

MAINLINE

AUGUST 2020

UNITED



2020

LIVESTREAM

See You Online September 14-16!

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A publication of the
National Association of
Elevator Contractors

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NAEC is committed to providing you with the highest level of customer service. We value your time and respect your online privacy. Please take notice that we will communicate important information via e-mail regarding meetings, conventions, and services that might be of interest to you and your company.



Dear fellow NAEC Members,

Even in these challenging and uncertain times of COVID-19, the time still passes by quickly. I personally cannot believe this will be my last letter in the Mainline as your President.

I would like to start by thanking the NAEC in-house staff for handling the COVID challenges as well as the departure of our past Executive Director with the utmost professionalism, selflessness, and dedication in which they all proceeded. It reminds me of when I first joined NAEC as a member in 1993 and the many dedicated members and staff in which

I met 27 years ago. It is truly an honor to serve as the President of this fine organization.

As you know, the UNITED Convention & Expo has shifted to a virtual platform. This was not an easy decision or task. While we made all attempts to keep all suppliers up to date with these changes, the navigation of this platform was, and is, a challenge. I would like to sincerely thank all suppliers for your understanding and patience during these times as well as your continued support.

Our vision and mission here at NAEC will help create smarter, safer, and more talented personnel to the elevator industry. I ask all members to put forth your best efforts to take advantage of the great programs such as CET, CAT, QEI, VTMP, NexGen, group health insurance, etc. These great programs combined with other education and networking opportunities will help you grow your business.

I am extremely proud of my new friends and fellow Board members who have contributed so much during my term as President. **Michael Frecking, Robert Barber, Rick Gable, James Boydston, Chuck Sharp, Jeff Eaton, Rene Hertsberg, Kevin Flotten, Hope Evans, Cece Matot, Ryan Coley, LJ Blaiotta, John Dodds, Cornelius Walls, Tom Thompson, Gary Schuette**, and the list goes on... I urge all members to join in and become committee members, Board Members or even volunteer some time to help educate others at our conferences! This is a very rewarding way to give back to the GREAT industry that has provided so much for so many.

In closing, Thank you all for allowing me to represent the NAEC as your President. It has been a challenging, rewarding, and humbling experience which has helped me become a better elevator man, but more importantly, a better person.

I wish you, your family, and your team a safe and healthy future.

Enjoy your summer and I look forward to seeing you soon.

Sincerely,

Donald Gelestino
President

REGISTRATION IS NOW OPEN!

JOIN US ONLINE SEPTEMBER 14-16!

Trade Show - FREE
Trade Show + Education - \$95

UNITED



2020

ALL-VIRTUAL EVENT • SEPTEMBER 14-16



Registration is NOW OPEN for the 2020 UNITED Virtual Convention & Expo!

The Canadian Elevator Contractors Association (CECA), Elevator U, International Association of Elevator Consultants (IAEC), and National Association of Elevator Contractors (NAEC) proudly host the first ever UNITED Virtual Convention & Expo on September 14-16!

Online events are not new, but converting a large expo into a remote event is a novel idea for UNITED. Due to the big changes we have in the show this year, **the Virtual Trade Show is FREE!** Registration is required.

Education: To include 15 hours of Educational sessions to your virtual event experience, there is a fee of \$95. For those who are looking to fulfill their continuing education credits for Certification, ***please make sure you select the Educational add-on for \$95.***

Register by August 7 and be entered into a raffle to **win one of FIVE FULL REGISTRATIONS** for the 2021 NAEC Convention & Expo in Atlantic City, New Jersey, September 20-23. Attendance at the Virtual Event is required to qualify for the raffle.

Register by September 1 and **receive a UNITED Gift Box** prior to the event. Gift boxes will include items that would have been available at the live event in Houston. Attendees who purchase the Educational sessions will receive bonus items.

REGISTER TODAY!

Visit unitedconvention.com for event info. For Registration questions, contact Britnee@naec.org.

SCAM ALERT! Use or distribution of any data relating to NAEC databases, including, but not limited to membership information, exhibitors information, officers, staff, contact details, or any information regarding NAEC is NOT authorized. Contact Britnee@naec.org if you have been approached or suspect any suspicious activity.

