Support THE VISION and VOLUNTEER!

INSIDE THIS ISSUE:
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Committee Volunteer Opportunities
Long-Standing Members Recognition
MEMBER SPOTLIGHT: ACCUMAR Corporation
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.

COMMITTEE UPDATES

Accessibility/Residential

The Accessibility & Residential Committee has been working on the
production of two safety videos demonstrating proper installation of
residential elevators and corrective actions for the 3/5-inch gap.

The first video, geared towards the general public, inspectors, Realtors,
homeowners, and others who are involved with a home that currently has
a home elevator, is near completion. The AR task force has been diligently
working with the NAEC marketing team to finalize the remaining edits that
are needed to finish this video. Once completed, the committee will turn
their attention to the second video containing instructional points for
installing and designing new home elevators. It will be directed towards
contractors, architects, and builders.

NexGen

The committee met to discuss education topics for the upcoming retreat
that will be held in Nashville, TN in January 2021. The topics discussed
were new products/futuristic items for the industry, COVID related
products, technical education, time management, conflict resolution,
and leadership skills.

The NexGen committee has begun the production of a marketing video
outlining the benefits of joining the NexGen group. The committee
selected a task force to spear head this project and began production last
month, meeting with the marketing team selected to produce this project.

For additional information regarding the upcoming retreat, or if you
are under 40 and interested in joining NexGen, contact Britnee Irwin
at britnee@naec.org.

Membership Development

The Membership Development Committee met following the virtual
convention. The committee discussed several options to help boost and
maintain NAEC membership. The committee will be working closely with
the NAEC staff to provide new opportunities to grow our membership
and allow our members to become more involved.

The committee will be working with the NAEC marketing team to
restructure their “Leave Behind” marketing tool to adapt it to a COVID
friendly environment allowing for digital and in person interaction.

For more information regarding the “Leave Behind” marketing tool
contact Britnee Irwin at britnee@naec.org.
A special thank you to the US NAEC Contractor members who submitted your OSHA 300 & 300A illness and injury information to Tuscany Strategy Consulting. Results were combined into a document accessible in the members only area of the website. See charts below for sample data collected. Login to view complete results. Don’t have a login? Click here to register.

NAEC will continue collecting this information annually.

For questions, or to provide the appropriate contact person with your organization, contact Amanda@naec.org.

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.
Gratitude and Thanks to all of our Members! We appreciate your continued support and dedication to NAEC!

In observance of the Thanksgiving holiday, we will be closed Thursday and Friday, November 26th & 27th.

ASSOCIATE
Harrison, Walker & Harper
Robert Black
2510 S. Church Street
Paris, TX 75460
903-905-0679
rblack@hwh1887.com

2021 Membership Directory & Mainline Ad Sales
Submission Deadline is December 4th!

Premium advertising spots in the 2021 NAEC Membership Directory are now open for sale. With distribution to over 700 member companies as well as future members that join during 2021, it is certain to bring you recognition.

NAEC is also offering advertising opportunities in the Mainline Newsletter! Space is limited. Options for a one-time ad or an annual ad package are available.

For more details and to reserve your spot, contact Tripp Cook at Tripp@naec.org.

Contract and payment must be submitted to secure placement. Open to all current members.
Calling All Volunteers: Help Make a Difference!

Volunteers are the backbone of NAEC. Without the help of our members, the association would not be able to function wholly nor carry out its mission and vision to be the premier Association that provides safety, training and education to all facets of the elevator, escalator and accessibility equipment industry.

Why should our members take up the challenge?

- Help strengthen and shape the association’s future.
- Build lasting relationships with influential people in the industry.
- Learning and growth - build leadership skills.

It’s that time of year when we ask for your time and commitment. Volunteering isn’t just giving up your time. It’s a key to unlocking so much potential to career development, advancement, and even meeting business goals. The following committees are available for you to help make a difference:

- Accessibility/Residential
- Bylaws
- Codes & Standards
- Exhibitors Advisory
- Future Directions
- Governmental Affairs
- Member Services
- Membership Development

Contact Amanda@naec.org and join a committee today!

NAEC MISSION STATEMENT

National Association of Elevator Contractors serves the interests of the elevator, escalator and accessibility equipment industry by promoting safe and reliable vertical transportation through education, networking with peers, and exposure to new technologies.

