

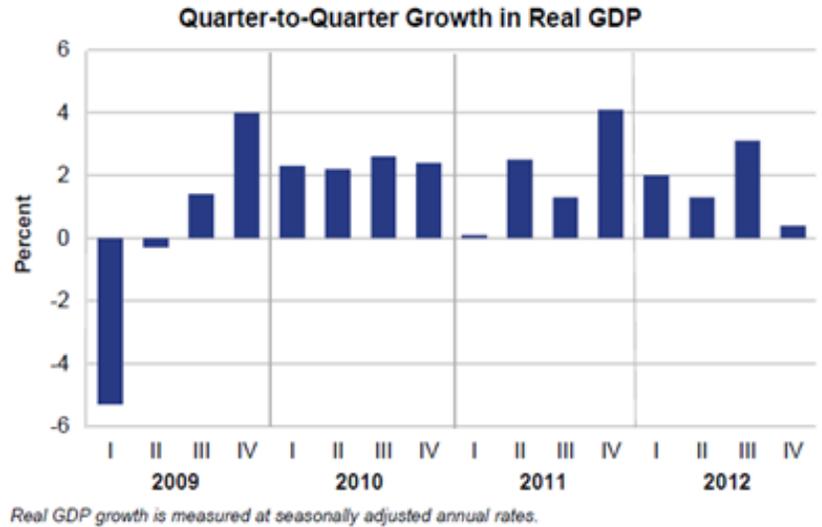
# CORPORATE REPORT

2012

 **DH PACE**  
*Everything Doors Since 1926*

According to the Bureau of Economic Analysis, real GDP for the United States increased 2.2 percent in 2012 compared with an increase of 1.8 percent in 2011. The increase primarily reflected positive contributions from personal consumption expenditures, nonresidential fixed investment, exports, residential fixed investment and private inventory investment that were partially offset by negative contributions from government spending. In the 4th quarter GDP growth weakened to 0.4% after an increase of 3.1% in the 3rd quarter. Fiscal uncertainties in the United States and the European Union combined with the ongoing political turmoil in the Middle East and Asia are creating the conditions for potential future crises that could push the economy back into recession. However, for the present the U.S. economy is growing, residential home sales are increasing and consumer spending is trending upwards.

In this improving market environment, the DH Pace Company increased sales in 2012 by roughly \$25 million, or 13%, to over \$208 million. Our service, construction, and distribution businesses all made meaningful contributions to this growth. In addition to growing sales and profits in 2012, we continued making investments to improve our long-term competitive position in the marketplace. Some of these investments include:



**Improving Customer focus.** We recently launched an enhanced social media presence with updated sites on Facebook, Twitter, Google+, LinkedIn and YouTube. I encourage you to follow our sites and provide us feedback as we continue expanding our use of these new and exciting communication channels. We are also expanding our existing survey programs, training initiatives and forums. Our objective is to better understand customer needs, receive feedback on how effectively we are serving those needs and focus our ongoing efforts to improve customer satisfaction.

**Upgrading Facilities.** In the 3rd quarter of 2012 we completed the relocation of our St. Louis division into a newly remodeled, company-owned facility. In the 4th quarter we entered into a purchase agreement for a 225,000 square foot building in Kansas City. When remodeling of this facility is completed in early 2014, we will consolidate our four existing office and warehouse locations in the metro area to this single new location. We expect the Kansas City relocation to be completed by mid-2014, providing us with a greatly improved working environment for our employees and the additional space to accommodate for future growth.

**Growing into new markets.** Also in 2012, we opened a new satellite office in Oklahoma City, Oklahoma to service our growing business in the area.

**Living our Values.** Again this year we have published a Corporate Responsibility Report summarizing our ongoing work to be a responsible corporate citizen by making a positive difference in the communities we serve.

We are proud to be a privately-held, family-owned business, committed to serving our customers, building a great place to work, and supporting our local communities. We are very thankful for blessings we have received and we remain optimistic that the best days for our Company and for our Country still lay ahead of us.

May God bless you and your loved ones throughout this year.

Rex E. Newcomer  
Chief Executive Officer



**COMPANY HISTORY**

The Company traces its roots back to the 1920's with the invention of the upward – acting garage door. Offices were established under the distinctive Overhead Door Corporation Red Ribbon logo in St. Louis (1926), Kansas City (1927), and Atlanta (1935). In 1973, the operations of these separate entities were consolidated and became divisions of DH Pace Company, Inc. In 1995, the Company began marketing certain products and services under the DH Pace Door Services and DH Pace Construction Services trade names.

In 2003, the DH Pace Systems Integration Division was formed to provide access control, video surveillance, and intrusion alarm system products and services. In 2008, the Company acquired Colorado's largest residential garage door distributor, Ankmar, which was established in 1956. Also in 2008, the Company consolidated its national service business into a new entity called the DH Pace Facilities Group. In 2010, the Company expanded into the state of New Mexico with offices locted in Albuquerque, Santa Fe and Farmington (Four Corners). The Company also expanded operations in Missouri with a new office in Joplin.

**THE COMPANY TODAY**

In 2012, the Company increased sales by over \$25 million to \$208 million. To support this grow, the Company hired 90 employees ending of the year at 967 employees. In response to strong growth the Company expanded operations by purchased a building in St. Louis. After performing extensive renovations and relocating operations to this larger and more modern facility. A new satellite office was added in Oklahoma City. The Company consolidated a number of existing business functions to form a National Key Service Center (KSC) based in Kansas City. This newly formed group serves as a central hub working with local DH Pace offices to install and service mechanical and electronic key systems for customers on a local, regional and national level.

The Company continues a long standing tradition of being a responsible member of the communities it serves and publishes a Corporate Responsibility Report within the Annual Report each year, documenting activities in support of that commitment.



**2012 HIGHLIGHTS**

- \$208 Million in Consolidated Sales
- Over 150,000+ Customer Transactions
- 967+ Dedicated Employees
- 500+ Sales, Service, and Installation Vehicles
- Nearly 1 Million Sqft of Office and Warehouse Space
- 22 Locations

The Company actively promotes a values-based service philosophy in the conduct of its business activities. The Mission, Responsibility, and Values Statements represent the formal expression of this philosophy. The Company has established a formal Ethics Policy, conducts ethics training, and maintains a variety of methods for individuals to report possible violations.

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THE **DHPACE** WAY

LIVING OUR VALUES - LEADING BY EXAMPLE

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MISSION STATEMENT

To enhance the lives of people by improving the safety, security, convenience, and aesthetics of the buildings where they live, work, and play.

SOCIAL RESPONSIBILITY STATEMENT

To invest a portion of our time, talent, and financial resources towards improving the lives of people in need; supporting the communities we serve; protecting the environment we share; and providing a better future for the next generation.

