Taking Education To The NEXT LEVEL...

The 2020 Spring Educational Conference

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Time Well Spent.
I am excited to be writing you as the President of the NAEC Board of Directors! I believe that NAEC has a clear vision of providing safety, training and education to all facets of the vertical transportation industry and my goal as President is to keep us loyal to that vision.

The Board Of Directors met for our Mid-Year Meeting in January, which included a productive and active agenda with many discussion topics. During the meeting, the new Board Members were already making positive and progressive contributions. The CET, CAT, VTMP, and NEXGEN programs continue to grow as well as our membership and bottom line. Our organization is geared to help our membership provide enhancements to its workforce such as Medical Insurance, QEI Certifications, Licensing of field Technicians, with much more to come. I am very proud to work side by side with knowledgeable and talented Board members as well as the NAEC Staff. The forward thinking and constant refinement of helping our members is always at the forefront of every meeting and decision.

This year we will hold our Spring Conference April 19-22 at Wild Dunes Resort in Isle of Palms, South Carolina. I urge you to make plans to attend. The value of the networking, education, and opportunities at this event are immeasurable. This is a great opportunity for contractors and suppliers to become better acquainted, work out issues, share great stories and discuss common problems with fellow industry personnel.

As a reminder the NAEC Fall Convention & EXPO is in September at the George R. Brown Convention Center and the Marriott Marquis in Houston, Texas. This will be an AMAZING event as it’s a “UNITED” year and we will host the International Association of Elevator Consultants, Elevator U, and The Canadian Elevator Contractors Association!

I ask all members to become a part of the NAEC by becoming a Committee Member and considering nominating themselves to be a Board Member as well as recommending the NAEC to any elevator related professional company that may not be a current member. There are new startup companies across the country that don’t know how beneficial the NAEC can be for their future as well as their employee’s future. Please spread the word!

In 2020, we will continue to invest in NAEC’s future - to grow our member services, expand our footprint, and further enhance our talent – to ensure we are meeting our member’s needs.

Together, I know that our vision is attainable.

Thank You and I look forward to seeing you soon.

Donald Gelestino
President

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.
Iowa Legislative Update

IA Senate Bill 2372 (formerly SSB3152), a bill for an act concerning government regulation relating to state building code requirements, private investigative agencies, and elevator regulation, and including applicability and effective date provisions, was approved on February 24, 2020 by the Senate State Government Committee.

Visit the Iowa Legislation website for more information.

2020 Board Nominations

REMINDER: The deadline to submit a 2020 Board of Directors nomination form is March 20.

Contact Britnee Irwin at Britnee@naec.org, or at 770.760.9660 for any questions.

Increase Your Brand Recognition at the 2020 Spring Educational Conference!

NAEC’s 2020 Spring Educational Conference will be attended by 250-300 owners and managers of NAEC member companies. Take advantage of these sponsorship opportunities and get your name in front of them! Grow your exposure to new customers and earn booth points!

Sponsorship Offerings:
- Premier Packages (Platinum, Gold and Silver Levels)
- Elevator Clings
- Golf Holes
- Keynote Address
- Welcome Reception
- Meeting Bag Inserts

Artwork and/or logos are due no later than March 13.

For more information, or to sign up for one of these opportunities, click here. For questions, contact Britnee Irwin at Britnee@naec.org or 770.760.9660.

NAEC Staff Anniversary

Alesa G. McArthur
Executive Director
Staff Member since March 2017
Taking Education to the NEXT LEVEL...

The 2020 NAEC Spring Educational Conference will offer the following Educational and Roundtable sessions. To view more details on sessions and speakers, and to register for the 2020 Spring Educational Conference, April 19-22, visit naec.org/conference. Early Bird pricing ends March 18 so REGISTER TODAY!

EDUCATION SESSIONS:

• How To Talk Your Way to a Stronger Team - Jones Loflin. In this program, you will explore the significant impact your personality can have on how you communicate with others. Gain fresh insights on how to motivate individuals across all generations with your words.

