



Houston-Area Dealer Enjoys Record First Year Growth

Client: Diamond Construction
Directional Drilling Company (DDC)

Doors: SD10 32'x14' (2) and SD10 20'x12' (4)

Location: Willis, TX

One seems to be Conroe Commercial Door Solutions' lucky number.

Just one year ago, Owner Wesley Johnson opened the doors to CCDS, Conroe Commercial Door Solutions, in Conroe, Texas. "We saw a niche in this market for a customer-driven door and gate dealer, and after years in this industry I was ready to meet this need head on," says Wesley.



"The first quote I wrote was to Diamond Construction for an upcoming new construction job for Directional Drilling Company (DDC)", says office manager Shanna Botelho. The client was looking for industrial rolling steel doors, and Wesley knew finding the most reliable and durable door model was crucial in winning the bid.

Wesley turned to Janus International. He had worked with Janus extensively in the past with their sheet door line and knew they had a reputation for building quality doors that work hard, install easily and require very little maintenance. As luck would have it, Janus had just announced the opening of their Rolling Steel Division, featuring full duty service doors, medium duty service doors, fire doors, security grilles and insulated doors. "Janus had exactly what I needed for the Diamond job", said Wesley. The quote called for six full duty service doors in two sizes, with both chain hoist operation and electric operation.

The SD 10 door is part of the Janus International SD Series. This industrial grade rolling steel door is designed for maximum strength and durability. The stress-relieved, permanently lubricated 20,000 cycle springs come with several higher spring cycle options. Head-room issues are minimized by optimized headplate sizes. The door comes in five standard color options as well as 188 standard powder coat options via the Janus.ColorFast™ in-house powder coating system. Additionally, the door is easy to install and comes with a three year warranty.



"As a new door dealer, establishing a relationship with a rolling steel door manufacturer is like walking a fine line," states Wesley. "Many dealers already have confirmed commitments that take years to build. But because of my previous dealings with Janus, I knew we would work well together, they could meet my production schedule and offer a quality product. After reviewing the features of the SD 10, including the structural steel angle guides and the variety of slat gauges they offered, I knew Janus was going to deliver exactly what my client needed." Not only did CCDS gain the business from their first quote...they became Janus Rolling Steel Division's first client.

The Diamond job was awarded, but not without its hitches along the way. What should have been a few weeks' process took over a year to begin due to dirt work required at the jobsite.

Today, CCDS employs a full crew of experienced installers and operates from a fully functional warehouse large enough to house their orders from Janus International. During the past year the Houston area hurricanes took their toll on the community, but CCDS, along with help from Janus, was in a perfect position to be of service. Advertising and word-of-mouth have helped, too, and CCDS is going strong. "I never thought we would grow this quickly," says Wesley, "but it's a great spot to be in". And at Janus, we think that spot is definitely first place.



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