

NAEC Annual Convention & 2021 Exposition

October 4 - 7, 2021



**NAEC
NOLA**

2021 Convention and Exposition

presented by
VANTAGE
THE POWER TO MOVE

New Orleans Ernest N Morial Convention Center

NEW ORLEANS

Why you should attend the NAEC 2021 Convention & Expo

This annual event makes an impact on your business when you join thousands of industry peers at the largest vertical transportation show in North America! Engage with 200 suppliers in our industry, participate in educational sessions, secure continuing education credits, and expose your employees at all levels of education and technology.

THE EXPO

Discover new and innovative products, services, and ideas to strengthen your business and to stay competitive. Interact directly with industry professionals and get up close and personal with the manufacturers.

EDUCATION

NAEC's Convention includes Educational sessions presented by leading experts in the industry giving you the opportunity to earn Continuing Education credits necessary for certification.

NETWORK

NAEC's Annual Convention & Expo provides ample opportunities for networking with other industry professionals as it will expose you to new contacts, new businesses to work with and new ideas for your business success.

KNOWLEDGE

Become educated on your industry so you can better support your clients and customers by utilizing all the resources this event has to offer.

HAVE FUN!

Good times with old friends and new adds excitement to any event.
So reward your hard work with some NAEC FUN!

Convention Highlights

Welcome Reception

Monday, October 4
6:30pm - 8:30pm

“Laissez les bon temps rouler” with your friends and colleagues as we welcome you to New Orleans along the banks of the Mighty Mississippi on the Mark Twain Courtyard of the Hilton New Orleans Riverside. Tonight, you will be immersed in the history and cuisine of the Crescent City by sampling some quintessential New Orleans fare while networking and making new acquaintances. We can’t guarantee you’ll catch any beads, but we can guarantee a fun time!

Cocktail Reception

Wednesday, October 6
5:30 pm – 7:00pm

Kick back, relax, and enjoy a cocktail with your peers and unwind from a day of education and walking the tradeshow floor. Meet us in the Convention Center’s La Nouvelle Orleans Ballroom before heading out to enjoy all New Orleans has to offer.

Awards Breakfast

Thursday, October 7
8:00 am – 9:30 am

The Awards Breakfast is the time for recognition of achievement. Included will be the installation of the 2021-2022 Officers of the NAEC Board of Directors and the installation of the new Board Members. The Awards Ceremony will include awards for exhibit booths, the President’s Award as well as the William C. Sturgeon Distinguished Service Award.

Dregs Party

Thursday, October 7
7:00pm – 9:30pm

Find out why New Orleans is called The Big Easy at the always popular Dregs Party. Tonight, we take over The Sugar Mill, a 19th Century-era sugar holding warehouse. This fun and casual evening will be just what you are looking for to close out the Convention. You can expect more of the great food New Orleans is known for along with some local entertainment to cap off the week. We aren’t going to say we saved the best for last, but...

Convention Agenda

MONDAY, OCTOBER 4

6:30am-2:30pm Golf Tournament*
 7:30am-5:30pm Registration Open
 8:00am-5:00pm Exhibitor Set-Up
 10:00am-2:00pm Tour*: Taste of Vieux Carre
 6:30pm-8:30pm **Welcome Reception**

TUESDAY, OCTOBER 5

7:30am-5:00pm Registration Open – New Orleans Convention Center & Hilton
 8:00am-5:00pm Exhibitor Set-Up
 8:00am-9:00am **Seated Breakfast**
 9:15am-10:15am General Business Session (Members Only)
 10:30am-11:30am Contractor Member Session
 10:30am-11:30am Associate Member Session
 10:30am-11:30am Supplier Member Session
 12:00pm-5:00pm Tour*: Airboat Adventure
 1:00pm-2:00pm Panel Discussion: "So Your Next Generation is a Woman? Let Us Tell You How Powerful She Can Be"
 1:00pm-4:30pm **Roundtables: Business Track**

- Simple Tactics to Maximize Repair Sales
- Process and Performance Improvement

 1:00pm-4:30pm **Roundtables: Technical Track**

- Code Standards and Liability: A Nexus to Know
- Residential Elevator Door Gap Safety Solutions

 2:30pm-3:30pm Panel discussion: "Family Businesses: Navigating Today's Environment of Acquisitions and Investments"
 5:30pm-6:30pm Leadership Reception (by invitation only)