Interested in Exhibiting?

The 2020 UNITED Virtual Convention & Expo is a unique platform that will give exhibitors a new level of approach to communicate your message quickly and effectively by exhibiting your products and services to a mass online audience. View the [exhibitor packages](#), or contact Tripp Cook at Tripp@naec.org.

Sponsorship Opportunities

Get your brand visuals in front of large audiences and make solid connections! Build credibility and authority around your business! Become a sponsor at the 2020 UNITED Virtual Convention & Expo! View the [opportunities](#), or contact Tripp Cook at Tripp@naec.org or at 770-760-9660.

2020 UNITED Virtual Convention & Expo

AGENDA

Monday, September 14 : Day 1

Time	Session
10:00am - 10:20am	Welcome
10:20am - 11:25am	NAEC General Business Session
11:25am - 12:25pm	Concurrent Business Sessions: NAEC Contractor Member Session Elevator U & NAEC Associate Member Session CECA & NAEC Supplier Member Session
12:45pm - 2:15pm	CECA Annual General Meeting

Tuesday, September 15 : Day 2

Time	Session
10:00am - 10:15am	Welcome
10:15am - 11:15am	Opening Keynote
11:15am	Exhibits Open and available 24 hours
11:15am - 2:30pm	Exhibits will be staffed during this time for you to stop in for chats and visits.
11:20am - 12:20pm	IAEC General Business Meeting
12:20pm - 1:20pm	Elevator U General Business Meeting

Tuesday, September 15 : Day 2 *continued...*

1:20pm - 1:30pm	Wellness Break
1:30pm - 2:30pm	Education Sessions
2:35pm - 3:35pm	Education Sessions

Wednesday, September 15 : Day 3

Time	Session
24 Hours	Exhibits Available
10:00am - 11:10am	Welcome and UNITED Awards Presentation
11:10am - 2:40pm	Exhibits Open and staffed for chats and visits
11:10am - 11:30pm	Wellness Break
11:30am - 12:30pm	Education Sessions
12:35pm - 1:40pm	Roundtable Discussions Networking over Lunch
1:40pm - 2:40pm	Education Sessions
2:40pm - 3:20pm	State of the Industry and Small Discussions
3:20pm - 3:30pm	Closing for UNITED

WELCOME NEW & RETURNING MEMBERS!

CONTRACTOR

Armstrong Elevator
Victor McCall
3501 Hwy 95, Suite 12
Lake Havasu City, AZ 86403
406-249-0780
1955vmccall@gmail.com

Century Elevators
James N. Jensen, Jr. - President
12130 Galveston Rd., Bldg. 5
Webster, TX 77598
281-667-3000
jjensen@centuryelevators.com

Concord Elevator Ind Inc.
Christopher Walsh
610 Chestnut Ridge Rd.
Chestnut Ridge, NY 11772
718-767-3304
concordelevator@aol.com

Eclipse Elevator Co. LLC
Thomas Vasak - President/Owner
414 S. Service Rd. #521
Patchogue, NY 11772
631-601-7260
concordelevator@aol.com

Stair Lifts of Louisiana / K N Enterprise
Carl James Ravey - Managing Member
2736 O'Neal Lane, Suite 1
Baton Rouge, LA 70816
504-715-6658
carl@louisianastairlifts.com

SUBSCRIPTION

Matt Morris
1707 Briercroft Court, Suite 100
Carrollton, TX 75006
972-404-9984
mmorris@us.fujitec.com

2020 Renewal Reminders

Membership Renewals are now due. To be included in the 2021 Membership Directory, membership must be current. **Contact Britnee at Britnee@naec.org if you did not receive a notice.**

CET/CAT Candidate Renewals are now due. **Contact Kathy at Kathy@naec.org if you did not receive a notice.**

GA LEGISLATION UPDATE

Georgia Senate Bill 377, a BILL to be entitled an Act to amend Code Section 8-2-102 of the Official Code of Georgia Annotated, relating to inspections, so as to reduce the number of required annual elevator inspections; to repeal conflicting laws; and for other purposes, was signed by the Governor on June 30, 2020.

