

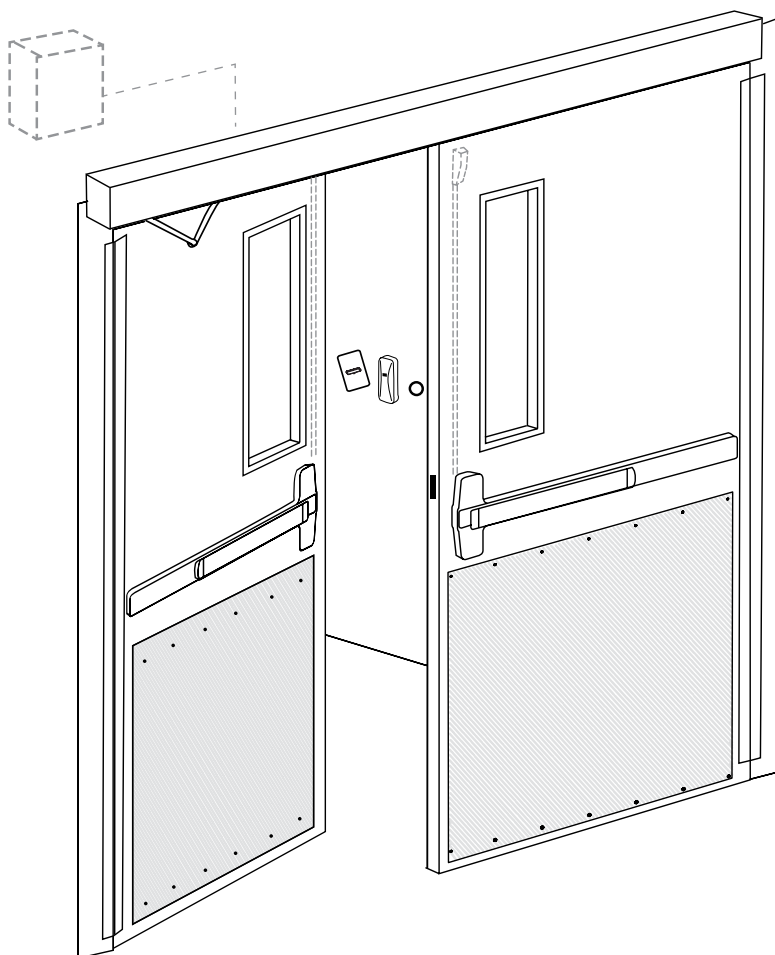
Total Access

News and Insights from the Door Openings Industry



**Johnson County
Courthouse
Designed To Meet
County's Criminal
Justice Needs for
75 Years**

Page 6



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OPENING REMARKS

Hello,

I'm Byron Whetstone, CEO at American Direct, and I want to share with you some observations I've had about a disruption that is underway. In our traditional business as a contract hardware dealer, we're being disrupted by technology, we're being disrupted by the manufacturers we buy product from and we're being disrupted by competitors.



Competitors that we never thought would be in the space.

The battle rages around us as to who owns the door, and if you're looking at those three issues, technology comes to mind. Manufacturers want us to buy products, but our clients, our customers, even our general contractors want to discuss how the building is going to perform. They want to discuss what the field conditions are, where the video surveillance can be located. They want to discuss how all of the technology can be incorporated at the door and what services we can provide.

In the old days, we didn't provide technology, we provided mechanical doors, frames and hardware. In the old days, commercial integrators didn't provide mechanical doors frames and hardware, they provided technology. Those two industries are on a collision course and if you are preparing for the future, if you are looking at the trends, then you are thinking about technology. Specifically, technology as it relates to the manufacturers. They want us to provide products that they sell, we should be providing products that define value. It's clear that technology defines value in the environment in which we live. The best value is found in recurring revenue, with software. This is where we are headed, we need to be distributors that can provide that value so that we can participate in those same revenue streams.

The new reality in our business is not about bidding jobs to general contractors. Users are making the tech decisions and our job is to approach end users with a value-add technology design. A design that includes technology at the edge of the door. We at American Direct want to own the door.