WEDNESDAY, OCTOBER 6

7:30am-5:30pm Registration Open
 9:30am-5:00pm Exhibits Open
 10:00am-4:00pm **Educational Sessions**
 10:00am-11:30am Panel discussion: "OSHA Alliance"
 11:15am-12:15pm Education: "Code Requirements for Multimedia Emergency Communications"
 12:30pm-1:30pm NexGen Luncheon

1:30pm-2:30pm Education: "Alteration Testing Requirements – Code Data Plate"
 1:30pm-2:30pm Education: "Vertical Slide Freight Door Safety"
 2:45pm-3:45pm Education: "Using the Pixel Control System's Diagnostic Toolset to Gain Efficiency"
 2:45pm-3:45pm Education: Safety discussion
 5:30pm-7:00pm **Cocktail Reception**
 7:30pm-9:00pm Elevator Escalator Safety Foundation (EESF) Party

THURSDAY, OCTOBER 7

7:30am-3:30pm Registration Open
 8:00am-9:30am **Awards Breakfast**
 8:00am-6:00pm Committee Meetings
 9:30am-3:00pm Exhibits Open
 10:00am-2:00pm **Educational Sessions**
 10:00am-11:00am Education: "Fabrication and Installation Fundamentals for Grooved Hydraulic Elevator Piping"
 11:30am-12:30pm Education: "The Good, Bad, and Ugly of the Various Types of Hydraulic Oil in Use in Elevators"
 11:30am-12:30pm Education: "New Door Lock Monitoring Requirements for Existing Elevators"
 1:30pm-2:30pm Education: "Digital Transformation in the Elevator Industry"
 3:01pm-9:00pm Exhibit dismantling
 7:00pm-9:30pm **Dregs Party**

FRIDAY, OCTOBER 8

8:00am-5:00pm Exhibit dismantling



Educational Highlights

TUESDAY, OCTOBER 5

1:00pm – 2:00pm

NAEC Women's Panel Discussion

Moderator: CeCe Matot, Matot, Inc.

Speakers: Amy DiPaolo, Champion Elevator Corp.
Karen Kennedy Dodds, Kencor

Join these industry leaders for a discussion of women's experiences in the elevator industry.

1:00pm – 4:30pm

ROUNDTABLES, BUSINESS TRACK

1. Process and Performance Improvement

Speaker: Robert Masterson, Chief Technical Development Officer, Champion Elevator Corp.

Process improvement, how to increase productivity, how to manage a more effective business, and how to achieve better results.

2. Simple Tactics to Maximize Repair Sales

Speaker: Brad Hoersten, Founder and CEO, ElevatorZip

The most profitable part of your business is usually overlooked. Evaluate the potential of your portfolio, common reasons sales are missed, and simple tactics to get mechanics more involved with repair sales—so you can maximize revenue.

1:00pm – 4:30pm

ROUNDTABLES, TECHNICAL TRACK

1. Residential Elevator Door Gap Safety Solutions 2021 and Beyond

Speaker: Craig Jones, Owner, Country Home Elevator

The goal of this session is to openly discuss safety options and the process for getting code changes made. We will cover:

- A review of residential door gap code history.
- Review changes and process to make changes to the ASME 5.3 PRE code.

- Review current code for ¾" & 4" door gap rule.
- Discuss options and solutions for existing units & new installations.
- What tools are not in code yet and would they be viable options?
- Hazard Analysis.

2. Code Standards and Liability: A Nexus to Know

Speaker: Patrick Edwards, Soft Landings Vertical Services, Inc.

This session will show the very strong nexus between contractor legal liability (to customers and employees) and the application of code standards on a new project, maintenance or service. A contractor can be held liable for damage, injury, or disruption if the proper code standard is not followed.

The information to be used in the session is being developed from:

- My own experience
- Elevator/lift inspectors and consultants
- Liability insurance experts
- Manufacturers

Attendees will learn that ignorance of the code standard (law), or its improper application, is no excuse. It will also be stressed that ALL projects need meet some code standard, even if the local AHJ does not require a permit or inspection, in order to minimize liability if there is a future loss.

2:30pm – 3:30pm

Family Businesses: Navigating Today's Environment of Outside Investment

Moderators: Jeff Eaton, Lift Business Advisors
Dominik Sachsenheimer, Maven Group, LLC
Panelists: James Boydston, Handi-Lift
John Marshall, Sr., Action Elevator

Acquisitions and mergers in the elevator industry are increasingly prevalent as more outside entities join OEMs with investments in elevator businesses and suppliers. Both Maven & Lift Business Advisors are active in helping to facilitate these opportunities. The panel will offer guidance to elevator businesses considering their options.