VALUE STATEMENTS

RESPECT

Treating everyone we encounter with consideration

INTEGRITY

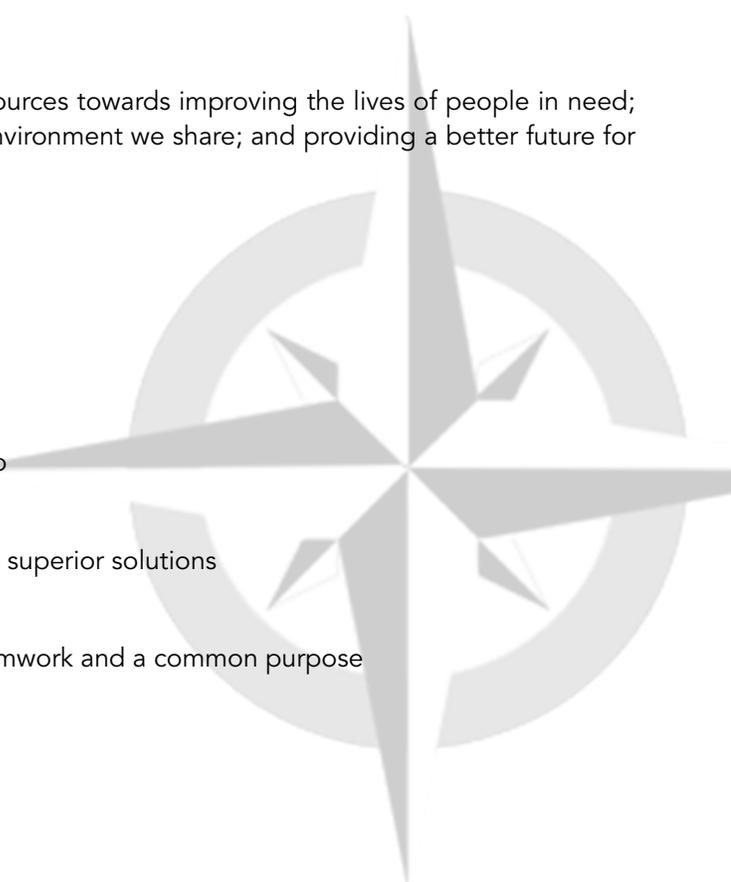
Honest and ethical behavior in everything we say and do

SERVICE

Building relationships, discovering needs, and providing superior solutions

EXCELLENCE

Continuous improvement through learning, sharing, teamwork and a common purpose



The Company currently operates under the Overhead Door Ribbon brand name in numerous markets across the United States. This relationship as an authorized distributor partner with Overhead Door Corporation goes back to 1926. The Company also markets certain products and services under DH Pace group names, including: National Accounts, Systems Integration, and Construction Services. In Colorado, DH Pace also trades under the Ankmar name.



## COMMERCIAL AND RESIDENTIAL DOORS SALES • INSTALLATION • SERVICE

### PRODUCTS

#### COMMERCIAL OVERHEAD DOORS

- Sectional Doors
- Rolling Service Doors
- Rolling Counter Doors
- Fire-Rated Doors
- Security Grilles
- High Speed Doors

#### INDUSTRIAL, HIGH SPEED, & SPECIALTY DOORS

- Cooler Doors
- Air Curtains
- Traffic Doors
- Bug Barrier/Screens
- Security Gates
- Automated Gate Systems
- Sliding Doors
- Hangar Doors
- Bullet/Blast Doors
- Special Application

#### LOADING DOCK EQUIPMENT

- Dock Levelers
- Vehicle Restraints
- Seals and Shelters
- In-Plant Equipment

#### ENTRY DOOR SYSTEMS & AUTOMATIC DOORS

- Doors and Frames
- Finish Hardware
- Electronic Security
- Automatic Door Assemblies
- Specialty Products

#### ELECTRONIC SECURITY & GATE SYSTEMS

- Access Control
- Intrusion Alarm
- Wireless and IP Solutions
- Parking Revenue Systems
- Automated Gate Systems
- Surveillance

#### RESIDENTIAL DOORS

- Garage Doors
- Garage Openers
- Entry Doors
- Keypads

### SERVICES

#### STANDARD SERVICES & REPAIRS

- Emergency Repair Service
- Preventive Maintenance Programs
- Part Sales and Service
- Product Installation and Distribution

#### PREVENTIVE MAINTENANCE PROGRAMS

- Customized Preventive Maintenance Programs Can Serve Any Combination of Our Product Offerings.

#### INSPECTION AND TESTING SERVICES

- Fire and Smoke Code (NFPA 80 and NFPA 105)
- Emergency Egress Code (NFPA 101)
- Handicapped Accessibility (ANSI A117.1)
- Automatic Pedestrian Door Safety (AAADM)
- Industry Standards (AIB, JCAHO, HFAP, UL 325)

#### SITE ASSESSMENT SURVEYS

- Mechanical Key Systems
- Electronic Security Systems
- Energy Audits
- School Safety

#### FACILITY STANDARDS CONSULTING

- Construction Specifications
- Facility Standards for Repair and Replacement
- End-User Training





The Company provides sales, installation, and service for all types of commercial door and related products in the new construction and existing facility marketplace.

#### INSPECTION AND TESTING SERVICES

- Fire and Smoke Code
- Emergency Egress Code
- Handicapped Accessibility
- Automatic Pedestrian Door
- Industry Standards

#### SERVICES AND SURVEYS

- Preventive Maintenance Programs
- Site Assessment Surveys
- Facility Standards Consulting
- End-user Training
- Key System Assessments

From the front door to the back dock, the Company helps facility owners increase safety, improve performance, and maintain code compliance through a variety of Facility Inspection and Maintenance Programs that can be custom designed to reduce costs and injuries, maintain operational efficiency, and improve code compliance.

#### PREVENTIVE MAINTENANCE PROGRAMS

Joining a Preventive Maintenance (PM) Service Program can save substantial time and money by reducing costly break-downs, while extending the operating life and efficiency of all doors, gates, operators, and dock equipment. A PM includes a visual inspection, testing, adjustment, and lubrication of a door and its moving parts.

#### INSPECTION AND TESTING PROGRAMS



**FireCheck®**: This Program is designed to assist facility owners and tenants in their legal obligation to maintain safe and code compliant fire and smoke rated openings.



National Fire Protection Association (NFPA) standards require building owners to have rolling, sliding, and swinging fire doors inspected and tested annually, and to maintain written documentation of such inspections. Defective, damaged, or non-functional fire doors can lead to tragic results and may subject building owners and managers to catastrophic losses and increased legal liability.



**AAADM**: The Company's American Association of Automatic Door Manufacturers (AAADM) Certified Inspectors provide maintenance, repair, and annual inspections of automatic pedestrian door systems to assist building owners in maintaining openings that are in compliance with these standards.

#### SITE ASSESSMENT SURVEYS

Customer's Site Assessment Surveys can include a wide variety of code related areas such as: NFPA - 80, NFPA - 101, NFPA - 105, IBC, JCAHO, AIB, HFAP, ADA, and UL 325.

#### FACILITY STANDARDS CONSULTING

Consulting services are provided by the Company to seek standardized product selection and specifications based on a factual analysis of current needs, future requirements, product performance, code compliance, and existing facility conditions.