Thank you,

Byron W. Whetstone
CEO, Chairman, American Direct



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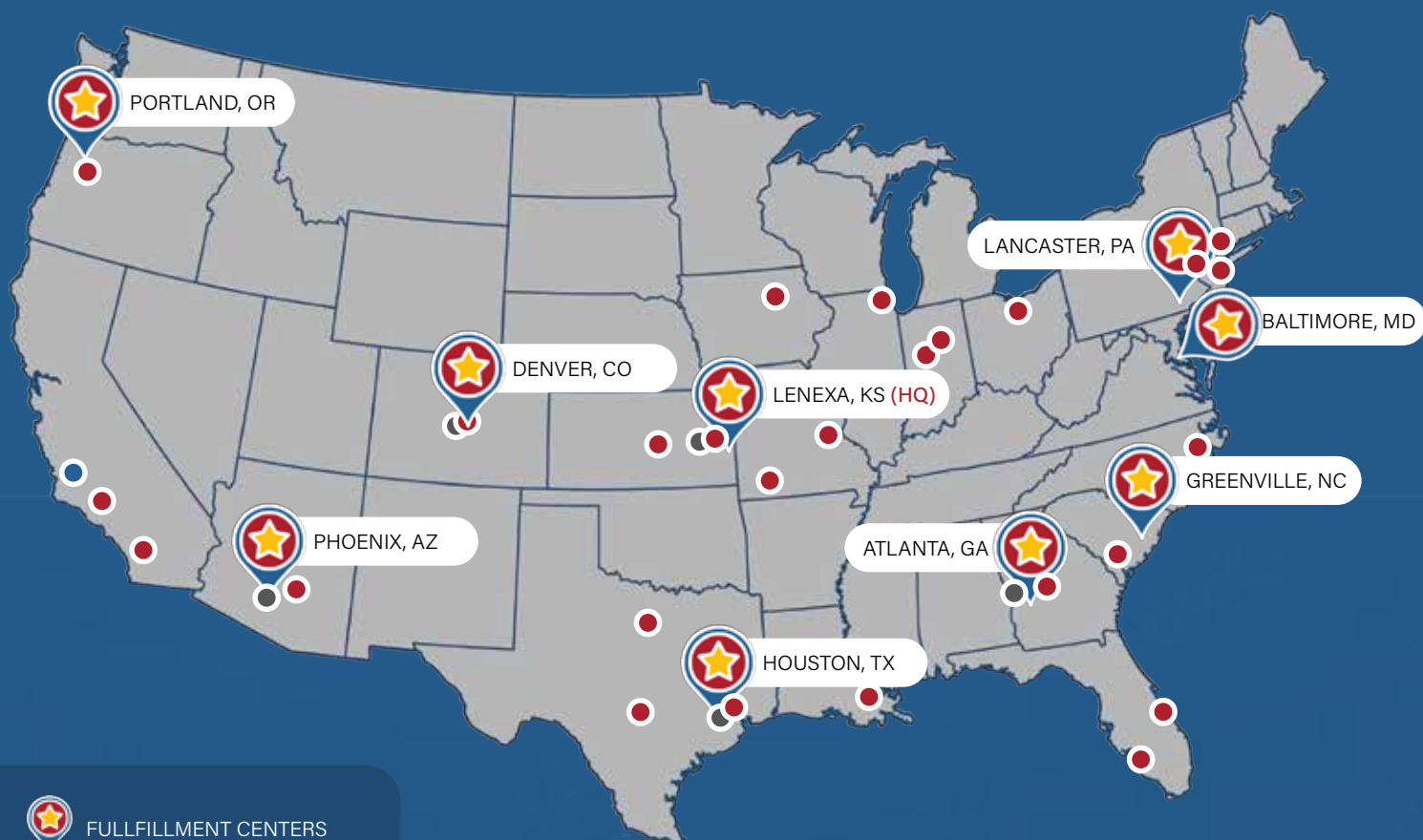
TotalAccess

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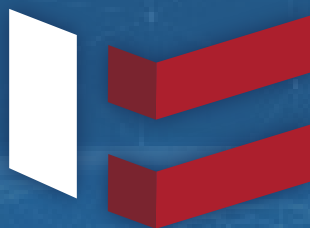
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THE VERDICT IS IN:

Johnson County Courthouse is a Forward-thinking, Community-oriented Judicial Building

by Juliette B. Bradley

Johnson County, Kansas, includes 20 cities, six public school districts and seven townships. It covers 477 square miles and is the most populous county in the state of Kansas. In fact, the population has increased ten fold over the last 69 years.