Educational Highlights continued

WEDNESDAY, OCTOBER 6

10:00am – 11:30am

Panel discussion: OSHA Alliance

Speakers: Darnell Crenshaw, CSP, OSHA
James Touey, OSHA
Sandra A. Boudloche, OSHA
Tina Jones, OSHA

An interactive discussion on the OSHA Alliance and its members, its purpose, and the direction it will take the industry. The presentation will provide details about safety trainings being developed for the industry.

11:15am – 12:15pm

Code Requirements for Multimedia Emergency Communications

Speaker: Mark Yako, Wurtec

Understanding the changes and requirements of ANSI A17.B44 as it relates to elevator emergency communications.

1:30pm – 2:30pm

Alteration Testing Requirements – Code Data Plate

Speakers: Mike Hogan, MEI
John Rearick, Rearick & Company
Steve Romnes, MEI

This session will focus on modernization and alteration testing requirements based on current and past A17.1 codes and the A17.2 guide. Requirements will be presented based on the current code language in the 2019 edition of A17.1. Our presenters' goals are to help contractors, inspectors and consultants with a better understanding on how to recognize specific testing requirements for modernization, alteration and replacement acceptance tests.



1:30pm – 2:30pm

Vertical Slide Freight Door Safety

Speaker: Michael Ryan, Peelle

Vertical slide doors have evolved; the current product, hoistway doors and car doors, now include many safety and performance upgrades which pace passenger/service elevators. The Safety/Liability presentation will focus on the items common to all vertical doors which can be upgraded. Freight Elevators with vertical slide doors (freight doors) offer many years of service but are rarely upgraded, this presentation will highlight the available upgrades. As an example, vision panels, unlocking devices, car gate enhancements, lock, pull straps, etc., by replacing these often overlooked items the elevator contracts can improve safety, reduce liability, and offer extended service to the end user.

2:45pm – 3:45pm

Using the Pixel Control System's Diagnostic Toolset to Gain Efficiency

Speaker: Ron Ishimoto, Vantage Elevator
Solutions

Attendees will learn to use the advanced diagnostic toolset provided with the Elevator Controls' Pixel Control System to gain efficiency in installation, service, and repair.

2:45pm – 3:45pm

The 9 Safety Absolutes - What Are They?

Speaker: Ray Downs, TEI Group

The "Nine Elevator Industry Safety Absolutes" were created by NAEC and the NEII Safety Committee. They are best practices for maximizing safety and preventing injuries. This session will go into detail about the items that make up this list with examples that allow you to immediately implement them.

Educational Highlights continued

THURSDAY, OCTOBER 7

10:00am – 11:00am

Fabrication and Installation Fundamentals for Grooved Hydraulic Elevator Piping

Speaker: Dennis Love, Victaulic

From identifying the critical dimensions of a groove, to gaining expertise on installation procedures and best practices, this 1-hour session will provide an in-depth knowledge of grooved system fundamentals for hydraulic elevator piping.

11:30am – 12:30pm

The Good, Bad, and Ugly of the Various Types of Hydraulic Oil in Use in Elevators

**Speaker: Michael Johnson, Gorman
Company**

A study of the different types of hydraulic oil used in hydraulic elevators and the benefits and pitfalls of each type of oil.

11:30am – 12:30pm

New Door Lock Monitoring Requirements for Existing Elevators

**Speaker: Peter Novak, Claddagh
Electronics, Ltd.**

Many states are in the process of adopting new retroactive requirements in ASME Elevator Safety Code A17.3 for elevators and escalators. One of the requirements is for door lock monitoring (DLM), a system to monitor and prevent automatic operation with faulty door contact circuits. Review new DLM requirements, how to perform a proper field survey, and testing when installing a DLM unit.

1:30pm – 2:30pm

Digital Transformation in the Elevator Industry: The Role of Value Analysis and Customer- Centricity

Speaker: Guneet Bedi, relayr

The presentation gives an outsider's view on the movements of the independent elevator service market. We will analyze the reasons for the rising number of acquisitions over the years and identify drivers for achieving independence and resilience.