**NEW HEALTH CARE MANAGEMENT TEAM GETS CODE CHECK-UP**



*Touch Screen Tablet*

**PROBLEM**

Thirty hollow metal fire doors at a three-story medical office complex had never been inspected per NFPA 80 (fire) and 105 (smoke) requirements. The doors are located in stairwells and outside of elevators. A new management team wanted to ensure the doors throughout the facility were compliant with all current code requirements.

**SOLUTION**

The Company performed an onsite FireCheck® inspection using its specially developed software program and provided the customer with a written report for each opening. The FireCheck® inspection identified numerous doors not in compliance with current code requirements. Many of the violations were corrected at minimal expense through adjustments made at the time of the inspection or with the addition of new smoke seals. Without these repairs, the openings may not have provided their code mandated protection in an emergency. In another area of the facility the code violations necessitated a complete replacement of the openings. The FireCheck® inspection helped increase code compliance throughout this facility, while minimizing the cost of repairing and replacing openings. The check also provided a written record for future use in maintaining the doors in compliance with the code.



*Door Label with Barcode*

**PRESENTATION PROVIDES INSIGHT FOR HEALTHCARE PROVIDER**



*Training Session*

**PROBLEM**

Industry specific changes occur on a regular basis making it difficult for owners to stay in compliance. Lending a helping hand, the Company holds periodic lunch-and-learn sessions for owners on recent code developments. After a recent session, a healthcare organization requested an estimate for the company's FireCheck® service to ensure compliance with The Joint Commission (TJC), formerly the Joint Commission on Accreditation of Healthcare Organizations (JCAHO) requirements.

**SOLUTION**

After a thorough presentation by the Company highlighting the comprehensive nature of the inspection process and paperwork, this healthcare organization realized it was in their best interest not to task their limited staff resources with this project, but leave it to the door and code professionals. The Company was hired to perform FireCheck® services encompassing over 300 doors within the facility. This decision allowed the hospital maintenance staff to remain free to respond quickly to other urgent repairs when needed.



*Compliant Opening*



The Company provides sales, installation, and service for all types of commercial door and related products in the new construction and existing facility marketplace.

- Sectional Doors
- Rolling Service Doors
- Rolling Counter Doors
- Fire-Rated Doors
- Security Grilles

The Company provides sales, installation, and service for all types of commercial door and related products in the new construction and existing facility marketplace. Trained Company representatives' work with general contractors, architects, property managers, facility managers, and business owners at all levels in the selection and maintenance of commercial overhead door openings to improve performance and promote safety and security.

## IMPROVING PERFORMANCE

Commercial overhead doors are pivotal in securing a facility and it is important that these doors open and close when needed. Doors and operators contain many moving parts, which increase the opportunity for failure. Performing routine preventive maintenance can keep moving parts properly adjusted and lubricated, maintaining efficient and safe operation.

## INCREASING SAFETY AND SECURITY AT THE DOOR

Increasing safety and security in the workplace is a top priority. The Company has multiple solutions to meet the overhead door safety and security requirements of every application. Some of these solutions include:

### *Safety*

- Upgrading existing door operators to new UL 325 compliant operators that include continuously monitoring safety devices such as photo electric safety sensors or pneumatic safety edges
- Incorporating lights or alarms to help communicate when it's safe to travel through or around an opening
- Installing emergency egress equipment such as battery back-up, chain hoists, or pedestrian doors to allow egress during power failure
- Adding vision lights or glass sections to increase visibility through the opening

### *Security*

- Controlling traffic through the opening utilizing access control solutions including card readers, RFID tags, and camera systems
- Adding timers to reduce the risk of leaving an open entry point to your facility
- Installing pipe bollards to protect the door opening from equipment damage or drive-through theft

APPLICABLE PROGRAMS: Preventative Maintenance, FireCheck®, Site Assessment Survey, and Facility Standards Consulting



*Plastic Sheeting Before*

## REDUCING EMPLOYEE ACCIDENTS BY INCREASING SAFETY AT THE DOCK

### PROBLEM

A dock area was not walled off from its warehouse and only large exterior sectional doors enclosed a second large interior dock area. The customer utilized sheeting to create a barrier between the dock and warehouse. When the sectional doors were open, a steady breeze came into the warehouse creating a difficult work environment for employees and slowing productivity. Employee safety was also compromised because employees might mis-step and fall off the dock ledge through the plastic sheeting.



*Insulated Sectional Doors After*

### SOLUTION

After the construction of a permanent wall in the truck-bay area, twenty-two dock positions were created utilizing insulated sectional doors and dock shelters. The updated dock area is not only more aesthetically appealing, but serves to make this busy work environment safer thereby helping to reduce workplace accidents. The insulated doors and shelters make the building more energy efficient helping with the ROI for this project, as well.



*Fire-Rated Rolling Steel Drop Test*

## LARGE-SCALE FIRE DOOR DROP TEST TAKES CAREFUL PLANNING

### PROBLEM

Several years ago the Company installed 80 fire-rated rolling steel doors and was tasked with performing bi-annual Fire Door Drop Tests (FDDT) at a large manufacturing facility. Safety is of utmost importance due to the large amount of combustible raw material and rubber within the building. The Company must perform the FDDT with caution and have an insurance representative witness the testing as part of the building requirements. Also, the vast amount of facility square footage and doors created scheduling and communication obstacles that required careful management for a project of this size.



*FDDT Service*

### SOLUTION

The plant routinely stops production over the Fourth of July and Thanksgiving holidays and the Company uses that time to drop test and certify half of the facility's rolling steel fire doors during each holiday. A plan of action is discussed and agreed upon each inspection to determine the availability of the insurance representative, the time it will take to perform the test, and to coordinate battery operated equipment delivery. The Company utilizes battery operated equipment to prevent any potential fire ignition around the combustible materials. The FDDT is a life safety service, therefore, during the inspection technicians bring any issues to the customer immediately to quickly complete corrective measures. The process organized between the customer and the Company has proven to be successful over many years. Following the testing, a detailed report is sent to management detailing the plan and outcome.



The Company provides sales, installation, and service for all types of specialty door and related products in the new construction and existing facility marketplace.

- High Speed Performance Doors
- Freezer/Cooler Doors
- Air Curtains
- Traffic Doors
- Bug Barrier/Screens
- Security Gates
- Automated Gate Systems
- Sliding Doors
- Hangar Doors
- Special Applications

Trained Company representatives' work with general contractors, architects, property managers, facility managers, and business owners at all levels in the selection and maintenance of industrial, high speed, and specialty door openings to improve performance and promote safety and security.

## IMPROVING PERFORMANCE

Enrolling in the Company's Preventive Maintenance (PM) program provides a custom service call that includes a visual inspection, testing, adjustment, and lubrication for each door registered for PM service. Regularly scheduled PM services save a facility substantial time and money by reducing costly downtime.

Company representatives' design customized PM programs for all types of businesses. PM service is ideal for industries such as food processing, manufacturing, distribution, and applies to all types of industrial facility openings.

## INCREASING SAFETY AND SECURITY AT THE DOOR

Many industrial, high performance or specialty openings call for specialized safety and security solutions.

