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PRESS RELEASE

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December, 2009

DoorKing Voted No. 1 Gate Operator Manufacturer

Inglewood, CA – DoorKing, Inc. has been voted the No. 1 gate operator manufacturer in Professional Door Dealer Magazine’s Best of Business reader poll in the gate operator manufacturer category.

“DoorKing is thrilled to be recognized by Professional Door Dealer’s readers in this category,” said Richard Sedivy, Director of Marketing for DoorKing. “We work very hard to establish positive relationships with our customers. This poll shows that that hard work is noticed and appreciated by dealers, who were able to voice their opinion by voting in this poll.”

About the Poll

Industry professionals were invited to vote at www.professionaldoordealer.com/vote. The poll was open for five months, and voters chose from more than 20 categories, picking their top three company choices in each.

DoorKing, Inc. is one of the largest and oldest manufacturers of access control and vehicular gate operator products in the country.

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DoorKing
 Inglewood, Calif.
 Year Established: 1948
www.doorking.com

DoorKing was established in 1948 by M.K. (Rich) Richmond as a manufacturer of garage door openers and gate operators. The company ceased production of its garage door opener line in the late 1950s to concentrate its efforts in developing a full line of state-of-the-art automated gate operator products. DoorKing developed gate operators with magnetic limits and fail-safe designs, and was the first company to use microprocessors in its gate operator products. The company expanded its product offerings in the 1970s with the development and introduction of telephone entry systems, and further expanded this product line to include access control products. DoorKing has been awarded with 20 patents on its innovative designs.

DoorKing's continued success can be attributed in part to its dedication to and support of its nationwide network of distributors and dealers. DoorKing has chosen to sell its products only through these distribution channels and does not support direct Internet or retail sales to end users as many manufacturers are now doing. This allows the company to maintain the highest levels of customer service, training and technical support to its distributors and dealers, and DoorKing excels in these areas.

DoorKing is also active in the industry, helping to revise safety standards, establish new standards and promote industry education and safety through its active membership roles in the AFA, DASMA and IDA.



Q: *What are the most interesting advancements to hit your sector recently?*

A: *Internet-programmable and IP-addressable products are becoming the norm for access control products. We have moved in this direction with some new product offerings and even developed a method that allows users to program our older telephone entry systems via the Internet by logging in to our servers. This has been a huge hit with our customers (and our customers' customers) because it does not require any hardware upgrades — even if a system is 10 years old! We are continuing to explore new opportunities and new product lines as this technology expands further.*



Chamberlain Professional Products

Elmhurst, Ill.
 Year Established: 1906
www.chamberlain.com

A: *The Residential Renewable Energy Tax Credit is a great advancement in this sector. In order to help dealers capitalize on the newly announced, eco-driven federal tax credit, named the Residential Renewable Energy Tax Credit and which rewards homeowners who use solar-powered systems, Chamberlain carries several solar-powered LiftMaster and LiftMaster Elite Series gate operators that qualify under the terms of the tax credit. With several solar-powered products in our line of gate access systems, dealers have the opportunity to spec, sell and install quality gate operators while concurrently passing on savings to their customers. With this enticing incentive to homeowners, dealers are encouraged to enter this marketplace with confidence due to the ease of installation and product quality that is synonymous with the LiftMaster and Elite Series brands of gate operators.*

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Linear Corp.

Carlsbad, Calif.
 Year Established: 1961
www.linearcorp.com

A: *DC-powered operators, offering quieter operation, and long-lasting DC battery back-ups. Increased customer awareness of solar operated gate operators — tax breaks for solar portion of cost to customer.*

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Apollo Gate Operators Inc.

San Antonio, Texas
 Year Established: 1984
www.apollogate.com

A: *First, in 2008, the U.S. government introduced a 30-percent tax credit on personal tax returns for the cost of an installed solar gate operating system. Apollo is the No. 1 source for a full line of solar-powered gate operators. Second, a new look in gate operators has hit the U.S. market. In the past, gate operators were purchased for utility only and had few aesthetic qualities. Since most gate operators were hidden by a fence or shrub, appearance was not a concern. However, security issues have called for more gate operators in more visible areas, and Apollo has introduced a line of products that incorporate a sleek, European design that blends with its surroundings.*

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BFT

Boca Raton, Fla.
 Year Established: The mother company (BFT S.p.A of Italy) was established in Europe in 1983 and the U.S. subsidiary in 2006.
www.bft-usa.com

A: *BFT is a worldwide leader in hydraulic and electromechanical operators for swing and sliding gates, as well as barriers and garage doors. We are the first company to launch this year a 24-volt DC hydraulic arm, which integrates many safety features, an encoder, and sealed and easy battery back-up option. Later on in the year we will launch a Solar Panel kit which will be compatible with all our low-voltage operators including the new hydraulic operator.*