In 1952 when the first official Johnson County courthouse was built, the facility had two courtrooms, a jail and three judges. Two building wings were add-

ed in 1954 and 1968 along with an eight-story tower in 1975. Fast forward to 2016 and this powerhouse county was ready for, and in need of, a new courthouse. Following approval of a 10-year, quarter-cent, public safety sales tax by Johnson County voters, construction of the new \$193 million, 356,831 sq. ft. courthouse began in mid 2018.

JE Dunn was the design builder for the new court-



Photo Credit: Alistair Tutton Photography

Multiple factors were considered for the design team to choose the best and most effective hardware for each opening throughout the courthouse.

house to serve all functions of the Tenth Judicial District Court, District Attorney and supporting spaces. The Tenth Judicial District Court includes Criminal, Civil, Family, Veteran's, Probate and CINC courts along with High-Volume Traffic and Small Claims.

Fentress Architects, design architect, and TreanorHL, architect on record, utilized a sensitive design approach to meet the overall requirements and facilitate pedestrian movement around Olathe's civic center. The project was designed to USGBC LEED Gold with principles as delineated by the WELL Building Institute to serve Johnson County for the next 75 years, accommodate the expected growth of 10,000 residents per year and fulfill the County's goal to reduce energy by 30 percent.

To align with Kansas geology and history, the courthouse's prominent facade features a limestone-clad ribbon wall above the main entry and the "Emporium of Justice," where visitors enter and pass through security. The state-of-the-art facility boasts an open, welcoming design, providing a visual connection and quick access to the most frequently used public spaces in the courthouse.

JE Dunn Senior Project Manager Alan Moore says the project team strived to make sure every decision had a positive impact for the community and its use of the courthouse in mind as well as specific project goals which included that the new courthouse be:

1) An example of exemplary civic architecture and urban design that is environmentally and

operationally efficient.

- 2) A benchmark project for other government entities relative to quality, delivery and performance.
- 3) Innovative, welcoming and safe, improving and enhancing the environment for staff and county residents/visitors.

The original courthouse was built such that prisoners, jury members and judges could cross paths, which presented a safety issue. The new courthouse design needed to address that. "We designed it so that an elevator system could get the accused individual up from the holding cell to the courtroom without ever having to pass by a judge or the jury," says Moore. "There are so many entities that operate in the new courthouse which made

COURTROOM 2B

Judge Robert Scott
Division M2

DATE	2022	2023	2024
2/1/2022	10:00 AM	10:00 AM	10:00 AM
2/2/2022	10:00 AM	10:00 AM	10:00 AM
2/3/2022	10:00 AM	10:00 AM	10:00 AM
2/4/2022	10:00 AM	10:00 AM	10:00 AM
2/5/2022	10:00 AM	10:00 AM	10:00 AM
2/6/2022	10:00 AM	10:00 AM	10:00 AM
2/7/2022	10:00 AM	10:00 AM	10:00 AM
2/8/2022	10:00 AM	10:00 AM	10:00 AM
2/9/2022	10:00 AM	10:00 AM	10:00 AM
2/10/2022	10:00 AM	10:00 AM	10:00 AM
2/11/2022	10:00 AM	10:00 AM	10:00 AM
2/12/2022	10:00 AM	10:00 AM	10:00 AM
2/13/2022	10:00 AM	10:00 AM	10:00 AM
2/14/2022	10:00 AM	10:00 AM	10:00 AM
2/15/2022	10:00 AM	10:00 AM	10:00 AM
2/16/2022	10:00 AM	10:00 AM	10:00 AM
2/17/2022	10:00 AM	10:00 AM	10:00 AM
2/18/2022	10:00 AM	10:00 AM	10:00 AM
2/19/2022	10:00 AM	10:00 AM	10:00 AM
2/20/2022	10:00 AM	10:00 AM	10:00 AM
2/21/2022	10:00 AM	10:00 AM	10:00 AM
2/22/2022	10:00 AM	10:00 AM	10:00 AM
2/23/2022	10:00 AM	10:00 AM	10:00 AM
2/24/2022	10:00 AM	10:00 AM	10:00 AM
2/25/2022	10:00 AM	10:00 AM	10:00 AM
2/26/2022	10:00 AM	10:00 AM	10:00 AM
2/27/2022	10:00 AM	10:00 AM	10:00 AM
2/28/2022	10:00 AM	10:00 AM	10:00 AM
2/29/2022	10:00 AM	10:00 AM	10:00 AM