Some of these include:

### *Safety*

- Adding enhanced actuation and detection devices such as interlocks, in-ground loops, motion detectors, and presence sensors
- Minimizing injury and damage by installing wireless or pneumatic reversing edges
- Installing barrier systems and enhanced signage to safely direct the flow of traffic
- Incorporating full width vision panels, windows, or lite kits to increase visibility

### *Security*

- Incorporating access control and monitoring devices to restrict unauthorized traffic
- Installation of secondary protection measures such as barrier gates, bollards, or overhead doors on exterior applications that call for high performance doors

APPLICABLE PROGRAMS: Preventative Maintenance, Site Assessment Survey, and Facility Standards Consulting



*Sliding Door Before*

## HIGH SPEED DOOR AND AIR CURTAIN INCREASES THERMAL EFFICIENCY

### PROBLEM

Transporting food to other parts of a warehouse was not energy efficient or productive. The freezer area was closed off by a pair of sliding doors. As fork lift traffic approached the doors, the driver would pull a toggle to open or close the doors, return back to the fork lift, and proceed into the freezer. Because the fork lift traffic traveled through the doors frequently, the drivers did not always use the toggle to close the doors to the freezer, reducing thermal efficiency.

### SOLUTION

The sliding doors were removed and replaced with a high speed freezer fabric door and heated air curtain. A sensor above the door detects the forklift approaching and opens automatically. The forklift no longer has to stop and open the door, but can keep moving to maintain efficiency. The door opens so rapidly, the fork lift does not have to slow down. The air curtain keeps contaminants from entering the cooler area and keeps warmer air out of the cooler as well. Installing the high speed freezer door has increased production and efficiency. These changes have increased efficiency of shipping and decreased spoilage and waste.



*High Speed Fabric Door After*



*Bug Screen in Down Position*

## INSECT DOORS INCREASE PRODUCTIVITY AND COMPLIANCE

### PROBLEM

A pet food manufacturer facility had poor circulation leading the employees to open sectional doors to allow air to come into the building. Unfortunately, opening the doors is against American Institute of Baking (AIB) compliance standards. The company was repeatedly cited for breaking the standards and needed a solution to keep employees comfortable while meeting AIB standards.

### SOLUTION

In order to be code compliant, the manufacturer had four rigid frame bug screens installed that run tandem to the sectional doors at the loading docks. The sectional door can be raised while the screen is down to allow adequate air circulation that keeps employees comfortable while keeping insects and debris out. When trucks need to be loaded, both doors can be raised to allow for regular fork lift activity. The sectional door is then brought down to secure the facility when production is not in operation. Employees are now more productive in a comfortable work environment and the facility regularly meets AIB compliance standards. The new insect control doors have been so successful for operations that the manufacturer plans to add eight to ten more bug screens throughout the facility's dock positions.



*Bug Screen in Up Position*



Loading docks are the first and last contact at any facility. It is the place where supplies first arrive and the place from where shipments leave. The Company provides sales, installation, and service for all types of dock equipment and related products in the new construction and existing facility marketplace.

- Dock Levelers
- Dock Seals
- Dock Shelters
- Vehicle Restraints
- Dock Safety Accessories
- Dock Equipment Preventive Maintenance

With today's modern, fast-paced loading docks, selecting and properly installing the best dock equipment for the job plays a major role in safety and productivity. Creating safe and efficient bridges between facilities and the trucks and trailers is no easy task. With so many different kinds of dock levelers available today, in such a wide variety of sizes, shapes, and mounting styles, choosing the right one can be more complicated than ever. The Company can assist customers in the design and selection for all types of facilities.

### IMPROVING PERFORMANCE

The Company can help a facility's loading docks perform more efficiently. An expert evaluation can reveal if dock positions need weather seal kits to keep debris away from dock equipment moving parts. Simply adding the correct size and type of bumpers can protect the building during loading and unloading by keeping trailers from damaging buildings when backing into the dock. The evaluation can also reveal the need to improve employee morale and production with the installation of a climate controlled dock area high volume, low speed (HVLS) fan.

Debris can disable a dock leveler at any time causing downtime or possible injury. For areas where permanent concrete ramps are not an option, portable dock ramps can be a quick and easy solution to make loading and unloading more efficient.

### INCREASING SAFETY AND SECURITY AT THE DOCK

Consideration must also be given to dock safety, communications, operator environment, and energy conservation. In a busy shipping area, there can be many opportunities a day, per single loading dock, for serious mishaps to occur. Installing safety equipment not only reduces costs and injuries, but improves performance to maintain operational efficiency. Safety equipment can include:

- Vehicle restraints and wheel chocks to help prevent trailer creep
- Light communication systems
- Handrails, track guards, door guards, and bollards keep employees and equipment from dangerous areas

**NEW DOCKS ADDED TO EXISTING BUILDING**

**PROBLEM**

A national food producer approached the Company to help solve a challenge within their distribution network. The customer was in the process of relocating a significant portion of their operation from a leased facility to an existing production facility that had been expanded. However, the new location did not have enough dock positions to handle the increase in truck loading/unloading or personnel access from the parking lot for the drivers.

**SOLUTION**

The Company was contracted to add nine new dock positions that included air-powered dock levelers, insulated sectional doors, and soft-side dock shelters. Three exterior entry doors as well as one high-performance fabric door were also installed. The fabric door was installed to control energy loss between the production floor and the distribution area when forklifts moved materials. The shelters helped control the ambient temperature at the loading area while providing some protection against rain and debris entering the facility from around the trailers.



*Cut Out Dock Positions*



*Complete Dock Solution*

**ANNUAL PREVENTIVE MAINTENANCE REVEALS DOCK PROBLEMS**

**PROBLEM**

During a routine annual preventive maintenance check at a chemical manufacturer's dock area, it was found that the dock seals had deteriorated greatly since the previous inspection. They were torn and no longer sealing properly. When a truck would load or unload in the rain, water would roll down and off the truck onto the dock. The water made the area slippery and hazardous to foot and fork lift traffic. In addition an apparent collision damaged the docks which prevented them from properly sealing. The building was also vulnerable to insects and other small debris to entering the dock area.

**SOLUTION**

Due to the dock seals' age and condition, the Company recommended replacement. The dock seals were more than 50% damaged and more economical to replace than to repair. Weatherguard was installed to help prevent rain from rolling off the top of the truck and into the building. As a full service opening provider, the Company also replaced the siding during installation. The dock openings are now properly sealed, keeping unwanted pests and precipitation out, while also keeping employees safe and eliminating additional building damage.



*New Dock Seal*



*Weatherguard*



The Company provides sales, installation, and service for all types of commercial entry doors and related products in the new construction and existing facility marketplace.

- Hollow Metal Doors and Frames
- Wood, Laminate, and FRP Doors
- Finish Hardware
- Electrified Hardware
- Access Control Products
- Master Key Systems and Locksmith Services
- Restroom Accessories and Toilet Partitions
- Specialty Products - Divisions 8 and 10

Besides meeting a facility's needs for functionality, aesthetics, durability, and security, commercial entry door openings need to be properly designed, installed, and maintained to meet both performance requirements and multiple building code regulations. All of these considerations can vary widely on an opening by opening basis, by building type, and geographic location. The Company has trained and certified professionals that work with building owners, architects, contractors, and maintenance personnel to provide the best products, services, and solutions on a project by project basis.