NAEC MEMBER SERVICES

EDUCATION

- CET™ Certification
- CAT™ Certification
- QEI Certification
- Continuing Ed
- E-Learning
- VTMP

CERTIFICATION

- CET™ Certification
- CAT™ Certification
- QEI Certification

DISCOUNT PROGRAMS

- Elevator World Subscription
- Allstate
- Enterprise & National Car Rental
- Office Depot
- Park ‘N Fly Airport Parking
- Shell
- UPS Freight

WEBSITE & MORE

- Mainline Newsletter
- NexGen
- Membership Directory
- Industry Calendar
- Online Press Room
- Job Board
- Marketing Tools
- Compensation & Benefits Report
- Member Data Analysis

Contact Tripp@naec.org for details or questions.
Recognizing NAEC’s Long-Standing Members

The National Association of Elevator Contractors would like to thank all long-standing members by recognizing those who joined the association over 15 years ago. We appreciate your distinguished and faithful membership!

50 to 70 Years

AFD Industries, Inc.
American Elevator & Machine Corp.
Braun ThyssenKrupp Elevator, LLC
C. J. Anderson & Company
Canadian Homes Inc.
Canton Elevator, Inc.
Columbia Elevator
Courion
Draka Elevator/Prismian Group
Elevator Doors Inc./Elevator Cabs, Inc.
Elevator Equipment Corporation
Elevator Products Corp.
Elevator Research & Mfg. Corp.
GAL Manufacturing Corporation
H & B Elevators - Cabs and Entrances
Hollister Whitney Elevator Co. LLC
Imperial Electric Company
Inclinator Company of America
KONE Spares
Matot, Inc.
Monteferro America
National Elevator Cab & Door Corp.
Nylube Products Company
O’Keefe Elevator Company
Peele Company
Penn City Elevator Company, Inc.
Schumacher Elevator Company
Texacone
ThyssenKrupp Elevator
Warfield & Sanford Elevator Company
Wittur

Automated Integration, Inc.
Avery Elevator Corporation
Baltic Elevator Company, Inc.
Barnard Elevator of Quincy, Inc.
BEDCO Mobility, Inc.
Belco Doors
Benfield Electric Supply Corp.
Bison Elevator Service, Inc.
BKG Bunse-Aufzuge-GmbH
Blain Hydraulics GmbH
BP Elevator Company
Brugg Lifting
Bruno Independent Living Aids, Inc.
Bucher Hydraulics, Inc.
C. E. Electronics, Inc.
California Custom Lift, Inc.
Capitol Elevator Co., Inc.
Carlo Gavazzi, Inc.
CED - Elevator & Electrical
Centennial Elevator Industries, Inc.
Centric Elevator
Century Elevator Maintenance Corporation
Champion Elevator Corp.
Claddagh Electronics, Ltd.
Clifton Elevator Service Company, Inc.
Codedataplate.com
Colley Elevator Company
Collins Elevator Service, Inc.
Consolidated Elevator Industries
Custom Cabs Inc./American Lift Technology
Custom Home Elev. of St. Louis Inc.
D & D Elevator Maintenance, Inc.
David Weber Oil Company
DC Elevator Company
Delaware Elevator, Inc.
Delta Elevator Company Inc
Deya Elevator Service, Inc.
DME Access, LLC
Donnelly & Associates, Inc.
Drucergrove Limited
DTM Drafting & Consulting Services, Inc.
Dupar Controls Inc.
ECS Corporation
EHC GLOBAL
Eklund’s, Inc.
Elcon Enterprises, Inc.
Electronic Controls, Inc.
Elevator Consulting Services, Inc.
Elevator Controls Corporation
Elevator Industries of Illinois
Elevator Maintenance of Buffalo, Inc.
Elevator Motors/Materials Corp.
Elevator Safety Company - ELSCO
Elevator Service, Inc.
Elevar Systems, Inc.
Elevator Technology Corporation
Elevators EV International
Eltech Industries, Inc.
Embree Elevator
EMI Porta
EMR - The Electric Motor Repair Co.
EMS Group, Inc.
ESC Elevator, Inc.
Federal Elevator
Formula Systems North America, Inc.
GAL Canada
Garaventa Lift
General Elevator & Hydraulics, Inc.
Gillespie Corporation
Global Tardif Elevator Mfg. Group
Globe Architectural & Metal
Godwin Elevator Company, Inc.
Golden State Elevator Service, Inc.
Gorman Company, Inc.
GS Elevator Industries, Inc.
Gulfside Elevator & Cab Interiors LLC
Gunderlin Ltd.
Handi-Lift, Inc.
Helen Faser
Hillard Corporation
Home Elevator of Texas
Home Elevators, Inc.
HomeLift, LLC
Hydraulic Elevators, LLC
I.T.I. Hydraulik
ICE Industrial/Commercial Elevator
Innovation Industries, Inc.
Integrated Display Systems, Inc.
Interface Products Company, Inc.
IPC Automation / RAE DC Products Group
Island Elevator Company, Inc.
Janus
Jeffrey Elevator Co.
Jersey Elevator Co., Inc.
JM Associates / Burnham + Co, A Div of HUB Intl
KEB America, Inc.
Kirkwood Elevators Ltd.
K-Tech International, Inc.
Lakeland/Larsen Elevator Corp.
Lancaster Elevators
Lardner Elevator Company
Leonard G. LeVee, Jr.
Liberty Elevator Co., Inc.
Liberty Elevator Corporation
Lift Business Advisors, Inc.
Lift-Aids, Inc.
Lins Elevator Service, Inc.
Magnetek - Elevator Products Division

