RISE ABOVE

NAEC 2019 EDUCATIONAL CONFERENCE

April 14 - 17

Naples Grande Beach Resort
Naples, FL

National Association of Elevator Contractors
1298 Wellbrook Circle NE • Conyers, GA 30012
P: 770.760.9660 • F: 770.760.9714 • Email: info@naec.org
US Only: 800.900.6232 • US & Canada: 888.847.7530
NAEC.org/conference

Conference Agenda

As of February 22, 2019

Sunday, April 14

11:00am–4:00pm	Registration & Hospitality
3:00pm–4:00pm	**Contractor Member Session**
3:00pm–4:00pm	**Supplier Member Session**
3:00pm–4:00pm	**Associate Member Session**
7:00pm–9:00pm	**Welcome Reception**

Monday, April 15

7:30am–12:00pm	Registration
8:00am–9:15am	**Opening Breakfast:** Keynote Speaker Jack McCall – Re-Energizing Organizations: Finding Your Second Wind In This Warp-Speed World
9:30am–10:30am	**Education:** Revisiting Residential & Commercial Stairway Lift Standards – Patrick Edwards, Access Elevator
10:00am–12:00pm	**Education:** The Disconnect in Organizations: How to Reconnect and Return to What's Important NOW – Jack McCall
12:00pm–6:30pm	Official Golf Tournament* - Naples Grande Golf Club
1:00pm–5:00pm	Edison & Ford Winter Estates Tour*
1:30pm–3:00pm	**Open Mic Session:** Moderator – Donald Gelestino, Champion Elevator

Tuesday, April 16

8:00am–12:00pm	Registration
8:30am–10:00am	**Education:** Coated Traction Products - A Milestone in Elevator Rope Technology – Pat Dreps & Joseph Thompson, Brugg Lifting North America
8:45am–9:45am	**Education:** Time Management: Either you Run the Day or the Day Runs You – Lien Randle, Mitsubishi Electric US, Inc.
9:00am–1:00pm	Florida Everglades Airboat Excursion*

10:15am–11:45am	**Education:** Job Descriptions – How to Get Them & What To Do With Them – Karen Hopkins, The Hopkins Group
10:30am–11:30am	**Education:** A New Code Requirement for Door Equipment – James Marinelli, Electrodyn Systems, Ltd.
	LUNCH ON YOUR OWN
1:00pm–2:00pm	**Education:** Rank Higher in Google by Elevating Your Digital Personality – Dean Heasley, Nashville Marketing System
1:30pm–3:30pm	**Education:** Elevator Safety Instruction – Lee Rigby, Elevator Safety and Technical Services
5:30pm–6:30pm	**Reception**

Wednesday, April 17

8:00am–12:00pm	Registration
8:00am–11:30am	**Roundtable Discussions–Track 1** 1. What's My Company's Long-Term Goal – Dominik Sachsenheimer, Maven Group, LLC 2. Working With a Recruiter – James Boydston, Handi-Lift Inc. 3. CEO Best Practices Roundtable – Jay Arntzen, Genesis Elevator
8:00am–11:30am	**Roundtable Discussions–Track 2** 1. OSHA Alliance and Best Practices – David Smarte, NAEC Education & Safety Committee 2. Through Floor Lifts ("Shaft-Less Lifts") – Craig Pilkington, Wessex Lifts 3. Working with AC Drives on Various Elevator Systems – Jeff Johnson, Magnetek, Inc.
12:00pm–6:00pm	No Frills Golf Tournament* - Tiburon Golf Club
7:00pm–8:30pm	**Dregs Event**

*Optional–Advance Ticket Purchase Required
Bold–included in full registration

Education Highlights

Monday, April 15

9:30am–10:30am
Revisiting Residential & Commercial Stairway Lift Standards
Speaker: *Patrick Edwards, Access Elevator*

Stairway lifts for private residences (Section 7) and commercial (Section 4) applications are subject to ASME A18.1. Commercial lifts must provide a higher level of safety than that for home applications and are also covered by the International Building Code with regard to building egress and to the National Electrical Code with regard to electrical safety. Part of the discussion will be strategies for obtaining approval for commercial stairway lifts as they relate to Title II of the ADA for reasonable accommodations as well as safety and liability considerations when working outside the parameters of the standards that pertain.