## IMPROVING PERFORMANCE

The Company can assist building stakeholders in increasing the performance of entry door systems (EDS) throughout the facility by specification writing and consultations; product and application reviews; establishing building standards for EDS openings; designing custom Preventive Maintenance (PM) Programs specific to the EDS openings; and combining these products; services and programs per customer needs to lower total cost of ownership on both a new construction and existing facility basis.

## INCREASING SAFETY AND SECURITY AT THE DOOR

Through the proper implementation of mechanical key systems, electronic access control systems (standalone, networked, wireless), and/or the proper application of mechanical and electrified hardware, the Company offers custom solutions that can effectively increase a facility's safety and security while still meeting the increasing demands of code compliance and industry standards and requirements. These solutions include:

- NFPA - 80 (fire) and NFPA - 101 (life safety) inspections, reports, and recommendations
- Master Key Systems design, key record management, and locksmith services
- Specifications and building standards consulting, product, and application review
- Preventive Maintenance Programs for entry door systems and related openings

APPLICABLE PROGRAMS: PM, FireCheck®, Site Assessment Survey, and Facility Standards Consulting



Wood Doors Before

## DRAMATIC FRONT ENTRY TRANSFORMATION

### PROBLEM

The wood doors at a high school main entrance were becoming unsightly and required constant maintenance due to the southern sun exposure the doors experienced. The door's metal cladding was delaminating from the wood and the hardware was old and unreliable making the doors difficult to open and close. The doors were also extremely heavy because the wood doors were 2 1/4" thick. Students and faculty struggled to operate the doors on a daily basis.

### SOLUTION

The school invested in long-lasting fiberglass reinforced plastic (FRP) doors that require less maintenance and will stand up to the abuse from heavy student traffic and the heat of southern exposure. The lighter weight affords easier operation and reduces wear-and-tear on the hinges and closer. Attractive diamond-shaped glass inserts allow natural light into the building while increasing safety at the opening. New locking hardware ensures that the doors latch when closed, allowing the existing access control system to operate as intended.



FRP Door After



Before

## INSPECTION IDENTIFIES CODE VIOLATIONS

### PROBLEM

TJC is an independent; not-for-profit organization whose Joint Commission accredits and certifies more than 19,000 healthcare organizations and programs in the United States. Such standards need to be met within this facility in order for them to receive Medicare and Medicaid patients and payments. After a healthcare facility's independent representative performed a pre-TJC inspection, it revealed that the facility had several doors that were not up to code. The customer had the Company walk approximately 40 openings to help interpret the report, determine what needed to be done, and the cost involved to meet JTC requirements. After the walk-through, it was determined that many of the openings needed to be modified or replaced.

### SOLUTION

Since the hospital was scheduled for a JTC inspection in the near future, time was of the essence to repair or replace multiple openings throughout the facility that were found to be non-compliant to the Life Safety code. Working under the direction of the customer's independent consultant, the Company performed the necessary work servicing or replacing: hollow metal doors and frames, door closers, ADA operators, and panic devices. The hospital's board of directors accelerated the funding process and the Company's trained technicians completed the work in-time for the inspection. The updated openings now provide better safety, security, and aesthetics for employees and patients.



After



The Company provides sales, installation, and service for all types of automatic door systems and related products in the new construction and existing facility marketplace.

- High and Low Energy Door Systems
- Automatic Sliding Doors
- Automatic Swinging Doors
- Automatic Revolving Doors
- ADA Compliant Operators
- Automatic Bi-Folding Doors
- ICU Doors
- Sensors and Safety Products

Properly designed operating automatic pedestrian doors allow for the safe and uninterrupted flow of traffic, while providing controlled access per building requirements. Automatic door systems (ADS) offer a wide variety of functions and options from retail and airport entrances, to ADA compliant automatic operators for schools and hospitals. Automatic doors when correctly designed and installed, serviced, and maintained, can enhance a building's aesthetics and functionality, safety, and security, while producing significant energy savings over their lifespan. The Company's American Association of Automatic Door Manufacturers (AAADM) Certified Inspectors provide maintenance, repair, and annual inspections of automatic pedestrian door systems in accordance with ANSI Standards A156.10, A156.19, and A156.27.

## IMPROVING PERFORMANCE

Automatic Door Systems are usually installed in high traffic areas that handle public access on an hourly/daily basis – many times 24/7. To help keep these openings operating properly in the most efficient manner, the Company offers Automatic Door System inspections, preventive maintenance (PM) servicing, and repair/replacement of worn or outdated component parts, all by AAADM Certified personnel and in accordance to AAADM standards. Customized programs are developed for each building based on facility needs, frequency of usage, condition, and age of the openings, and related performance considerations.

## INCREASING SAFETY AND SECURITY AT THE DOOR

AAADM Certified Inspections are recommended, at a minimum, on an annual basis for a wide range of safety and liability reasons. Inspections include the certification of an openings proper operating condition once serviced and/or repaired to recommended standards, proper labeling of the opening for standards compliance, and review with the facility's management on the safe operation of the opening which includes a daily inspection process the facility staff can self-perform.

## ACCESS CONTROL DOORS INCREASE SAFETY AND SECURITY



*Glass Swing Doors Before*

### PROBLEM

Swinging glass doors at a university library were heavy and difficult for students to open. The doors were no longer locking easily and could not be integrated into the access control system on campus. The university wanted to control access only to authorized faculty and law students during regular business and after hours. A large number of valuable books and transcripts needed to be monitored and secured.

### SOLUTION

The swing doors were replaced using an automatic sliding door with auto locks to make securing the library easier. The sliding door was integrated into the university card access control system. After normal business hours, students with law library access swipe the card over the access control box, and the doors open. Turnstiles and pedestrian gates were added just inside of the sliding door requiring students to present a valid access card during regular hours. The pedestrian gates were enhanced with an ADA operator, and a remote release button was placed behind the circulation desk. The university is pleased with the increased security, proper ADA compliant entrance, and the access control in and out of the library.



*Automatic Sliding Door After*

## A LESSON LEARNED ON AUTOMATIC DOOR SENSORS



*Swing Side Sensors*

### PROBLEM

A pair of automatic doors had not been working correctly at a healthcare facility. The customer had been using another door service provider who was struggling to resolve the problem. Unfortunately, a patient was hit by the malfunctioning automatic doors while entering the facility before the doors were repaired. The Company was immediately called to evaluate the doors to determine the cause of the accident. It was quickly determined that the doors' sensors were no longer AAADM compliant. The sensors did not sense objects within a wide enough sensing field which created blind spots and contributed to the accident.

### SOLUTION

The medical facility quickly approved replacing the sensors on all automatic doors throughout the facility. The sensors were installed on the swing side and approach side of eight different doors. Afterward, the medical facility enrolled in the Company's annual AAADM Inspection and Preventive Maintenance programs to help ensure the doors operate properly and are maintained in a code compliant manner. This service is now a part of the facility's annual budget.