11:59 AM
MIDNIGHT

THE COURT

COURTROOM 2B

10:00 AM



Photo Credit: Timmerman Photography

it challenging to accomplish all of the goals and still have an aesthetically pleasing building.”

JE Dunn partnered with American Direct to provide opening solutions. American Direct Regional Sales Manager Eric Van Scoy worked closely with the design team. Moore recalls, “We had what I called a ‘Door & Hardware Summit’ with American Direct where we had detailed conversations about each door opening. We would discuss whether the door would need card access, did it need a kick plate, should it have an alarm if it opened, and other technicalities critical to function.”

Johnson County was committed to their current access control software and the door locking devices in the new courthouse were required to integrate with it. American Direct understands the need to accommodate other systems and worked with JE Dunn to provide solid recommendation on compatible product.

Because of the nature of a courtroom, many Sound Transmission Class (STC) doors were required. STC doors have complicated hardware and the doors for the new courthouse had quite a bit of glass in them which pushed the technical issues of the door making it more difficult to install. But the biggest issue with the STC doors was the schedule. Typically STC doors have a 16-18 week lead time, which is much longer than standard doors. Van Scoy was able to provide not only the STC doors on time but his team provided extended field service because STC doors have heavy seals and the ADA regulations require that the doors close with a limited amount of pressure, requiring several post installation pressure tests.

The construction project wasn’t without challenges. The site was a redevelopment brown field site that the county had procured, right across the street from the original courthouse. Moore says, “We had to cut open the main thoroughfare in Olathe in order to tie into the existing prisoner transport tunnel. This 8-week task took place over the winter months and involved two



Sound Transmission Class (STC) doors were installed in between the courtroom and the defendant holding area. A credential must be presented in order to gain entrance through these doors.



Photo Credit: Alistair Tutton Photography

snowstorms but we handled it and got the main road re-opened on time and as promised to Johnson County and the city of Olathe.”

And of course, there was COVID-19 to deal with. “When COVID hit, we had 300+ personnel on site. Like so many other projects during that time we had to figure out how to protect worker health. Everything from worker screening, masking, sanitizing of the building, to restocking rest rooms with soap and hand sanitizer,” says Moore.

At the time of this publication printing, the “old” courthouse has been demolished and there are plans underway for the area to become a green space known as Johnson County Square. Plans under consideration include a variety of potential amenities, including an ice rink, a dog park and an art garden. When the “old” courthouse was demolished, 75% of the bricks were saved for recycling, so perhaps Johnson Countians will see a familiar look at the new Johnson County Square. 🇺🇸

“ We had what I called a ‘Door & Hardware Summit’ with American Direct where we had detailed conversations about each door opening. We would discuss whether the door would need card access, did it need a kick plate, should it have an alarm if it opened, and other technicalities critical to function.

Alan Moore
JE Dunn

”

Johnson County Courthouse

Footprint

\$193 million, 356,831 sq. ft. seven-story facility incorporating 28 new courtrooms.

General Contractor:

JE Dunn

Project Contributors

Emergency Key Access

Knox Box

Key Cabinets

Lund

Hinges

McKinney

Auto Operators

Norton

Door Seals

Pemko

Accessory Hardware

Rockwood

OH Stops, Magnetic Holders

Rixson

Mechanical Locks, Exit Devices, Closers

Sargent

Access Control Locks and Exit Devices

Sargent Harmony

Power Transfers

Securitron

Invisible Hinges

Soss

Renters at Vista Brooklyn Have All They Need in “Jax”

by Juliette B. Bradley

The Brooklyn community in Jacksonville, FL (or “Jax” as locals refer to it) has historical significance dating back over 100 years and that unique heritage and culture is part of what is making this hip neighborhood home to new businesses and residents.