20 to 49 Years

Abell Elevator International
ACCESS Elevator & Electric Supply
Access Elevator & Lifts
ACLA USA, Inc.
ADAMS Elevator Equipment Company
Advance Carbon Products, Inc.
Alabama Elevator & Accessibility, Inc.
Albany Elevator Company
ALP Industries, Inc.
ALPS Wire Rope Corporation
American Crescent Elevator Mfg. Corp.
American Elevator Company, Inc.
Anderson Elevator Company
Apple Elevator Company
Armstrong Elevator Company
Ascenseurs Lumar, Inc.
Asheville Elevator Company, Inc.
Associated Elevator Companies
Atlantic Elevator North Co., Inc.
Thank You!

NOVEMBER 2020
It was 1959 on Bainbridge Island, Washington, when Brin Sprague decided that it was too dangerous for the family to be walking 200’ down a narrow path to get to the beaches of Puget Sound. The 50-degree slope full of trees was intermittently wet, and had a nasty habit of sloughing off, making trail maintenance difficult. A mechanical engineer who had designed and built many different conveyances, Brin devised a method of traversing the steep 100’ slope without touching it. The family named it “The Cable Lift.” The 1959 car rode between two stationary cables, essentially fixed rails. A hoisting cable did the work via a traditional worm-gear reducer with a winding drum. The worm gear was selected carefully with a gear ratio that could predictably hold the load regardless of the additional brake being used. The hoist had limit switches and strong industrial parts, but was essentially very simple. The car had a broken rope brake, and the cables lined up nicely with two large trees backed from the edge of the slope. The closest tree made a nice place to mount the hoist a few feet off the ground, while 30’ back, the second fir made a nice anchor for the fixed cables. Trees? Clearly there was some free thinking going on in the middle of the last century.

In 1986, Scott Sprague, Nathan Smith, and Bill Carter, three amigos who worked together in boat building and design, along with Brin, were approached by a local architect who asked them if they could build him a Cable Lift. Brin had built a few Cable Lifts, but long ago decided not to make a business out of it, said, “They can make you one.” And they did. As soon as it was finished, word got out and the phone was ringing for more. The simple Cable Lift evolved into a proper elevator with all the modern safeties and features.

Accumar builds solid rail trams (calling them Track Lifts) as well as the Cable Lifts. The Track Lifts have the advantage of using less space at the top of the slope, and work best on relatively short, stable slopes. However, the Cable Lifts have the advantage of being anchored only at the top and bottom, without the need for intermediate supports, so normally no part even touches the slope face. With the steep unstable slopes that are ubiquitous in Washington State, that is a very strong advantage and the major reason that 80% of the lifts Accumar has built are Cable Lifts. The other reason is that they are much more invisible on the slope than solid rail structures, and that low visual impact is a more attractive feature where a natural look is valued.

A hybrid version of the Cable Lift that does have intermediate supports called bank struts, are typically used to gain clearance on convex slopes with “humps” or obstacles in the path. They use a tensioning device to straighten the support cables as the car approaches a bank strut so it rides over smoothly. Once the car is configured for bank struts, as many can be used as necessary.

With Cable Lifts, a long run doesn’t cost much more than a short run; it’s mostly just more cable. That’s not true for Track Lifts. One of the major expenses of a Track Lift is building the foundation supports on a steep slope, and longer runs mean more of them. Keeping those tracks straight over time is often a maintenance problem where slopes are marginally stable.