*Approach Side Sensors*



The Company provides sales, installation, service, and monitoring for all types of commercial security systems and products in the new construction and existing facility marketplace.

- Access Control Systems
- Intrusion Detection Systems
- Video Surveillance
- Parking Control and Revenue
- Gate Operators
- Telephone Entry and Intercom Systems
- Mass Notification Systems
- Monitoring Services

A facility's physical security starts with the proper combination of electronic security devices such as access control card readers to activate electrified door hardware, CCTV / surveillance cameras and recording devices, intrusion detection and alarm systems, and the operating software to program, run, and monitor these various security components. Physical security requirements vary widely for each facility depending upon building type, function, security levels, and risks, public versus private usage, and asset protection value. Security systems can be stand-alone, networked, integrated, hard-wired, and wireless, hosted in "the cloud", and can include almost any combination of these elements for proper deployment within and throughout a facility.

The Company offers a broad range of electronic security products and services to provide customers with the very best physical security system for facilities and personnel needs, budgets, existing conditions, and future requirements. The Company has trained and certified electronic security specialists that design, install, program, service, and repair all types of security products and systems. Additionally, the Company offers multiple levels of Preventive Maintenance (PM), Service Plan, and monitoring programs in support of the physical security systems and customers we serve.

## IMPROVING PERFORMANCE AND TECHNOLOGY

With technological advancements and improvements constantly being made to physical security products, operating software, and networking systems, it is imperative that a facility's security provider offers products, systems, and services built with forward and backward compatibility to maximize the investment. The Company works with facility owners and managers, IT Directors, and related stakeholders of a building's security system(s) on an ongoing basis to assure they are current with newly released products and technologies that can lower costs, improve performance, and integrate new technology expansion into existing security systems. Electronic and Security Services include:

- Video monitoring pedestrian traffic in and out of a facility
- Site surveys gaps in a facility's security system
- Customizing a security system service plan for a facility
- Integrating security systems throughout a facility, on-site or off-site



*Keypad Mortise Lock*

## NEW ACCESS CONTROL MAINTAINS HISTORIC ARCHITECTURE

### PROBLEM

A fraternity houses' wood entry doors on a university campus were not integrated into the campus security system. The houses were built in the 1940's and were constructed of plaster walls and ceilings making it difficult to run wiring for an access control system. The university did not want to use wire molding because it would detract from the historical architecture.

### SOLUTION

The wood doors were retro-fitted with wireless mortise locks, exit devices, and panel interface modules with power supplies to connect the wireless locks to the campus access control system. A similar solution had been installed on campus a year prior and the university was pleased with the system and felt it would be the right solution for the fraternity house. The students now use card access control to enter the house. The fraternity houses are now more secure allowing only authorized members' access, while the wireless system helps to maintain the aesthetics of the mid-century homes.



*Wireless Mortise Lock*



*Discreet and Compact Surveillance Solution*

## COVERT SURVEILLANCE NABS UNSUSPECTING THIEVES IN ACTION

### PROBLEM

A customer working at a large parking facility was noticing large discrepancies in parking fees and vehicle counts being turned in by attendants after each shift. Vehicle detector loops count how many vehicles enter the lot through each of the 20 entry lanes on a daily basis. At the end of each day, the parking facility manager visits each ticket booth to collect and tally daily revenue. After several consecutive months of revenue shortages, the customer began to suspect attendants stealing from the cash drawers. Since more than one attendant may work from the same cash drawer, the customer needed a way to visually verify collections.

### SOLUTION

The Company installed two standalone megapixel IP covert cameras in a custom hidden enclosure inside the two ticket booths that had the largest money short fall. The cameras were mounted over the cash drawers to confirm each attendant was collecting the correct parking fee for each event. The cameras installed were capable of recording up to a week of constant video on an internal secure digital (SD) card. At the end of the week, the manager collected both SD cards from the cameras to review. During the customer's review of the video the suspicions of theft in those two booths was confirmed. The customer was so pleased with the result, six more of the covert camera solutions were purchased to install in more booths that also reported shortages in the past. Once the operation was complete, the cameras were removed.



*Miniature HDTV Cameras*



The Company provides sales, installation, service, and monitoring for all types of residential and commercial entrance gate systems and related products in the new construction and existing facility marketplace.

- Parking Garage Entry Systems
- Residential Community Gate Systems
- Campus Gates and Access Control
- Pedestrian Gates and Turnstiles
- Telephone Entry Systems
- Gate Operators and Controls
- CCTV/Monitoring Systems
- Card Readers, Keypads, and Sensors

Properly designed and installed perimeter and entrance gates, and related access control and monitoring systems, are an important component to a facility's or residential community's overall physical security program.

The Company offers specific gate system products and services that address all performance requirements that a commercial or residential facility might have, whether it be a stand-alone system or one tied into the facility's existing access control and/or CCTV/surveillance system(s).

## IMPROVING PERFORMANCE

The Company offers multiple solutions for facility and property owners and managers of existing gate systems to increase performance and reduce operating expenses. These can include:

- Service, repair, or replacement of a gate system's operator to properly lift, lower, or slide the physical gate or barrier based on frequency of use, weight of load, speed of operation, and related operating factors
- The addition of sensors, activation controls, and access control devices that can more effectively manage the gate's operations and reduce needed maintenance and repair cost
- A Preventive Maintenance (PM) program designed specifically for a facility's gate system(s) that provides for regularly scheduled service to reduce overall repair/replace expenses and costly system downtime

## INCREASING SAFETY AND SECURITY AT THE GATE

A wide variety of emerging products and technologies offer increased safety and security for both new and existing gate systems. Some of the products that can be incorporated into an entrance gate system are:

- Safety products such as covers for exposed rollers, protective mesh screens, gate sensing edges, guard posts, and instructional signage
- Sensors, actuators, and related safety products that meet new UL 325 requirements to prevent entrapment, injury to pedestrians, and damage to vehicles

# CONSTRUCTION SERVICES



The DH Pace Construction Services Group offers a complete line of Construction Specifications Institute (CSI) Division 6, 8, 10, and 11 products under a single contract for commercial new construction and major existing facility projects. Installation of these products can also be provided under an installation services contract.

The Construction Services Group provides a broad range of products and services, including: millwork, carpentry, overhead doors, entry door systems, and integrated security systems. Division 10 specialty products, such as: restroom partitions and accessories, lockers, and mailboxes are also available. The Construction Services Group also works with owners and end-users on the coordination of multi-year, multi-phase building upgrade and renovation projects.

The DH Pace Construction Services Group achieves professional project management through industry leading software to deliver projects that are on-time, under budget, and that consistently exceed customer expectations.

