



CASE STUDY

KLAUSSNER FURNITURE COMPANY • ASHEBORO, NC

CLOPAY® MODEL 600

Klaussner Furniture Distribution Center chose over 190 Clopay® Model 600 doors for reliability and economy.

FEATURES

G-60 Hot-Dipped Galvanized Steel Skin

Patented Tog-L-Loc™ Fastening System Eliminates Rivets and Welds (prevents rust)

Clopay®'s Standard 3-Stage Paint Process

Pre-painted End Stiles

True 25 Gauge Steel

5 Year Limited Warranty



The Clopay® Model 600 is the choice of architects, building owners and contractors when *economy and reliability* are required.

Take for example Klaussner Furniture who selected the Clopay Model 600 for their new warehouse/distribution facility. Klaussner wanted an economical product since they planned to use over (190) 8' x 9' dock doors for their expansive distribution facility.

The Model 600 was selected not only for its economy, but also for its five year warranty and true 25 gauge steel. Competitive bids included products with lesser warranties and nominal gauge steel. With Clopay, Klaussner knew they would get precisely what they ordered.

Additionally, the efforts and reputation of Clopay's Authorized Dealer, Asheboro Garage Door, made Klaussner's decision very easy. Darrell and Richard Kennedy of Asheboro Garage Door worked very closely with the contractor in the bid process, educating them not only on the Clopay product, but also on the competition. "We acquired samples of the competitive product for a hands-on comparison. This technique was very helpful demonstrating why the Model 600 is the best economy commercial door on the market," explains Darrell Kennedy.

Clearly demonstrating to Klaussner why they made the right decision, Asheboro installed all 128 doors (Phase 1) in only six days. "All we had to do was figure out how to install the doors quickly to meet the contractor's time constraints. We knew we didn't have to worry about the quality of the Clopay product," said Kennedy. *The complete job was shipped without a defective or damaged section, or a missing part.*

Using this job as a point of reference Kennedy said, "The next time Klaussner or the contractor needs a door, I'm confident Clopay and Asheboro Garage Door will be their only choice."