Optional Activities

OFFICIAL GOLF TOURNAMENT

Monday, October 4 • 6:30am – 2:30pm

8:00am Shotgun Start

TPC Louisiana

Located just 15 miles outside of the downtown New Orleans, TPC Louisiana offers an award-winning championship golf course that serves as the home of the PGA TOUR's Zurich Classic of New Orleans and hosts many other events throughout the year. TPC Louisiana was named "the #4 best upscale public golf course" by Golf Digest magazine when it opened to the public in 2004. TPC Louisiana is consistently included in Golf Week's "Best Courses You Can Play" plus appearing on Golf Digest's 2011 list of the Top 100 public Golf Courses.

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.

The fee of \$260 for members and \$280 for non-members covers cart, green fees, boxed breakfast, 2 drinks from the beverage cart during tournament, prizes, and deluxe round-trip transportation.



A TASTE OF THE VIEUX CARRE

Monday, October 4 • 10:00am – 2:00pm

Explore the heart of New Orleans! Indulge in and enjoy the flavor of Creole Cuisine as you learn how to recreate the magic of New Orleans Cuisine. Discover the folklore, customs and unique architecture of this European corner of America.

Stand in Jackson Square and take in the sweep of structures that comprise the largest concentration of historic buildings to be found in North America...St. Louis Cathedral, Cabildo, the Presbytere and Madam Pontalba's row houses.

Next, enjoy a highly entertaining patter about life in New Orleans as our lively Chef teaches you the steps in preparing Creole delicacies – a world famous cuisine that combines the finest elements of French and Spanish cooking with rich indigenous seafood, spices, and produce. Local specialty dishes such as Gumbo, Andouille Jambalaya and Bread Pudding with Whiskey Sauce will be demonstrated. Sample some of these delicacies as you enjoy a relaxing lunch, following the presentation. Pralines and recipe cards to take home are a perfect finish to this cooking delight.