Whether these residents are active frequently in the largest urban park system in the country, visiting world-class museums, or shopping the street fairs and craft markets, they will all agree with the city’s slogan, “It’s easier here.”

Brooklyn residents are seeing the result of growth in their community by way of an increase in innovative construction along Riverside Avenue. Restaurants, parking garages and hotels have already made their mark and Vista Brooklyn, a high end mixed use development including apartments and 13,000 sq. ft. of retail and restaurant space is a recent addition.

Located at 200 Riverside Ave., Vista Brooklyn’s location is the ideal ur-

ban living spot. The apartment community includes 308 units ranging from studios to three-bedroom apartments and offers common co-working spaces and views of downtown Jacksonville and the St. Johns River. The top floor boasts “Club Vista” where residents can enjoy the 10th floor pool deck, a beer garden, an expansive clubroom with gaming area, televisions, pool table and accordion doors that open to the outdoors. The technogym fitness studio has been used by the PGA and Olympic athletes and after a workout residents can stop by the Latte Lounge before taking Fido out to the onsite dog park. Brasfield & Gorrie served as the general contractor and partnered with American Direct to provide opening solutions.

American Direct Regional Sales Manager Dennis Trumble consulted with Brasfield & Gorrie’s design team to assist in the coordination of the door and hardware schedule. Bras-

field & Gorrie Project Manager Joel Nunnery says, “American Direct was very good about coordinating the doors to make sure that the hardware functioned well with the doors and frames. They asked hundreds of questions up front to eliminate potential issues that could come up later and I appreciated that.”








Photo Credit: Tanner Photography, LLC

An important concept in the design of Vista Brooklyn is co-working spaces including this one on the 10th floor.

An access control software had been previously specified for Vista Brooklyn and American Direct was charged with identifying a compatible lock for the residential unit entries — one that had quality function and the aesthetic look and feel of the community. The lock that was recommended was the Saffire LX-D Series stand-alone battery powered smart dead bolt which is equipped with Bluetooth Low Energy (BLE) technology and gives the residents the added convenience

of using a smart device, in addition to fobs, to access their residence, common areas and the perimeter. The lock operates with a completely sealed, high performance reader and has up to 2 years battery life under normal operation. With Saffire LX-D, changes to the lock credentials can be made quickly and cost effectively.

Nunnery says, “American Direct was very organized, timely and responsive and because of that experience, I offered them the opportunity to bid

a second job, Shorebreak Ventures Office Building in Neptune Beach, FL which is currently underway.” 

Vista Brooklyn

Footprint

308-unit mixed-use development in flourishing Brooklyn community.

General Contractor:

Brasfield Gorrie

Project Contributors

Mag Hold Opening
ABH

Finger Pulls
Cal Royal

Locks, Exit Devices, Closers
Falcon

Overhead Stops
Glynn Johnson

Hinges, Flush Bolts, Kick Plates, Door/Wall Stops
Ives

Key Cabinets
Lund

Gasketing, Threshold, Door Bottoms
Pemko

Viewers
Rockwood

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Locks, Dummy Trims, Deadbolts
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Privacy Locks
Yale



Photo Credit: Tanner Photography, LLC

Architectural-grade bamboo plywood and veneer Plyboo sliding barn doors add a modern touch and provide a sleek enhancement to privacy for the residents.



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The Pillar of Promise Fund was created to ensure the financial stability of Heartland International Ministries.



Our goal of \$1,000,000 to sustain the commitment to our pillars of Sharing the Gospel, Building Communities, and Doing Good Work will allow the work of H.I.M. to carry on for decades to come.