10:00am–12:00pm
The Disconnect in Organizations: How to Reconnect and Return to What's Important NOW
Speaker: *Jack McCall*

Disconnections in organizations are being driven by emerging technologies and energy-draining workloads. Unprecedented reform and increased regulations have thrown change in hyper mode. In this presentation, Jack will walk the audience through problems created by The Disconnect in Organizations, and focus on what's important today.

1:30pm–3:00pm
Open Mic Session
Moderator: *Donald Gelestino, Champion Elevator*

Donald Gelestino will moderate this open mic gathering. The session provides a time when members can discuss their thoughts, concerns and issues.

Tuesday, April 16

8:30am–10:00am
Coated Traction Products - A Milestone in Elevator Rope Technology
Speakers: *Pat Dreps & Joseph Thomas, Brugg Lifting North America*

Developed as a world's first, CTP combines technological innovations into a state-of-the-art plastic-coated rope specifically designed for the elevator industry. Approved in Europe for traction sheaves with a diameter of only 115mm, CTP ropes have been already installed in over 100,000 elevators in Europe. Tested by means of simulation in the laboratory, under real-life conditions, and certified by Liftinstituut, CTP meets the highest demands on function and efficiency.

8:45am–9:45am
Time Management: Either you Run the Day or the Day Runs You
Speaker: *Lien Randle, Mitsubishi Electric US, Inc.*

At the end of this session participants will know how to align and prioritize their activities with their own goals and objectives and how to identify time killers. Time is precious – it's the only thing you can't buy so don't waste it: Use It!!

10:15am–11:45am
Job Descriptions – How to Get Them & What To Do With Them
Speaker: *Karen Hopkins, The Hopkins Group*

Attendees will be in instructed on what is a job description, why do we need them, how to use them in the recruiting and hiring process, legal compliance requirements. This will be an interactive session and participants will write a job description. As the first step in recruitment, a well written job description is a must.

10:30am–11:30am

A New Code Requirement for Door Equipment

Speaker: *James Marinelli, Electrodyn Systems, Ltd.*

During this presentation, the presenter will be covering the code language and some insights as to the best methods for compliance. Mr. Marinelli will also touch on the insurance aspect of providing a failsafe system to reduce premiums.

1:00pm-2:00pm

Rank Higher in Google by Elevating Your Digital Personality

Speaker: *Dean Heasley, Nashville Marketing Systems*

Learning what buttons to push so that you'll rank higher in Google is vital in today's digital world. More and more property managers are turning to the internet to research elevator contractors. You'll learn about on-page vs. off-page SEO and what aspects of those Google pays the most attention to.

1:30pm-3:30pm

Elevator Safety Instruction

Speaker: *Lee Rigby, Elevator Safety and Technical Services (ESTS)*

The course will be based on the Elevator Industry Field Employees' Safety Handbook (EIFESH), Sections 10 and 11, as a continuation of a series that started with Section 1. The presentation will show each Item within these two sections, along with photographs and OSHA information.

Wednesday, April 17

ROUNDTABLE DISCUSSIONS - TRACK 1 8:00am–11:30am

1. What's My Company's Long-Term Goal - *Dominik Sachsenheimer, Maven Group, LLC*

This roundtable will answer the following questions: How do I make my company most valuable today and for future generations? How do I avoid pitfalls, while building a successful enterprise? Determining my "real" long-term goal for business. The presenter will also discuss potential exit strategies; overview on mergers and acquisitions in the elevator industry.

2. Working With a Recruiter - *James Boydston, Handi-Lift Inc.*

Join this roundtable to discuss the value and the various steps of using a recruiter in your search for employees. Mr. Boydston will discuss choosing the right recruiter, starting the process with a recruiter and what to expect during this experience.

3. CEO Best Practices Roundtable - *Jay Arntzen, Genesis Elevator*

This roundtable discussion will be centered around best practices. Participants can bring their hot topics for discussing with the group.