Optional Activities continued

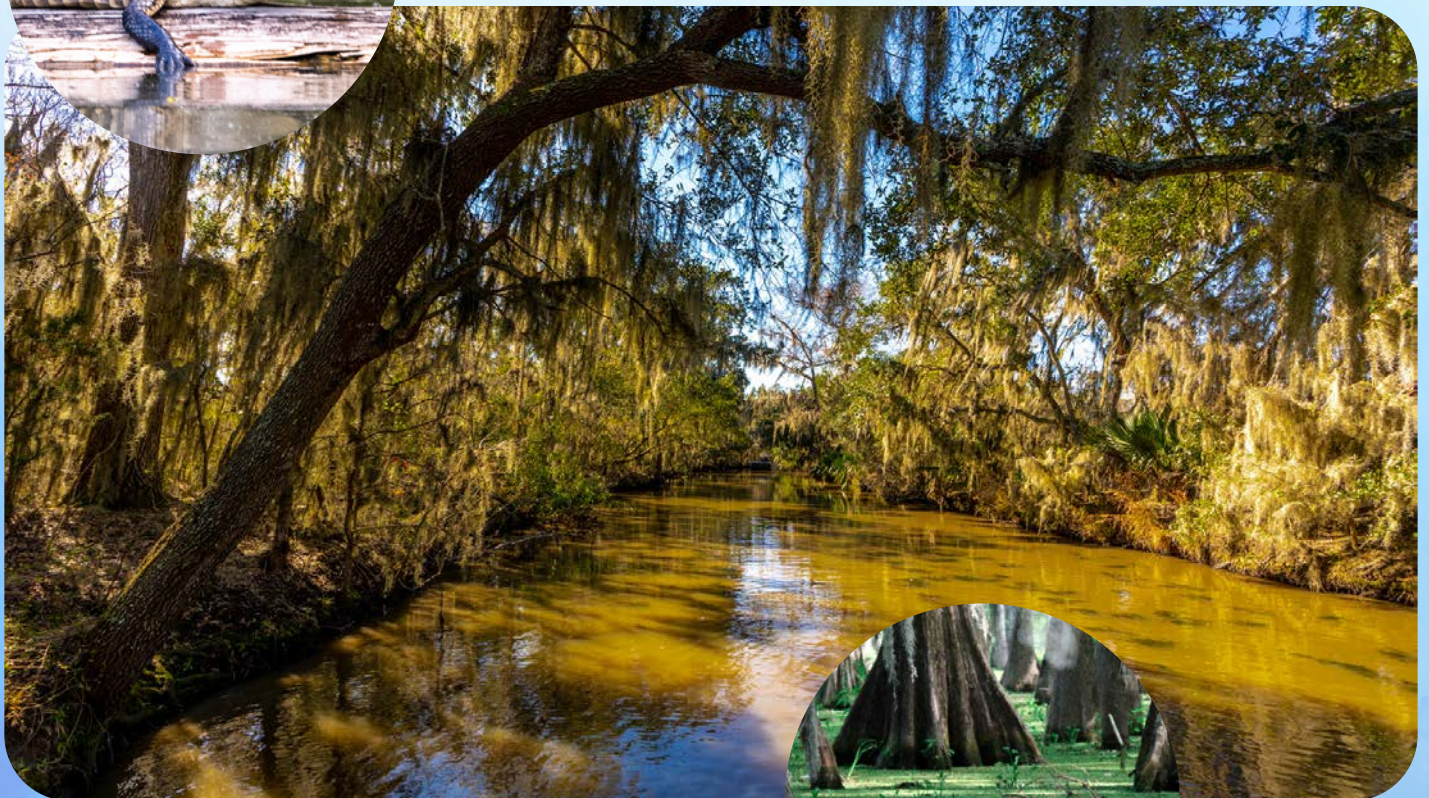
AIRBOAT ADVENTURE THROUGH THE SWAMP

Tuesday, October 5 • 12:00pm – 5:00pm



Experience the beauty and serenity of one of the wildest swamps and natural areas in North America into the vast interior of this mysterious ecosystem. Flourishing with Cypress trees draped in Spanish moss, wildflowers, and multitudes of indigenous aquatic plants, the swamp opens a path to the heart of Louisiana.

Kick it up a notch... zip through this vast marshland as your airboat skims the water's surface and discover a sanctuary for all forms of southern fauna. Magnificent egrets and Great Blue Herons burst into flight, and turtles dive watery depths. Your Cajun guide will stop along the way to explain the dynamic ecosystem, which supports many types of aquatic and terrestrial plant and animal life. Come face to face with muskrats, nutria, and the indisputable king of the realm, the American Alligator. Just as much of New Orleans is culturally different and unique, so are its natural habitats.



Exhibiting Companies

A - B

Adams Elevator Equipment Company
AFD Industries, Inc.
ALP Industries, Inc.
Alps Wire Rope Corporation
Automated Integration
Bore-Max
Brugg Lifting
Bruno Independent Living Aids
BTS Elevator Packages

C - D

C.E. Electronics
CAB SOLUTIONS
Cabworks Custom Elevators
Canadian Elevator Contractors
Assoc (CECA)
Canton Elevator, Inc.- Nidec Group
Castrol
CED Elevator & Electrical
CEL Components
Claddagh Electronics Ltd.
Cleveland Elevator
Concept Elevator Group
Courion
David Weber Oil Co.
Dura-Vator

E

East Coast Automation Sales, LLC
ECS Corporation
EDI-ECI
Eklunds, Inc.
Electrical Motor Repair Co.
Electronic Controls, Inc.
Elevator Controls Corporation
Elevator Equipment Corporation
(EECO)
Elevator Escalator Safety Foundation
(EESF)

Elevator Products Corporation
(EPCO)
Elevator Services Group
Elevator World
Elevators EV International
ELGO Electronic, Inc.
ELSCO (Elevator Safety
Company)
EMS Group, Inc.
Expert Service Solutions

F - G

FabACab
FIELDBOSS
Fixture Company, The
Formula Systems North America,
Inc.
GAL Canada
GAL Manufacturing
Garaventa Lift
Gillespie Corp.
Giovenzana International
GKD METAL FABRICS
Gorman Co., Inc.

H - L

HARMAR
Heidenhain Corporation
Hidral USA, Inc.
Hilliard Brake Systems
Hollister-Whitney Elevator
Corporation
I.T.I. Hydraulik
Imperial Electric- Nidec Group
Innovation Industries, Inc.
Inpro
Integrated Display Systems Inc.
International Steel &
Counterweights
James Monroe Wire & Cable Corp.
Janus
JM Associates/Burnham + Co a
Division of HUB International NE

KEB America, Inc.
Kings III Emergency
Communications
KONE Spares
Kuebler
Lift Business Advisors, Inc.