SB 377/AP "(a)(1) Power passenger elevators, power freight elevators, escalators, manlifts, and moving walks shall be inspected once during each 12 month period; provided, however, that the inspection of such equipment where found within facilities governed by Article 2 of Chapter 9 of Title 32 shall occur once during each six-month period."

[VIEW THE BILL.](#)

COMMITTEE UPDATES

Education & Safety Committee:

The NAEC Education and Safety Committee met via Zoom on July 23, 2020. This dedicated group of volunteers is responsible for the development and maintenance of educational programs and keeping members informed regarding safety developments. During this meeting, the committee reviewed applications for continuing education for CET & CAT certification credit and the NAEC CAT Training program curriculum revisions. The committee discussed the recent collection of the NAEC US Contractor Member OSHA 300 and 300A data. The committee is currently developing a poster to highlight the 9 Safety Absolutes for distribution to the membership. Also approved during the meeting, the modification of using a CET-S to administer the CAT program skills.

OSHA QUICKTAKES NEWSLETTER

On behalf of the Education & Safety Committee, please view the OSHA Quicktakes Newsletter for up-to-date information on enforcement actions, rulemaking, outreach activities, compliance assistance, and training and educational resources.

[VIEW THE LATEST ISSUE.](#)

NexGen Committee:

The NAEC NexGen Committee met via Zoom on July 22, 2020. This enthusiastic group of young industry professionals are responsible for bridging the gap between the next generation of industry leaders and current industry leaders. During this meeting, the committee selected a taskforce to construct a new marketing video for the group. This video will showcase the benefits of joining NexGen. Also, the committee has been diligently working with staff on education topics for the upcoming retreat that has been postponed until 2021. New dates for this retreat will be available soon, so stay tuned!



Vertical Transportation
Management Program

THE NEXT LEVEL OF TRAINING

In a world of social distancing and businesses becoming remote, now is the time to enroll in NAEC's **NEXT LEVEL OF TRAINING** – The Vertical Transportation Management Program (VTMP). Designed by VT industry professionals, VTMP graduates will gain basic knowledge of business practices and technical appreciation specific to the elevator industry all from their home. NAEC's VTMP is designed for new hires and field to office employees to simplify the onboarding process, facilitate promotional opportunities, and streamline in-house training demands. With more time at home, this is *Time Well Spent*.

Visit the [VTMP webpage](#), or contact Jessica Moon at Jessica@naec.org, or at 770.760.9660, for more information.

RBN INSURANCE SERVICES

RBN History

Since our founding in 1993 by brothers Bruce Scodro and the late Rich Scodro, RBN Insurance Services ("RBN") has been family-owned and managed. RBN provides commercial insurance, employee benefits, and personal insurance products for middle-market businesses and their leaders across the United States. We excel in working with higher-risk, higher-complexity operations where our insights can be differentiating.

RBN Competitive Advantage

The trust of our clients and business partners is critical to our success, and we seek to build that trust through every interaction. We are committed to building long-term relationships with our clients, carrier partners, and team members. We are proud of our second place ranking in Business Insurance's 2019 Best Places to Work.

Elevator Insurance & Risk Management Specialists

- Expertise in the insurance needs of elevator-related businesses
- Tailored insurance and risk advisory programs specialized to suit clients' needs
- Access to admitted and non-admitted carriers with the ability to handle substantial limits
- Responsive claims and risk management staff with quick turnaround on certificates
- Knowledge spanning a broad range of services, risks, and company sizes



Located Downtown Chicago

Businesses Served

- Service Maintenance & Repair
- Manufacturers
- Construction Hoist Operators
- Consultants
- Inspectors
- Hillside Lifts & Trams
- Grain Elevators
- Distributors

Coverages Offered

- General Liability
- Workers' Compensation
- Commercial Auto
- Contractors' Equipment/Inland Marine
- Business Interruption
- Commercial Property
- Cyber
- Director's & Officer's
- Employment Practices Liability
- Excess/Umbrella
- Pollution
- Professional Liability
- Builder's Risk

Elevator Team Leader, Matt Dennett



RBN's Elevator Team leader, Matt Dennett, is well-known within the industry with over 13 years of elevator experience. Matt is a long-term member of the National Association of Elevator Contractors (NAEC) and the Chicago Elevator Association (CEA). The foundation of Matt's success is in his reputation for the highest standards of honesty, quality, and integrity. Matt works with his clients to gain a careful understanding of their insurance needs and ensures that RBN's team is providing value through expert advice and exceptional service.