ROUNDTABLE DISCUSSIONS - TRACK 2 8:00am–11:30am

1. OSHA Alliance and Best Practices - *David Smarte, NAEC Education & Safety Committee*

This roundtable will be led by the Chairman of the NAEC Education and Safety Committee. Mr. Smarte will provide attendees with an update on the Alliance between NAEC and OSHA. The session will review the Development of the Best Practices – LO/TO and Fall Hazards.

2. Through Floor Lifts (Shaft-Less Lifts) - *Craig Pilkington, Wessex Lifts*

As the number of Through Floor Lifts increases in the North American market, this is an opportunity to discuss these devices with one of the markets leading manufacturers. The presentation will cover the ASME 17.1 Code as it applies to Through Floor Lifts, and relevant Essential Health and Safety Requirements.

3. Working with AC Drives on Various Elevator Systems - Jeff Johnson, Magnetek, Inc.

Attendees participating in this roundtable will be able to better understand the ease when modernizing with an AC elevator system. Mr. Johnson will be showing how to size, install and program AC elevator drives. Participants will learn how to use on-line tools to help with drive sizing or energy savings and how computer, web and smartphone tools will benefit you in the field.

Conference Highlights

Welcome Reception

Sunday, April 14 • 7:00pm–9:00pm

Unwind, relax and immerse yourself in the luxurious beauty that Naples, Florida, has to offer. With its soothing breezes and the stunning views of the Gulf of Mexico, you're in for a treat! Tonight, you will have the opportunity to reunite with old friends and meet new ones during this casual reception at the Mangrove Pool.

Opening Breakfast

Monday, April 15 • 8:00am–9:15am

Enjoy a sit-down breakfast before starting a day full of education and networking. NAEC President, Gary Schuette, will give his State of the Association Address reporting on various committees followed by Keynote Speaker, Jack McCall, sharing self-improvement strategies, self-care practices, and techniques to help reclaim your personal and organizational momentum.

Reception

Tuesday, April 16 • 5:30pm–6:30pm

Before exploring Florida's Paradise Coast, join us this evening in the Vista Ballroom and have a cocktail, or two, at this informal reception.

Dregs Event

Wednesday, April 17 • 7:00pm–8:30pm

Meet us on the Sunset Verandah as we wrap up the Conference in NAEC style. Sounds of the tropics fill the air as we savor these last moments to bid farewell to friends until next time. Charleston, South Carolina, here we come!

Optional Activities

Official Golf Tournament

Naples Grande Golf Club · 1pm Shotgun Start
Monday, April 15 · 12:00pm - 6:30pm

Naples Grande Golf Club is a highly acclaimed, Rees Jones-designed private course. Renowned golf architect Rees Jones designed a par 72 championship course that proves both interesting and challenging. Each hole at this demanding course promises an exhilarating new experience. With extraordinary elevations and unique water features expertly incorporating the indigenous Florida foliage, this course offers stunning fairways for year-round play for guests of Naples Grande Beach Resort.

The fee of $275 for members and $300 for non-members covers cart, green fees, transportation, boxed lunch and beverage cart during tournament and prizes. *See note for Golf Outing participants below.

Edison & Ford Winter Estates Tour

Monday, April 15 · 1:00pm - 5:00pm

The Edison and Ford Winter Estates date from 1885, when Thomas Edison first visited Southwest Florida and purchased the property to build a vacation home. The Edison and Ford Winter Estates contain a historical museum and 21-acre botanical garden on the adjacent sites; the winter homes of Thomas Edison and Henry Ford beside the Caloosahatchee River in southwestern Florida.

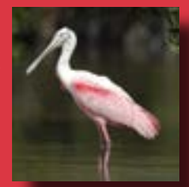
The fee of $120 for members and $145 for non-members includes taxes and gratuities, round trip transportation, private tour of the historic homes and gardens of the Edison and Ford families, led by enthusiastic Site Historians, as well as admission into the museum and the Edison Botanic Research Laboratory.

Florida Everglades Airboat Excursion

Tuesday, April 16 · 9:00am - 1:00pm

Rev up the engine and get ready to explore the Florida Everglades aboard a thrilling airboat ride!