M - O

MAD Elevator, Inc.
MAGNA Lifting Products, Inc.
Mathis Electronics, Inc.
Matot, Inc.
Maven Group, LLC
Maxton Manufacturing Company
McDonough Elevators
MEI - Total Elevator Solutions
Merits Health Products - Pilot
MK Battery
Monitor Elevator Products, LLC
Motion Control Engineering
(MCE)- Nidec Group
MWS Fabrication
Nationwide Architectural Metals
Nightstick
Northeast Lock Corp.

P - R

Palmer Pads (W.E. Palmer Co)
Peelle Company
PFlow Industries, Inc.
Phoenix Modular Elevator
Phoenix Rope & Rigging, Inc.
Plymouth Engineered Shapes
Pneumatic Vacuum Elevators,
LLC
Pollock Residential Elevators
Precision Escalator Products
Preformed Line Products
PTL Equipment
Quad City Safety
Rath Microtech
relayr Inc.
Reynolds & Reynolds Electronics Inc.

Exhibiting Companies

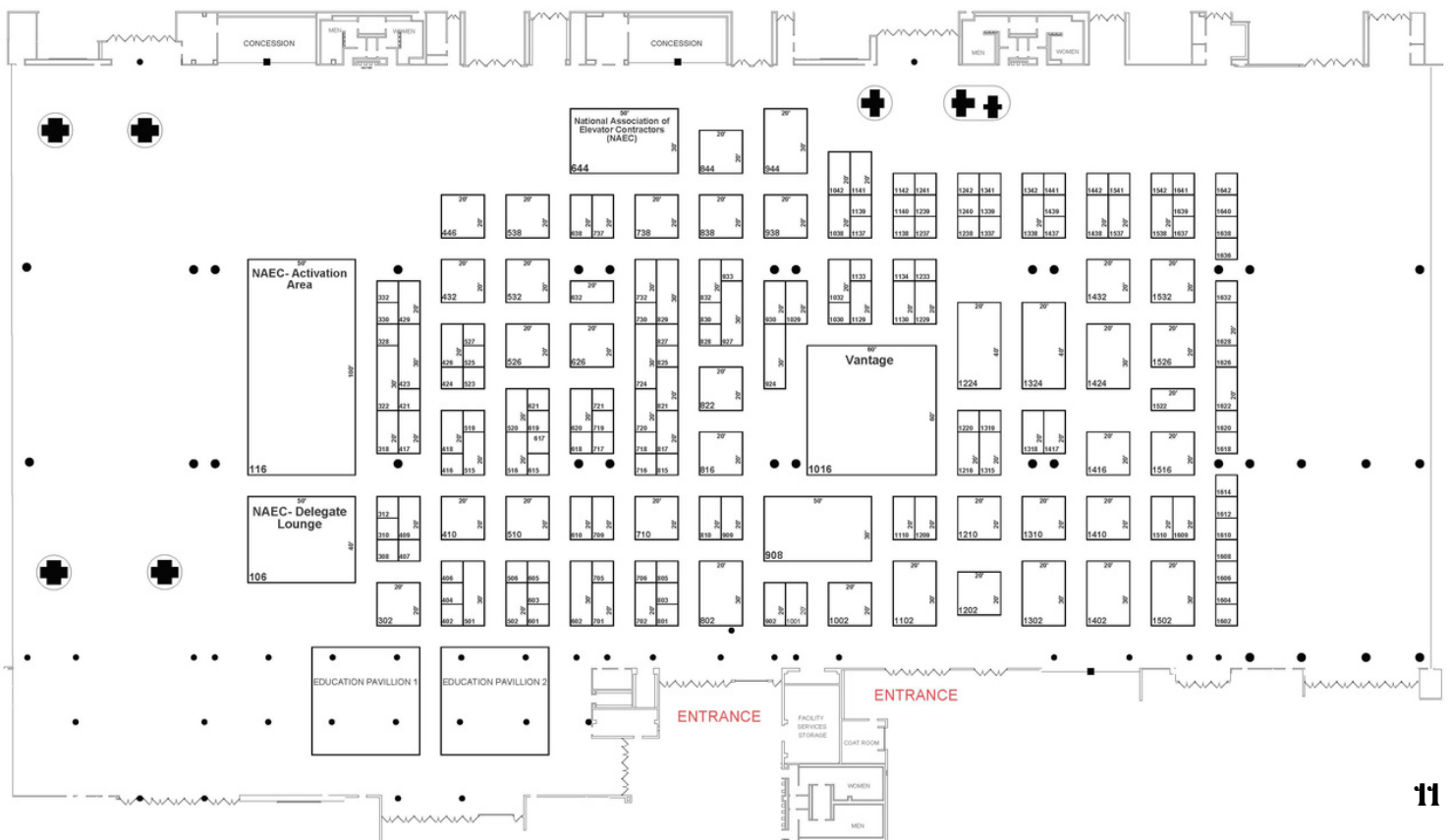
S - U

S.E.E.S. Inc. / Southern Elevator &
Electric Supply
Savaria, Inc.
Schumacher Elevator Company
SCS Elevator Products Inc.
Siemens Corporation
Smart Elevator Tech, LLC
SmarTork
Smartrise Engineering
SnapCab
Sprecher + Schuh
Staying Home Corporation
TB Woods
Texacone
Titan Machine Corp.
Tri-Tronics Company
Truxes Company
Unitec Parts Company
United Cabs, Inc.
Usha Martin

V - Z

Vantage
Vator Accessories, Inc.
Vega SRL
Vertical Dimensions Quick Cab
Vertical Express
Vertitron Midwest, Inc.
Victaulic Company
Virginia Controls, Inc.
Wachendorff Automation GmbH
Westcoast Innovative Pro Pads
Wirerope Works, Inc.
Wittur
Woodfold Mfg., Inc.
WorkWave ServMan
WORLD electronics
Wurtec, Inc.

Expo Floorplan As of 9/3/21



General Information

SUITECASING POLICY

Suit casing is when a non-exhibiting company solicits business in exhibit hall aisles, another company's booth or public spaces within the convention center. Suit-casing practices include passing out brochures and business cards in the aisles or conducting meetings in special areas of the show floor such as the Delegate Lounge and Food Court.

What is NAEC's Suitcasing Policy? Any attendee who is observed to be soliciting business in the aisles or other public spaces, in another company's booth, or in violation of any portion of the NAEC Exhibition Policy will be asked to leave immediately. Additional penalties may be applied. Please report any violations you may observe to show management.