• Successfully Navigating the Challenges of Owning and Operating a Multi-Generational Family Business - Jeff Eaton, Lift Business Advisors, Inc. Join this presentation, for tips on what has worked from a panel of industry experts and a discussion on best practices conveyed by some of our NAEC colleagues who successfully operate family businesses.

• How to Elevate Your Sales Team and Organization to the Next Level - Evan Epstein, Kase Millwork. In this competitive, but vibrant, market, you must differentiate the sales process. Learn how to lead your team to record growth with Value Added Sales, even in a commodity marketplace.

• Get a Grip on Your Business - Tom Bouwer, ProfitWorks LLC. If you’d like to be in more control of your organization, you’re not alone. As thousands of business leaders have discovered, the key to faster growth, bigger profits, more loyal customers and fewer frustrations is EOS®. EOS (Entrepreneurial Operating System) is a comprehensive business system with real, simple, practical tools. This presentation helps participants learn to implement a simple “way of operating” that helps leadership teams clarify, simplify and achieve their vision.

• Wellness and the Brain - Damian Kavanagh, Ed.S., CAE; MISBO. Your brain rewires itself all the time and so do the brains of your direct reports and all of the people you work with. Learn and pass along techniques and practices to make your operations and your people more efficient and smarter.

ROUND TABLE SESSIONS:

• Perpetuating Silos and Implicit Bias - Damian Kavanagh, Ed.S., CAE; MISBO. We all have preconceived notions about how things are or what people will be like. Explore a few ideas about hiring, meetings, interactions, and communicating that can help you check your own bias and hold others accountable for the same thing.

• Open the Door to a New Health Insurance Solution - Mark J. Lamberth, The Capstone Group. You’ll learn more about the new NAEC Health Insurance Group Benefits Program and how it may be able to help you offer a better health insurance plan to your employees at a better long-term value.

• Common Misconceptions of GDPR - Alan Davis; David Clarke; and Penny Hayes, The Trust Bridge. There is no exclusion under the Data Privacy regulation. Personal data is the key to the digital economy. Investors and M&A acquirers will want comfort that businesses are getting data privacy right and it is expected that consumers and privacy groups will be very active if they aren’t.

• Safety and Your Business - David Smarte, Delaware Elevator, Inc. This roundtable will be led by the Chairman of the NAEC Education and Safety Committee. Mr. Smarte will provide attendees with a look toward the future and companies need for safety. Attendees will understand the direction the industry is heading.

• Three Things you Need to Know About the 2019 ASME Code Updates - Dave Mann & Don Holloway, Kings III & Calvin Linde, MAD Elevator. This session will break down the newly released A17.1/B44 Safety Code for Elevators and Escalators, and specifically one-way video and two-way text communication requirements including under what circumstances the new code applies to your elevators.
Sunday, April 19
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 20
7:30am–3:00pm Registration
8:00am–9:15am Opening Breakfast: President Don Gelestino delivers State of the Association Address followed by Keynote Speaker Jones Loflin
9:30am–10:30pm Education: To Be Announced
10:30am–11:30am Education: How To Talk Your Way To a Stronger Team - Jones Loflin
12:00pm–6:30pm Official Golf Tournament* - Patriots Point Links
1:00pm–2:30pm Fort Sumter Cruise*
1:00pm–5:00pm Charleston Historic City Tour and Edmonston-Alston House*
1:30pm–3:00pm Open Mic Session: Moderator - Michael Frecking, Lakeland/Larsen Elevator Corp.