Climb aboard these well maintained, state of the art airboats for an up-close Everglades airboat swamp tour adventure that only a few have been able to experience. Until now! The experienced airboat tour guides will take you deep into a 200-acre preserve to see exotic tropical wildlife and plant life, rare species of birds and oh yes, alligators! During your Everglades tour you'll glide effortlessly through both waterways and marshlands, down paths and around ponds, where you'll get the chance to observe a slice of nature that most people only see in pictures or on TV!



The fee of $140 for members and $165 for non-members includes taxes and gratuities, round trip transportation, 60 minute airboat ride, noise blocking headphones and LIVE Alligator Show!

No Frills Golf Tournament

Tiburón Golf Club · 1pm Shotgun Start
Wednesday, April 17 · 12:00pm - 6:00pm

From your first drive to your last putt, you will find yourself at one with nature and a part of the world's ultimate golf experience. Tiburón golfers enjoy unique stacked sod wall bunkers, coquina shell waste bunkers and the absence of conventional rough. Designated as a Certified Audubon Cooperative Sanctuary by Audubon International, Tiburón strives to protect and enhance its natural surroundings.

The fee of $260 for members and $285 for non-members covers cart, green fees and transportation. *See note for Golf Outing participants. below.

***Please Note:** Golf Outing participants are required to wear clothing that is customary to golf. Players must wear collared shirts and golf shoes and may not wear sweat pants or cut-offs. Participants are expected to use proper conduct while on the golf course property. Players are responsible for obeying the posted daily cart path rules, replacing divots, repairing ball marks on the green and raking of sand traps. Unruly behavior, foul language, throwing of clubs, hitting shots into groups will not be tolerated. All golfers will be expected to adhere to proper golf etiquette including ready golf and keeping within sight of the foursome in front.

****Any optional activity not meeting minimum head count requirement may be subject to modification or cancellation.**

Resort Guide

Naples Grande Beach Resort

Set on 23 breathtaking waterfront acres, Naples Grande Beach Resort, offers world-class amenities. NAEC guests of The Spa at Naples Grande can find a place to renew mind, body and spirit. Receive 10% off spa services upon request. For guests who self-park, it is recommended to drop off your luggage and loved ones at the front drive prior to parking, as there is no elevator directly to the lobby from the garage. The staircase to the lobby is located in the center of the garage. Guests are welcome to use the pool elevator from P2 (first garage as you enter the resort) which will bring you to Sunset Veranda which is located on the lobby level. Self-parking $18/night, valet $28/night

Reservations

A limited number of rooms have been set aside until March 22, 2019. Room reservations must be made directly to Naples Grande Beach Resort by:
Phone: (844) 210-5931
Online: www.naec.org/conference
Please identify yourself as part of the National Association of Elevator Contractors and use **Group Code: GSSI** to receive the conference room rate. Room rates are $254 plus taxes and fees, for single or double occupancy. In order to guarantee your reservation, your credit card number will be required.

Credit Cards

Naples Grande Beach Resort accepts all major credit cards.

Transportation

Naples Grande Beach Resort is 30 miles from Southwest Florida International Airport (RSW).

Southwest Florida International Airport has a number of options for your ground transportation needs, including all major Rental Car Companies (www.flylcpa.com/rentalcars) and prearranged Taxis & Sedan Service (www.flylcpa.com/othertrans). For more information, you can call the Ground Transportation Booth at 239-590-4738. This booth is located on the Lower Level Terminal curb by Door 3.

On-site Airport Rental Car Facility - Arriving passengers should proceed downstairs, exit baggage claim and walk across the street to the rental car facility.

Recommended Dress

During April in Naples, Florida, the average high is 82 degrees and an average low of 65 degrees.
"Business casual" is suitable at all times and best describes appropriate attire for the area. All NAEC functions are casual. Plan on relaxed attire for the optional activities–and comfortable shoes are a MUST.

Hotel Address

Naples Grande Beach Resort
475 Seagate Drive
Naples, FL 34103

Disclaimer

While NAEC has a number of rooms blocked at the Naples Grande Beach Resort for our program, any unsold rooms will be released for general sale after March 22, 2019. Waiting until this date will not ensure that you will get a room. Rooms are sold on a first-come, first-served basis, so don't delay…

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