Attendee Awareness: Show management has alerted attendees of the policy on suit-casing through the registration brochures, confirmation letters, the program book, the exhibit hall guide and signs posted on the show floor. If approached by non-exhibiting companies soliciting their business during the trade show, we ask attendees to support the show's exhibitors and not engage in a business matter with them at that time. They are asked to report the incident to show management.

REGISTRATION HOURS

Registration will be located in the New Orleans Convention Center. Registration hours are:

Monday	October 4	7:30am - 5:30pm
Tuesday	October 5	7:30am - 5:00pm
Wednesday	October 6	7:30am - 5:30pm
Thursday	October 7	7:30am - 3:30pm

LODGING

There are three hotels with room blocks for the 2021 Convention and Expo available to event attendees. Please note, however, that this year there is a change in how room blocks are reserved. Each attendee must register for the event first and then the information on how to access the discounted room blocks will be sent along with the registration confirmation via a private access link.

Important: While show management has a number of rooms blocked at each convention hotel, any unsold rooms will be released for sale to the public after their respective reservation deadlines. Waiting until those dates will not ensure that you will get a room. Rooms are sold on a first-come, first-served basis.

PLEASE MAKE YOUR HOTEL RESERVATIONS IMMEDIATELY AFTER YOUR CONVENTION REGISTRATION IS CONFIRMED!

HOSPITALITY AND ENTERTAINMENT

Hotel facilities which will be used for hospitality and entertainment must be cleared through the Association office. No exhibits may be set up in suites and no activity in suites may conflict with any scheduled convention event. Any NAEC member company/organization holding a closed, company specific employee/member meeting, must request social function or special event space from NAEC. Any social function or special event planned by an exhibiting company, to take place during the NAEC Convention and Exposition, must be approved by NAEC.

IMPORTANT

While we have a number of rooms blocked for the convention, any unsold rooms will be released for sale to the public on the dates mentioned above. Waiting until those dates will not ensure that you will get a room. Rooms are sold on a first-come, first-served basis. PLEASE MAKE YOUR RESERVATIONS TODAY!

BEWARE OF HOUSING SCAM!

NAEC has partnered directly with hotels for the 2021 Annual NAEC Convention and Expo. All accommodations booking should be done directly through the hotel. NAEC does not endorse or have a relationship with any other housing company! Please note that all of our vendor forms will have the NAEC Logo.