All the components for the elevators that Accumar builds are designed and built in-house. Components are built of marine grade aluminum, stainless steel and galvanized steel. Although a lot of the parts are common to either the Track Lifts or the Cable Lifts, each conveyance installation has custom details, so every site has its own unique design. Accumar uses both geotechnical and structural engineers on each project. The certified control systems are also built in house. Accumar uses the hoisting cables to connect on-board control communications, so no radios or traveling
Accumar cont...

Cable Lifts are typically 100-300’ and some have spanned over 600’.

Accumar is a profit-sharing company, dedicated to providing employees the opportunity to make a good living with benefits and advantages to prosper along with the company. There have been over 30 years of conscientious product refinement done in developing a product that is unique. The safety record and high quality of craftsmanship have been the mainstays of all that has been achieved up to now and are what will take the company into the future.

Elevator & Escalator Safety Foundation (EESF) Fundraiser

The contributions received at the annual EESF fundraiser event hosted during the 2020 United Convention and Exposition, as well as the many other social events our industry has come to love and graciously support throughout the year, are vital to accomplishing their goals and mission. Due to the coronavirus, COVID 19, these events are no longer possible for 2020.

It has never been more important for EESF to be supported by the industry family. EESF is now offering branded face coverings as well as customizable emoji mask stickers. The proceeds from these sales will pay for the materials to advertise safety and help cover expenses related to free educational programs offered to the public.

Support EESF and help get your customers, and the World, back in elevators safely! Purchase yours today by visiting their online store at eesf.org/fundraiser-products.

For more information about EESF, their educational programs, or to make a tax-deductible donation, please visit EESF.org.
Champion Elevator Acquires Westech Elevator

Champion Elevator announced its acquisition of New York based Westech Elevator, a trusted provider of elevator service, repair, modernization, and inspections of elevators in the New York area. The acquisition will be the added to the foundation for Champion Elevator’s New York expansion plans. This will enhance Champion’s position as a valuable partner to building owners as a leading independent alternative to the multinational elevator companies. Champion will also provide employees the opportunities to be part of a fast-paced family culture with advancement goals.

Lucas Kairdolf and Yamil Quinones are the past owners of Westech and look forward to this strategic alliance of combining talent and resources. Westech was established in 2004 and has over 40 employees and over 775 units on service. Westech is an exceptional service provider that specializes in mid-market elevators and is a reliable elevator partner who could provide an amazing customer experience. The past owners have worked hard to deliver great service and good employment. Champion Elevator is now going to enhance the customer and employee experience for all.

Geographic expansion is a strategic goal for Champion Elevator as the company works diligently to increase its service base and footprint. Donald Gelestino, Champion Elevator President, personally leads company operations and the acquisition efforts to help identify partnership opportunities within the industry. Champion looks for other like-minded entrepreneurs to join forces with and who share their unique vision to provide the best employee experience combined with honest transparent elevator service.

“Champion is not looking to be the biggest, but we want to be the best.” Champion will continue to build a team that is second to none and provide white glove elevator service at affordable and fair prices. Champion realizes strategic geographic expansion opportunities and has secured $100M+ for future strategic growth plans. Keep a lookout for future Champion expansions!

The National Elevator Industry, Inc. (NEII) Announces New Executive Director

Effective Friday, October 16, Amy Blankenbiller stepped into the role of Executive Director at the National Elevator Industry, Inc. (NEII)

Amy has been NEII’s Vice President of Government Affairs since 2009 and brings over 30 years of leadership, advocacy, strategic planning and management experience to her new position. She will lead NEII as the industry works to advance safety, strengthen relationships, and promote innovation.

Prior, Amy was the President and founder of AjB Strategies, LLC, a consulting firm working with associations, organizations and private businesses to implement government policy strategies, and President/CEO of the Kansas Chamber of Commerce. She also worked on federal and state policy efforts, as well as association management issues in Washington, DC. Most notably, Amy received an appointment from President George H.W. Bush and served in his administration. She also worked on Capitol Hill for both a U.S. Representative and a U.S. Senator.