Representation projects include:

- Kauffmann Center for Performing Arts  
Kansas City, MO
- Phoenix Children's Hospital  
Phoenix, AZ
- Marriott Star Pass Resort  
Tucson, AZ
- Washington Convention Center  
Washington D. C.
- Arrowhead and Kauffman Stadiums  
Kansas City, MO
- Federal Express World Headquarters  
Memphis, TN
- Nelson Atkins Museum of Art  
Kansas City, MO
- Western Missouri Medical Center  
Warrensburg, MO
- Progress West Healthcare Center  
St. Louis, MO
- AOL - Online Data Center  
Manassas, VA
- HCA Independence Regional Hospital  
Independence, MO
- Georgia State University Science Building  
Atlanta, GA
- Federal Reserve Bank  
Atlanta, GA
- Kansas City Municipal Auditorium  
Historical Door Replacement  
Kansas City, MO



The DH Pace National Accounts Group provides sales, installation, and service on a full range of door and dock related products to multi-location customers on a regional and nationwide basis. The Company offers customized programs for new construction, remodel, service, and repair applications that cover all types of door openings from the front door to the back dock. The purchasing of these products and services from the DH Pace National Accounts Group, as a single provider, creates significant opportunities for multi-location customers to reduce their total cost of ownership over the lifetime of their facilities.

#### NEW CONSTRUCTION AND REMODEL

- National Coverage
- Specification Consulting
- Stock Inventory Programs
- Customized Project Management Services
- Key System Management Programs
- Site Assessment Surveys

#### SERVICE AND REPAIR

- National Coverage
- Application Consulting
- Part Replacement Programs
- Customized Reporting
- Preventive Maintenance Programs
- Inspection and Testing Services

Consistent nationwide coverage, high performance, and quick response times, along with centralized services such as dispatch, reporting, and invoicing, are some of the hallmarks of the DH Pace National Accounts Group. Whether a project calls for new facility construction, existing facility repair/replacement, or emergency repair services, the DH Pace National Accounts Group has the capacity, expertise, and customized solutions to professionally handle each customer transaction – anywhere, anytime.



Stars represent DH Pace locations. The Company's National Accounts Group is centrally headquartered in Kansas City, Missouri. Project work is performed throughout all fifty states, Canada, and the Caribbean.

APPLICABLE PROGRAMS: Preventative Maintenance, Site Assessment Survey, and Facility Standards Consulting



## **NATIONAL COVERAGE**

The DH Pace National Accounts Group has established a nationwide network capable of performing emergency repairs, routine maintenance, and complete unit replacements anytime and anywhere throughout the United States. At the core of this network is a Company-owned fleet of over 500 sales, service, and installation vehicles, each manned with a highly trained professional with years of experience. The Company operates a state-of-the-art national call center employing a variety of custom Internet-based systems that facilitate customer communication and dispatch coordination to deliver these services quickly and professionally.

## **FULL SERVICE DOOR AND DOCK EXPERTS**

The DH Pace National Accounts Group develops customized programs to assist multi-location customers managing every type of opening in their facilities - from the front entry doors to the back dock doors and every opening in between. As an industry leading distributor for the products and services offered, the Company provides considerable knowledge and expertise in each product category, creating solutions that deliver best-in-class results for each customer's specific needs.

## **SERVICES FROM NEW FACILITY CONSTRUCTION TO EMERGENCY REPAIR**

The Company has dedicated in-house teams that work with architects, general contractors, and related construction professionals to design and deliver a complete range of door products on new construction and remodel projects. An experienced team of project managers, detailers, and purchasing professionals coordinate the delivery of specified materials from coast to coast that meet even the most challenging project requirements. Team members also work with customers to structure service and repair programs in existing facilities that include preventive maintenance, emergency service, and break/fix repair work. The combination of these teams' coordinated efforts permits the Company to develop unique programs to reduce the total cost of ownership for its customers.

## **CUSTOMIZED PROGRAMS**

The DH Pace National Accounts Group works to develop programs to meet the unique needs of each customer. From how service or project requests are processed to interfacing with customer's software platforms, and from parts inventory programs to detailed performance reporting, the Company is committed to developing and refining the systems necessary to reduce the length of service duration and the total cost of ownership over the life of the opening systems under its care.

## **NATIONAL KEY SERVICE CENTER**

The Company's National Key Service Center can establish new key systems, manage existing key systems and develop customized inventory programs to support customer requirements. The Service Center can provide all locksmith services including cutting keys, pinning cores, and maintaining system records to customers who outsource this work and can also support customers who perform some or all of these functions in-house. Programs can be customized to meet the needs of each customer.



The Company provides sales, installation, and service for all types of residential garage doors, operators and related products in the new home construction and existing home marketplace.

- Sectional Doors
- Garage Door Openers
- Steel Insulated Doors
- Entry, Storm, and Patio Doors
- Entrance and Security Gates
- Carriage House Style Doors
- Multi-Family Access Control
- Carport Enclosures

Residential garage doors are the largest and heaviest moving objects in most homes, and their safe maintenance and operation is critical to a family's and home's safety and security. Additionally, due to its overall size and influence on the architecture and curb appeal of the entire residence, the aesthetic considerations of a new garage door purchase is an important design decisions for most homeowners. Trained Company representatives work with home builders, architects, property managers, and home owners at all levels in the selection, installation, service, and repair of residential garage doors and operators, entry doors, and security gates.

## IMPROVING PERFORMANCE

The Company offers multiple product and service solutions for residential garage door openings and operating systems. These can include:

- The addition and proper placement of an exterior keypad or interior actuator that allow the homeowner and their family to open and close the garage door more conveniently and effectively
- The replacement of the garage door operator with a model designed to better lift and lower the load of the door, or more quietly operate if there are living quarters above the garage area
- Better insulation of the opening through higher R-value steel doors, gasketing, and related accessories
- An annual Preventive Maintenance (PM) program that inspects, adjust, and lubricates the working parts of each garage door and operator to be sure they are in good and safe working condition

## INCREASING SAFETY AND SECURITY AT THE HOME

Most residential garage doors incorporate the use of a heavy spring that is tightly wound for proper operation. For the homeowner's safety, only professionals should adjust these springs, along with the tension cables, or other working parts of the garage door system. Visit [DHPace.com](http://DHPace.com) for information regarding garage door and opener safety tips.

## CUSTOM VEHICLE GETS UNIQUE SWINGING CARRIAGE DOORS



*New Carriage Door Closed*

### PROBLEM

A customer had purchased a roadster vehicle and wanted the home's open air carport enclosed to keep the vehicle inside and protected. Unfortunately, the carport had unusually deep jambs and very little headroom for a traditional upward acting garage door. Also, the inside jambs did not leave enough depth for the customer to park the roadster. Even with a low headroom track, the opening height would be very short. The customer wanted a carriage style door and wanted to be involved in the design process.

### SOLUTION

The Company suggested a swinging carriage door to eliminate the low headroom problem. The Company was able to custom design out-swinging wooden carriage doors with input from the customer. The doors were custom built and mounted to the car port with continuous hinges using a unique operator with a pair of swing arms attached to the carriage door to operate the doors. The carriage doors open smoothly and quietly by pushing the remote transmitters or the wall mount button. The roadster now parks conveniently and safely in the now enclosed car port.



*New Carriage Door Open*



*Steel Garage Door*

## DRESSING UP YOUR HOME FRONT ON A BUDGET

### PROBLEM

A customer needed a new garage door and would be taking advantage of the opportunity to update the entire exterior of the home to improve the home's curb appeal. The customer wanted a custom-made wood garage door, but the cost was beyond the budget.

