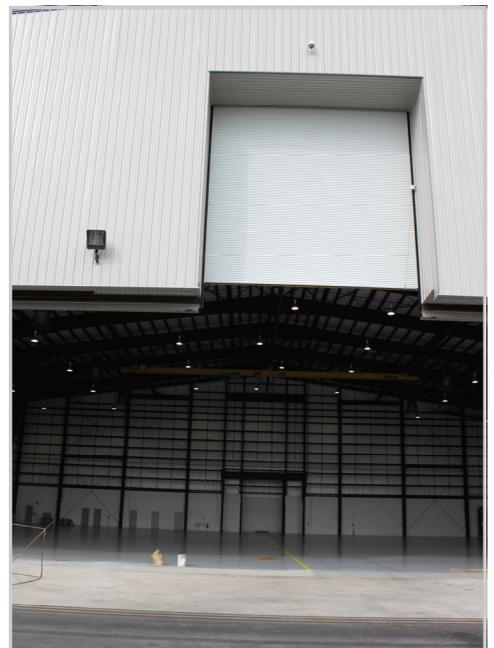
To win the bid, A~N~R had to make sure they presented the right doors for the job. Plans called for a service door to be installed above the hangar doors at the airport to allow for the tail of the airplanes to gain easy access, and that meant durability, quality, easy maintenance and a strong warranty. A~N~R turned to longtime manufacturer partner Janus International to meet the challenge. "Knowing Janus as we do, we were confident that the quality of the product would be one we had no fears of standing behind. That, along with Janus' three year warranty on service doors, were huge factors for the client," says Ault.

Part of the Janus quality includes powder coating our guides as standard on all service and fire doors. "With Florida's corrosive environments, Janus' powder coating holds up. Without it, the bottom bar would rust long before the warranty is up," mentions Ault. Janus offers a variety of options, including six standard colors, 188 powder coat curtain choices, high cycle spring designs, manual push-up and chain hoist motor operations.

While A~N~R installed two fire doors and two rolling sheet doors at the hangar, the real challenge was the SD20 service door above the hangar doors. This was the first and largest of its kind to be installed at Sanford, and A~N~R knew they needed a system in place to service the door. Working with the contractor, a catwalk was constructed to access the service deck for future adjustments.

A~N~R is used to utilizing cranes to hang doors, but installing a coil 58 feet up and lifting 30' guides into the air proved much more of a challenge. "To say the install was easy would be an overstatement," says Ault. "Being this high off the ground with a 25'x28' door could have been overwhelming, but our years of experience made it manageable. Janus had everything we needed, including the correct door sprocket, which is often wrong on larger sized doors with other manufacturers." Working on an active aircraft runway with million dollar airplanes surrounding the immediate working area added fuel to the fire, but they pulled the job off without a hitch.

The general contractor and the airport authority are happy with both A~N~R and Janus, and A~N~R feels confident they will do many more rolling steel jobs for Spolski Construction. "The outcome exceeded the client's expectations, which always bodes well for continued business," says Ault. We at Janus couldn't agree more!



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