Check out our blog, [RBN Insights](#), for helpful insurance and risk management articles.



RBN Insurance Services

303 E. Wacker Drive, Suite 650
Chicago, IL 60601
312.861.7668
mdennett@rbninsurance.com
rbninsurance.com



NAEC Member since January 2009

Matot, Inc. Welcomes Fifth Generation to Its Family-Owned Company



Samantha Kolker will assume inside sales responsibilities for the 132-year-old custom designer and manufacturer of vertical lift material handling applications. She is the great-great-granddaughter of founder Duffy Matot.

Kolker previously held sales roles at Insight Global and Grubhub. She holds bachelor's degrees

in Enterprise Leadership and Journalism and Mass Communications from the University of Iowa.

"We are excited to have Samantha enter the family business. In addition to the energy and passion Samantha brings that fit the traditional sales role, she also excels in the technical communications skills that allow us to connect with our customers in this highly virtual world," said Cece Matot, owner and board chair.

Kolker grew up around the certified women-owned business, led by her mother, Anne Matot, and aunt Cece Matot.

"I'm incredibly honored to represent the fifth generation of the Matot family in bringing high quality lift solutions to commercial and residential projects, and to carry on the family traditions of quality and caring for our customers," Kolker said.

Since 1888, Matot Inc. has combined old craftsmanship with new age technology to provide custom-built solutions for vertical material lift projects. The company's collaborative approach ensures the right solution for each unique client. Centrally located just west of Chicago, Matot serves clients across North America and worldwide.

For more information, visit [Matot.com](https://www.matot.com) or call 800-369-1070.

MATOT

Prysmian Group to Acquire EHC Global

Prysmian Group world leader in the energy and telecom cable systems industry, announced that it has entered into an agreement to acquire 100% of EHC Global in a transaction valued at 130 million CAD.

Established in 1977, EHC Global is a leading manufacturer and supplier of escalator handrails, rollers, elevator belts, strategic components and integrated solutions for the vertical transportation industry. EHC Global also provides a comprehensive range of maintenance and installation services for escalators and moving walkways. The business is headquartered in Oshawa, Canada and has manufacturing and distribution locations in North America, South America, Europe and China. EHC Global generated revenues of 119 million CAD and an Adjusted EBITDA of more than 18 million CAD in 2019.

The acquisition of EHC Global is in line with Prysmian Group's strategy to grow and reinforce its value-added businesses. EHC Global is a complementary add-on to Prysmian's Draka Elevator business, broadening its product portfolio to include a wide range of escalator products and services.

Draka Elevator offers a portfolio of over 7,000 components for the vertical transportation industry and generated more than 250 million EUR of revenues in 2019. Draka Elevator's specially engineered cables coupled with value-added solutions such as kitting, harnessing, connectorization and globally positioned Rapid Response Units for MRO are used by all major elevator manufacturers and service providers such as OTIS, Kone, Schindler and Thyssenkrupp. Draka Elevator's products have been deployed in some of the world's tallest and most iconic man-made structures, like The Shard in London, Dubai's Burj Khalifa, Marina Bay Sands in Singapore, and Hudson Yards in New York.

The completion of the transaction is expected to occur during the fourth quarter of 2020. For more information, visit prysmiangroup.com or email lorenzo.caruso@prysmiangroup.com.

Prysmian Group

Torin Drive International Announces Rebrand



Torin Drive International LLC, based in Memphis, Tennessee, has adopted a new US registered brand - Standard Elevator Systems, to cover its extended product offerings other than elevator machines.

Under the Standard Elevator Systems brand, we will develop more integrated elevator products, technology, and solutions to become a true technology driven and field solution driven elevator sub-systems provider.