### SOLUTION

The Company thought creatively and ordered a flat white steel door, which happens to have a wood grain appearance. The Company's carpentry shop added synthetic wood trim to the doors to give them a wood door panel appearance. The doors were then stained to give them a wood-like appearance. The customer was pleased with the solution and added matching shutters to the window above the garage and added a matching entry door. The home now has a durable wood-like steel door without the cost or maintenance of a wood product, while still creating a high-end look for the home.



*Custom Steel Garage Door*



## CEO STATEMENT

It has never been more important for businesses to accept the large role they play in the success of our overall economy and the communities they serve. Acting as a responsible employer, treating customers fairly, being engaged in helping those less fortunate and minimizing our environmental impact all have a huge impact on the strength of our local communities and thus our nation. I am proud of the work our employees did in 2012 and the positive impact it had on the communities we serve. We are committed to building on these accomplishments and continuing this work in 2013 and beyond.

- Rex E. Newcomer, CEO

## SERVING OUR CUSTOMERS

Education: The Company invests significant resources providing training for employees, customers, and end-users, through its DH Pace University training events and programs. In 2012, over 1,200 individuals attended training sessions that totaled 2,840 classroom hours.

Process Improvement: During 2012, the Company implemented the use of 'rugged tablets' to perform FireCheck® (fire-rated door) inspections. This device has increased the speed and accuracy of the inspection process and the communication/ distribution of the inspection results through a built-in bar code reader, camera, and WiFi capability.

Customer Surveys: Obtaining customer feedback is important to evaluate how the Company does business. During 2012, the Company expanded the number of survey delivery options to improve reporting capabilities. Over 110,000 surveys were sent with results routinely shared with employees. Customers continue to be contacted directly to resolve any issues discovered in the surveys.

Code Compliance: New construction projects, as well as repairs to existing buildings, require compliance to model building codes and installation standards. The Company has trained Code Resource People (CRP) to answer questions and help design code-compliant solutions.

## SERVING OUR EMPLOYEES

Wellness: Employees were offered a wellness rate for having a routine physical exam, completing an on-line health assessment and attending a benefit enrollment meeting. Over 90% of the Company's employees participated and received the wellness rate.

Communications: Employee surveys continue to be a strong communication feedback tool for the organization, and two activity specific surveys were conducted this past year. Additionally, employee town hall forums were held in each of the Company's operating divisions, resulting in the implementation of numerous employee suggestions. Quarterly employee newsletters continue to communicate corporate and divisional information, while an expanded Intranet site offers employees both direct and remote access to the most current Company news and events.

Benefit Programs: The Company offered one-on-one benefit enrollment meeting with employees to review their benefit options for the plan year and to be introduced to two new voluntary plans – Voluntary Critical Illness and Voluntary Accident. These new voluntary products and the recent addition of a consumer driven Qualified Deductible Health Plan with a Health Savings Account were offered to continue meeting the needs of our employees and their families.



## COMMUNITY SERVICE

The Company has a longstanding tradition of supporting charitable causes in the communities they serve. The Company empowers and supports local employee teams, called TeamImpact, that encourage co-workers to get involved in charitable activities, wellness events, and participate in employee focused activities. In 2012, 90 TeamImpact related events were held company-wide where employees donated time, money, support, and many household items.

- Emergency Food Assistance
- Educational Scholarships for Inner-City Youth
- Urban Healthcare Clinics
- College Scholarships for Lower-Income Students

## PROMOTING ENVIRONMENTAL SUSTAINABILITY

Recycling: The Company actively encourages various recycling projects. In 2012, 1,200 tons of steel, 29 tons of aluminum, 35 tons of paper and cardboard, as well as 714 copier/printer cartridges were recycled. The Company's fleet department recycled over 2,000 gallons of waste oil, 907 tires, and 142 vehicle batteries.

New Division Lighting Upgrade: In St Louis, Missouri, the recently acquired building was retrofitted with narrower T8 lighting and light motion sensors to improve energy efficiency. Offices, restrooms, and common areas have been equipped with the motion sensors to trigger the lights on when an employee is present. The energy savings gained from this new lighting system is expected to pay for itself in less than 24 months.

Green Building Movement: The Company supports the green building movement by investing in the necessary knowledge, training, and certifications to support sustainable construction practices. The Company is certified in a number of its locations by the Forest Stewardship Council (FSC), and supports the work of the U.S. Green Building Council (USGBC) by participating in the LEED green building certification system.

## GOVERNANCE PRACTICES

E. E. Newcomer Enterprises, Inc. is the parent company of DH Pace Company, Inc. Its nine member board of directors meets quarterly, and currently consists of six outside directors and three management directors.

- Eric Hansen, Board Chairman, Attorney, Payne & Jones, Chartered
- Rex E. Newcomer, President - CEO, E. E. Newcomer Enterprises, Inc.
- Robert C. Newcomer, Attorney, R.C. Newcomer Law Office
- N. Nelson Newcomer, Sr. Vice President, E. E. Newcomer Enterprises, Inc.
- David Bywaters, President / Treasurer, Lawrence-Leiter & Company
- Paul J. Fissel, Banking Consultant
- Larry C. Miller, Sr. Executive Vice President and CFO, E. E. Newcomer Enterprises, Inc.
- Lloyd Hill, Senior Partner, Hillco World Wide, LLC
- Ronald L. Stier, Managing Partner, Arcady Capital Company, LLC

# DHPACE

Everything Doors Since 1926



**PRODUCTS**  
 Commercial Overhead Doors  
 Industrial, High Speed, and Specialty Doors  
 Loading Dock Equipment  
 Entry Door Systems and Automatic Doors  
 Electronic Security and Gate Systems  
 Residential Garage Doors and Openers

**SERVICES**  
 Emergency Service  
 Part Sales and Service  
 Preventive Maintenance Programs  
 Product Installation and Distribution  
 Inspection and Testing Services  
 Site Assessment Surveys  
 Facility Standards Consulting

DH Pace offers a complete range of door and door related products and services for both new construction projects and existing facilities. The Company currently operates under the Overhead Door Ribbon brand name in numerous markets across the United States. This relationship as an authorized distributor partner with Overhead Door Corporation goes back to 1926. The Company markets certain products and services under DH Pace group names, including: National Accounts, Systems Integration, and Construction Services. In Colorado, DH Pace trades under the Ankmar name.



**ARIZONA**  
Phoenix

**GEORGIA**  
Atlanta  
Gainesville

**MISSOURI**  
Blue Springs  
Central Missouri  
Greater Kansas City  
Joplin  
Springfield  
St. Louis

**NEW MEXICO**  
Albuquerque  
Farmington  
Santa Fe

**COLORADO**  
Colorado Springs  
Denver  
Loveland

**ILLINOIS**  
St. Louis

**OKLAHOMA**  
Oklahoma City

**KANSAS**  
Greater Kansas City  
Wichita

**NEVADA**  
Las Vegas

Contact us today for all your door needs at [DHPace.com](http://DHPace.com)

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