Tuesday, April 21
8:00am–2:00pm Registration
8:15am–1:00pm Fort Sumter Cruise*
8:30am–10:00am Education: Successfully Navigating the Challenges of Owning and Operating a Multi-Generational Family Business - Jeff Eaton, Lift Business Advisors
10:00am–12:00am Education: Get a Grip On Your Business - Are You Running Your Business or is It Running You? - Tom Bouwer, ProfitWorks LLC

Wednesday, April 22
8:00am–2:00pm Registration
8:00am–11:30am Roundtable Discussions–Track 1
1. Perpetuating Silos and Implicit Bias - Damian Kavanagh, Ed.S., CAE, MISBO
2. Open the Door to a New Health Insurance Solution – Mark J. Lamberth, The Capstone Group
3. Common Misconceptions of GDPR - Alan Davis, David Clarke & Penny Hayes, The Trust Bridge
8:00am–11:30am Roundtable Discussions–Track 2
2. Three Things You Need To Know About the 2019 ASME Code Updates – Dave Mann and Don Holloway, Kings III & Calvin Linde, MAD Elevator
3. Challenges Involved in Replacing VPL's – Patrick Edwards, Access Elevator
12:00pm–6:00pm No Frills Golf Tournament* - Wild Dunes Harbor Course
7:00pm–8:30pm Dregs Event

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

LUNCH ON YOUR OWN
1:00pm–2:30pm Education: Wellness and the Brain - Damian Kavanagh, Ed.S., CAE, MISBO
1:30pm–3:00pm Education: How to Elevate Your Sales Team and Organization to the Next Level - Evan Epstein, Kase Millwork
5:30pm–6:30pm Reception

As of March 5, 2020

Education: The Future of Data Privacy - Alan Davis, David Clarke & Penny Hayes, The Trust Bridge
MEMBER SERVICES COMMITTEE UPDATE

The Member Services Committee strives to provide relevant and beneficial offerings to members. The Committee met February 4th to review existing and potential services.

Of notable interest to members is the Association Healthcare plan released in January. This program needs at least 100 employees to roll out and to determine pricing for members, so if you are interested in the program, please go ahead and reach out to Fred Meijering at fred@echelonrisk.com who can send you the required documents to fill out. Even if your plan has not rolled over yet, they can go ahead and get you in queue as an interested party.

The QEI Rollout was discussed, noting that NAEC is getting closer to having the needed individuals on board for taking the first test in order for us to get through the final stages of ANSI approval, as was the new Industry Compensation Report, released last year. Remember that if you need a copy you can order one through the NAEC office.

New ideas for this year that were brought up included such possible benefits as a potential CEO Roundtable, 401K plans/retirement programs, and the Entrepreneurial Operations System (EOS), which you will hear more about at Spring Conference.

NAEC MEMBER SERVICES

As an NAEC member, a wide range of Member Services are at your fingertips. Don’t miss out on these great opportunities to help your business!

Complimentary Benefits

• Annual Membership Directory
• Mainline Newsletter
• Elevator World Magazine subscription for Contractor, Supplier and Associate Memberships
• Good One To Contact - Compiled contact list of current members that are willing to offer support to other members in their respective field(s) of expertise
• Post Job Openings & Press Releases on NAEC’s website
• Elevator Mechanic Aptitude Tests, Safety Compliance Templates, Accessibility/Residential Brochures, Confined Space Documents and Fatality Report

*All complimentary benefits can be found in the Members Only area of the NAEC website.

Discounted Rates

• UPS
• Allstate
• Office Depot
• Shell
• Park ‘N Fly Airport Parking
• Enterprise and National Car Rental

Other Benefits

• NAEC Group Healthcare Insurance Plan
• Compensation and Benefits Report
• Advertising in Membership Directory and Mainline
• Online Advertising on NAEC main and event websites
• Event Sponsorships to expose your Brand and earn Booth Points

For more information on what NAEC offers, contact Britnee Irwin at Britnee@naec.org or 770.760.9660.
NEW MEMBERS

WELCOME NEW MEMBERS!