While they are looking forward to providing a more comprehensive product and service portfolio, they want to assure everyone that the caliber of the services currently offered will not be affected. In fact, there are several aspects of their business that will stay the same, including:

- **No Change in Machine Systems:** The best "Torin Drive" elevator geared and gearless machine systems will continued to be offered.
- **No Change in Entity:** Legal entity is unchanged for the time being. There is no need to worry about

vendor set up changes such as the EIN #, bank information, check title and other things. Since legal entity does not change, there is no worry about any orders or agreements already in existence.

- **No Change in People:** You will continue to work with the same people – from management to sales to logistics specialists, every contact you currently have at Torin Drive International will remain unchanged.
- **No Change in Services:** Every service that has been offered in the past, will continue to be provided without disruption.
- **No Change in Prices:** Prices will remain consistent, though their expanded resource base may allow more competitive pricing options.

Check out their new web presence at standard-elevator.com!

The advertisement features a dark blue background with a glowing, networked globe. A hand is shown reaching out from the left, with fingers pointing towards the globe. The globe is composed of numerous small, glowing blue dots connected by thin lines, with several larger, white-outlined icons of people's heads scattered throughout. In the top left corner, the text 'REACH THOUSANDS OF INDUSTRY PROFESSIONALS ACROSS THE GLOBE!' is written in white, bold, sans-serif font. In the bottom left corner, the text 'ADVERTISE ON NAEC.ORG!' is written in white, bold, sans-serif font. In the top right corner, the Multiview logo is displayed, consisting of a stylized blue eye icon above the word 'MULTIVIEW' in white, sans-serif font. In the bottom right corner, the text 'Contact Sima Bell at Sima@multiview.com or 972-910-7386 for details.' is written in orange, sans-serif font.

THE NAEC HEALTHCARE INITIATIVE:

***Simplifies
the healthcare
decision
process***

***Controls
costs but
doesn't
control you***

***Gives you
flexibility
and choices***

***Provides
incentives
to stay well***

***Is available
to you at any
time when
you need
it most***

We are excited to bring you the National Association of Elevator Contractors Healthcare Initiative Program. Our deeply discounted health insurance is an association member-only exclusive offering designed for NAEC members. It is a fantastic way to recruit and retain talent.

If you are tired of high premiums, large increases and no one to help with questions, or if you want to offer affordable benefits for the first time, this member benefit is for you. The quoting process is fairly easy. We need basic employer information, census, current plans, and current rates if you have them. We also need claims experience from your current plan, but if you can't get that, we need every employee to fill out the health questionnaire in addition to the other items above. If you don't currently offer benefits, we just need a census and the health applications. Although the health questionnaire may seem like an extra step, it is actually what brings the greatest value and lowest rates to the plans by matching the rates to your group's current status instead of just assigning a high premium to cover everything.

In order to completely launch this program as our own, we need another five groups and 100 employees to consider enrolling. This will give our exclusive health plans the credibility necessary to attract the final vendor to make our program complete. The NAEC corporate office is among the first to submit information for inclusion in this launch and we are excited to get those rates.

Please consider being part of this initial launch. We are so close to being able to start providing discount health insurance as a member-only benefit for the NAEC for generations to come. **For more information or a location to send your submission material, please call Fred Meijering at 972-800-0232 or email at fred@echelonrisk.com.**

To complete the [NAEC Health Initiative Submission kit](#), click the tabs on the lower left to see the census, checklist and employer information sheet.

Thank you for being a member of NAEC and thank you for taking part in the evolution of member benefits for our group.



**LET NAEC TAKE
YOUR INSPECTOR
NEEDS TO THE
NEXT LEVEL!**

***Become QEI Certified
with NAEC!***

Experience an excellent opportunity to diversify and expand your qualifications, skill set and marketability.

**For information, visit
the [NAEC QEI webpage](#), or
contact Kathy Bell at
Kathy@naec.org or
(770) 760-9660.**

TOE-TO-GO

Foot-Activated Elevator Call Button

The **Toe-To-Go (T2G)** foot-activated elevator call button allows activation of hall and car station buttons by shoe, reducing the risk of transferring germs by creating a hands-free experience.

