



## Manufacturing Case Study: *ArmRLite*

A 64-year-old residential and commercial aluminum and glass garage door manufacturer.



**BONNELL**  
ALUMINUM®



### **About Our Customer:**

ArmRLite is a 64-year-old residential and commercial aluminum and glass garage door manufacturer located in Piscataway, NJ. The company serves all 50 states in the US via a vast dealer/installer network. The company's impressive customer list includes Starbucks Coffee, Barnes & Noble, BMW, BJ's Warehouse and more.

### **ArmRLite Markets:**

ArmRLite provides residential and commercial overhead doors found in car dealerships, casinos, restaurants and bars, stadiums, and office buildings as well as specializing in custom options from firehouse entrance doors to push out awning windows, among many other applications.

### **ArmRLite's Finished Products:**

The company features award winning designs from national industry publications including Architect, Reuters, The New York Times Magazine, and House & Garden. They uniquely weld their garage door sections, while other manufacturers use bolts or screws to connect sections together. They also have the distinctive ability to customize glass and aluminum garage doors to their customers' unique needs.



### **ArmRLite's Unique Challenge to Bonnell:**

Product quality and development assistance are among ArmRLite's first considerations when choosing new suppliers. The company's founder, Jack Dourney, had been using Bonnell Aluminum for decades until he entertained aluminum extrusions from another supplier and became dismayed at the quality issues he encountered.

ArmRLite has now been sourcing extruded aluminum door components from Bonnell Aluminum for 64 years.





### **Bonnell Aluminum's Key Role:**

Besides being responsive and providing excellent customer service, Bonnell Aluminum continuously delivers extruded products meeting ArmRLite's ever-changing needs from its served markets.

Services provided include:

- Precision cut-to-length
- Innovative racking methods concealing rack marks during anodizing
- Custom anodized finishes
- Custom packaging to ensure maximum product protection
- Fast turn-around on products



### **The Solution:**

Bonnell Aluminum was able to successfully assess ArmRLite's quality requirements and recommend solutions.

### **The Results:**

For ArmRLite, Bonnell Aluminum has been a quality-controlled, trouble-free supplier of aluminum extrusions. All products must perform under a variety of weather conditions and repeated usage, and must meet ArmRLite's very high standards for aesthetics, fit and function.

To see more of ArmRLite's award winning residential and commercial door offerings, click here: [armrlite.com](http://armrlite.com)



### From ArmRLite:

When transitioning the leadership of his company to his daughter, Shannon Dourney, Jack Dourney exclusively requested Bonnell Aluminum be ArmRLite's aluminum extrusions supplier.

Jack states "we love our inside sales representative, Connie Bush. She takes immaculate care of our account and is one of the most personable people on the planet. Her attention to details keeps everything running smoothly".

"Our relationship with Sherry Hayden, our sales representative, is newer but we are finding that she is very good with people. John Zbytniewski, Eastern Region Sales Manager for Bonnell Aluminum, has been our go-to-person for decades. John is well known in the industry and respected for his vast knowledge of the aluminum extrusion market. In summary, thanks to their people, Bonnell Aluminum is always innovating and developing new ways to deliver top-notch quality to our company".

## ABOUT BONNELL ALUMINUM

Bonnell Aluminum provides a unique mix of high-quality products, along with truly customized solutions and support, to meet their customer's specific market-driven needs.

Within the competitive marketplaces we serve, only Bonnell Aluminum can offer the unmatched combination of organizational strength, stability and longevity; proven leadership and expertise; breadth and depth of capabilities; and innovative, out-of-the-box solutions to continually meet the highest standards and exceed the expectations of our customers.

With over 1,800 employees and 6 manufacturing facilities located across the United States, our expertise in Lean Manufacturing, Total Productive Maintenance and operational excellence allows us to assign the highest priority to what matters the most to our customers' business.

**To learn how Bonnell can meet your customized extruding needs, please contact us at:**  
[www.bonnellaluminum.com](http://www.bonnellaluminum.com)