NEII expressed gratitude to Karen Penafiel, current NEII Executive Director, for her valuable contributions over the last four years, which includes assembling a top-notch staff, spearheading the development of a professional website and branding, and overseeing a strong advocacy program. Visit neii.org for more information.
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

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metal index

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P: Preliminary. All indexes are subject to revision four months after original publication.
### INDUSTRY CALENDAR & NAEC EVENTS

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<td>NOV 10</td>
<td>Elevator Association of Florida (EAOF)</td>
<td>November Meeting. Hampton Inn &amp; Suites Sarasota Bradenton Airport, Sarasota, FL. <a href="mailto:elevatorlee@aol.com">elevatorlee@aol.com</a></td>
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<td>NOV 17</td>
<td>Council on Tall Buildings and Urban Habitat (CTBUH)</td>
<td>2020 International Conference. Online. <a href="mailto:info@ctbuhconference.com">info@ctbuhconference.com</a>, 2020.ctbuhconference.com</td>
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<td>NOV 18-19</td>
<td>SME Congress</td>
<td>European Lift SME Congress (Online). <a href="mailto:info@docensas.eu">info@docensas.eu</a>, liftsmecongress.eu</td>
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<td>NOV 18-20</td>
<td>American Society of Mechanical Engineers (ASME)</td>
<td>A17.1 Safety Code and A17.2 Inspection Requirements (Online). <a href="mailto:Customerercare@asme.org">Customerercare@asme.org</a>, asme.org</td>
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<td>NOV 19</td>
<td>American Society of Mechanical Engineers (ASME)</td>
<td>Wind Turbine Tower Elevator Meeting (Online). 212-591-8528, <a href="mailto:mohamedr@asme.org">mohamedr@asme.org</a>, asme.org</td>
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<td>NOV 23</td>
<td>CIBSE Lifts Group</td>
<td>2020 CIBSE Lifts Group - Annual Seminar (Online). cibse.org/lifts-group/lifts-group-events</td>
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<td>DEC 10</td>
<td>Elevator Association of Minnesota (EAM)</td>
<td>EAM Holiday Social. Patrick McGovern’s Pub St. Paul’s, MN. <a href="mailto:nikki.smith@meiusa.com">nikki.smith@meiusa.com</a>, elevatorassocmn.org</td>
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<td>MAR 25-28</td>
<td>Tarsus Turkey</td>
<td>Asansör İstanbul 2021. Tüyap Fair &amp; Congress Center. Istanbul, Turkey. <a href="mailto:asansor@tarsusturkey.com">asansor@tarsusturkey.com</a>, en.asansoristanbul.com</td>
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<td>MAR 28-29</td>
<td>National Association of Elevator Contractors (NAEC)</td>
<td>NexGen Retreat. 21c Museum Hotel Nashville, TN. <a href="mailto:britnee@naec.org">britnee@naec.org</a>, naec.org/nexgen</td>
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<tr>
<td>APR 18-21</td>
<td>6th International Lifts and Components Exhibition EURO-LIFT</td>
<td>Targi Kielce Exhibition &amp; Congress Centre. Kielce, Poland. <a href="mailto:biuro@targikielce.pl">biuro@targikielce.pl</a>, targikielce.pl/en/euro-lift</td>
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<tr>
<td>APR 28-29</td>
<td>National Association of Elevator Contractors (NAEC)</td>
<td>Spring Educational Conference. Loews Ventana Canyon Resort Tucson, AZ. 770-746-2372</td>
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<td>JAN 27-29</td>
<td>Lift Expo Italia srl</td>
<td>Lift Expo Italia. MICO - Milan Congresses Milan, Italy. +39 02 66703929, <a href="mailto:info@liftextpoitalia.com">info@liftextpoitalia.com</a>, liftextpoitalia.com</td>
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<td>American Society of Mechanical Engineers (ASME)</td>
<td>A17 Earthquake Safety Committee Meeting (Online). 212-591-8720</td>
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<td>FEB 2020-2021</td>
<td>NAESA International</td>
<td>All Code Update Webinars, Seminars and QEI classes are currently online. 800-746-2372, <a href="mailto:megan@naesai.org">megan@naesai.org</a> (Ed), <a href="mailto:emerald@naesai.org">emerald@naesai.org</a> (Cert). naesai.org/sessions</td>
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<td>DEC 10</td>
<td>Cardoso Almeida</td>
<td>ExpoElevator. PRO MAGNO Event Center. San Paulo, Brazil. +55 22 2648-9751, <a href="mailto:info@expoelavator.com">info@expoelavator.com</a>, expoelavator.com</td>
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<td>JAN 27-29</td>
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For more details, please visit the respective event websites.