- ✓ Robust Durable Design
- ✓ Stainless Steel or PVD Brass Finish
- ✓ Wire in Parallel to Existing Buttons
- ✓ Surface-Mount Option for Hall Station
- ✓ Keypad Option for COP
- ✓ No code alteration or submission required for modification



Contact a Vantage sales representative for more information
fixtures@vantageelevation.com



metal index

1982 Base	Jun 2020 (Current)	May 2020 (1 Month Ago)	Dec 2019 (6 Months Ago)	Jun 2019 (1 Year Ago)
Metal and Metal Products	215.2(P)	214.6(P)	216.9	220.5
Hot Rolled Sheet	110.0(P)	109.5(P)	117.9	138.4
Hot Rolled Structural	185.3(P)	188.9(P)	186.2	211.4
Steel Pipe and Tube	259.0(P)	268.7(P)	269.0	281.0
Cold Rolled Sheet	206.4(P)	209.2(P)	218.2	227.5
No 2 Diesel Fuel	172.7(P)	135.5(P)	289.3	255.9
P: Preliminary. All indexes are subject to revision four months after original publication.				

INDUSTRY CALENDAR & NAEC EVENTS

**AUG
12**

Massachusetts Elevator Safety Association (MESA)
Annual Golf Event
Olde Scotland Links
Bridgewater, MA
masselevatorsafetyassoc@gmail.com
mesassoc.wpcomstaging.com

**AUG
26-28**

American Society of Mechanical Engineers (ASME)
A.17.1 Safety Code and A17.2 Inspection Requirements (Online)
800-843-2763
CustomerCare@asme.org

**SEP
23-25**

Lift and Escalator Symposium Educational Trust
12th Symposium on Lift and Escalator Technologies via Webcast
info@liftsymposium.org
liftsymposium.org

**AUG
18-21**

China Elevator Association
World Elevator & Escalator Expo
National Exhibition and Convention Center
Shanghai, China
zhanlan@cea-net.org
elevator-expo.com

**AUG
27**

Elevator Association of Minnesota (EAM)
Annual Golf Outing
Willingers Golf Club
Northfield, MN
507-245-3060
Nikki.smith@meiusa.com
elevatorassocmn.org

**SEP
23-25**

Ministry of Public Safety and Security
International Lift Expo Korea (ILEK)
Korea International Exhibition Center
Seoul, South Korea
liftexpokorea.com

**AUG
22**

So Cal Elevator Industry Organiz. & IUEC Loc 18
Southern California Charity Golf Tournament
Brookside Golf & Country Club,
Pasadena, CA
michael@theelevatorpros.com

**AUG
27**

Canadian Elevator Contractors Association (CECA)
Eastern Region Meeting
Catharine Bothwell
905-446-0327
office@ceca-acea.org
ceca-acea.org

**SEP
24**

Canadian Elevator Contractors Association (CECA)
8th Annual Golf Classic
Hockley Valley Resort
Mono, ON Canada
office@ceca-acea.org
ceca-acea.org

**AUG
24-25**

American Society of Mechanical Engineers (ASME)
Intro to the Maintenance & Inspection of Elevators and Escalators (Online)
800-843-2763
CustomerCare@asme.org
asme.org

**SEP
14-16**

CECA / Elevator U / IAEC / NAEC
2020 UNITED Virtual Convention & Expo
Live via Webcast
info@naec.org
unitedconvention.com

**OCT
14-15**

6th International Lifts and Components Exhibition EURO-LIFT
Targi Kielce Exhibition & Congress Centre
Kielce, Poland
biuro@targikielce.pl
targikielce.pl/en/euro-lift

**AUG
24-28**

American Society of Mechanical Engineers (ASME)
Elevator and Escalator Combo Course (Online)
800-843-2763
CustomerCare@asme.org
[Course Link](#)

**SEP
15-16**

BuildingsNY
BuildingsNY Unlocked
Javits Center
New York, NY
888-334-8702
inquiry@buildingsny.com
buildingsny.com

**OCT
15-17**

EFOR Fair Organization
INELEX 2020 & Elevator Symposium
Izmir International Fair
Izmir, Turkey
+90 (232) 463 86 21
info@eforfair.com
inelex.com