Editorial Commentary:

Many of you know that American Direct has been a long-time supporter of faith-based not-for-profit enterprises. H.I.M. is a 20 year relationship for global mission to support livelihood projects, schools and orphanages, church planting and disaster recovery. Last year H.I.M. provided over \$175,000 to feed and support indigenous people through the COVID-19 pandemic. We hoped by adding this project awareness that we might reach some people who might be willing to provide some financial gifts to this great cause. Amen.

Byron Whetstone



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New Hybrid Channel Paradigm = “Disruption”?

by Byron Whetstone, American Direct CEO/Chairman, American Direct



Recently there has been some extensive speculation about the need for disruption/change in the “contract hardware distribution” channel. Examples given, include “pre-install of hardware before shipment to jobsites”, expected advances in modular construction, and an evolution of the general contractor as a more hands on channel partner. All those examples are true and momentum continues to increase these conversations.

However, for me and American Direct, the real disruption underway in the channel comes first, from the manufacturers whose products we sell and second from competitors we never thought would be in our space. The battle rages around us, as to who owns the door, and if you’re looking at that fight the future of technology at all levels in the buildings must be top of mind.

Manufacturers want us to buy products they specify, but our clients, our customers, even our general contractors want to discuss how the building is going to perform with the specified products or why is there a scope gap related to technology performance. The clients want to discuss what the field conditions are for the access openings, where the video surveillance can be located, is there a specialized credential that can provide data analytics for the building as it functions for safety and security. They also want to discuss how all of the technology can be incorporated at the door and what services we can provide.


In the old days, we didn't provide technology, we provided mechanical doors, frames and hardware. In the old days, commercial systems integrators didn't provide mechanical doors frames and hardware, they provided technology. Today the systems integration business and the contract hardware business are on a collision course, because to meet the evolution of the quickly emerging hybrid channel you have to be able to provide value design around technology no matter the specification. If you are preparing for the future hybrid channel, if you are looking at the trends at the edge of the door, then you are thinking about the role of technology.

Specifically, technology as it relates to the manufacturers of electrified locking hardware, electronic exit devices, wall readers and wireless or wired solutions. These manufacturers want us to provide products that they sell, no matter the expectation for field performance and we should be providing products that define value and technology application. Some of the manufacturers do not have the complete product line to meet the field performance expectation. There is clear evidence that technology defines value in the environment in which we live. Some use the term digital, not digital but total technology design and analytics.

An overwhelming technology channel consensus understands that re-

curring revenue is the best value is find stickiness and also loyalty to the serviced providers. Recently, a study found that 82% of Americans were Amazon Prime subscribers. An annual recurring payment amount that is staggering. Same perspective applies to safety and security products, licensing, support agreements, annual renewals all are recurring revenue. Whether the recurring revenue, is with access control software, credentials or surveillance this is where we are headed as a channel.

If the manufacturing community produces recurring revenue requirements for their products we need to be equipped as distributors that can provide that value so that we can participate in those same revenue streams.

Finally, the new reality in our business is not about bidding jobs to general contractors, of course we will continue to view the marketplace job by job, but today end users are making the tech decisions and our job is to approach end users with a value-add technology design. A design that includes technology at the edge of the door – we at American Direct are the only company today in the space that can provide a turn-key technology solution, that includes access-control, systems integration and mechanical openings products anywhere in the United States. Our intention is to be the leader in this hybrid-channel and we want to own the door with Total Security solutions. 



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A clear vision of our Ideal future is to be THE national leader in designing, innovating, offering the greatest in product selection and nationwide commercial integration. Totally integrated security solutions at the door opening.

See how our security solutions can help with planning, developing and bringing your next project to life.

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Two Solutions

One Vision



Openings Studio™



Opening lifecycle software for architects, contractors and owners for use in design, construction and facility management.

- Visualize doors, frames and hardware
- Create Division 08 and 28 specifications
- Smart Tag installed openings with QR code labels
- Dashboard management of openings



PRO-TECH



Project management software for distributors with enhanced features for estimating, detailing and ordering of architectural hardware, doors and frames.

- Simplified project detailing with advanced features
- Default and custom price books for hardware and material
- Easily generate door, frame and hardware estimates and schedules

*Together, taking architectural projects from beginning to end.
Contact us at <https://pages.assaabloydss.com/one-vision>
for more information or a demo.*

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