CONTRACTOR
ECS Group - NC
Scott Kiger, Partner
6424 Zebulon Road
Wake Forest, NC 27587
919-830-1171
scott@ecsgroupnc.com

Honest Elevator and Mobility Services
Srijith Aravindan, Sales
808 Margaret Court
South Plainfield, NJ 07080
646-342-8647
info.honestelevator@gmail.com

Oceania Elevator Company, LLC
Richard M. Clark, Principal
275G Farenholt Avenue, Suite 245
Tamuning, Guam 96913-3217
671-689-5005
info.oceaniaelevator@yahoo.com

SUPPLIER
HEIDENHAIN Corporation
Jonathan Dougherty, Business Development Manager - Automation
333 East State Parkway
Schaumburg, IL 60173
847-519-4218
jdougherty@heidenhain.com

Resco.Net
Ivan Stano, COO
202 Washington St.
Brookline, MA 02445
844-266-0266
paulina.jurkovic@resco.net

REACH THOUSANDS OF INDUSTRY PROFESSIONALS ACROSS THE GLOBE!

ADVERTISE ON NAEC.ORG!

Contact Sima Bell at Sima@multiview.com or 972-910-7386 for details.
Elevation Innovation Inc. started building residential and commercial dumbwaiters in July of 2005. Within the first six months of inception, they made the decision to go beyond the regular standards and get their residential and commercial dumbwaiter systems fully Underwriters Laboratory (UL) certified to meet all North American elevator standards. (United States codes – ASME A17.1 & ASME A17.5, Canada codes – CSA B44 & CSA B44.1-11. UL file# SA32120 and E317989)

The company was founded by Scott Allen and Andrew Darnley III. Andrew, an electrical engineer with a long family history in the elevator industry in the state of New York, serves as Vice President. He grew up with elevators and is the company’s chief electrical engineer and designer working on both the residential and commercial dumbwaiter applications. He currently runs a nationwide elevator franchise company where he designs and builds extreme custom elevators. He assists Elevation Innovation Inc. on their never-ending research and development of state-of-the-art dumbwaiter systems while he also provides top tier technical support to their customer base of dealers worldwide.

Elevation Innovation Inc. has supplied residential and commercial projects all around the world including ships, private yachts, resorts, restaurants, military installations, and more. They build UL certified dumbwaiter systems up to nine levels between 75lbs – 500lbs. They are a small company with currently eight team members and growing. They excel at unique custom jobs and have done many projects that no other company could reproduce due to their system design and flexibility. They also supply custom electronic controllers and motor / winding drum packages for all makes and models of their past and present competitor’s lifts.

Over the last few years, they have worked closely with the Canadian TSSA and Technical Safety BC to achieve full code compliant dumbwaiter electronic controllers in both microprocessor and relay logic. The current Canadian code requirements are, by far, the most stringent dumbwaiter and elevator codes worldwide. Elevation Innovation Inc. is currently approved in all Canadian provinces.

Their philosophy is to build the best and safest systems possible, continue to innovate and make changes as the industry changes, and provide the BEST customer service possible. The education of their employees is an ongoing event. All their team members, including the principals, learn on a daily/weekly basis. They then share with the team their new discoveries to build a better dumbwaiter.
Elevator Safety Company (ELSCO) Expands Team and Commitment To Customer Service With New National Sales Engineer and Inside Sales and Customer Service Manager

ELSCO, Inc., the world’s premier manufacturer of elevator roller guides, swivel sliding guide shoes and related accessories for over 60 years, announces the addition of two key positions to bolster its sales and customer service departments.

Mark Wilson, ELSCO’s National Sales Engineer, is an elevator industry veteran, with over 30 years of experience in sales, marketing and operations. In his new role at ELSCO, serving the US and Canada markets, he will be responsible for sales, technical service expertise and customer product training. Mark has a strong passion for delivering an exceptional customer experience. “I look forward to working with the team to take ELSCO to a new level, while continuing to deliver superior products and world class customer service,” Mark said.

The most recent addition to the ELSCO team is Michael Miller as Inside Sales and Customer Service Manager. Michael’s 30+ year career has been dedicated to outstanding customer service in Business-to-Business organizations. He has a proven track record of success in building teams and improving operations and processes. At ELSCO, Michael will lead ELSCO’s outstanding service and sales support team. “I am excited to be a part of such a dynamic and growing company with a rich history in the elevator industry. ELSCO clearly has a deep commitment to customer engagement and is driven to continuously improve and innovate,” he said.

Douglas Hamilton, Chief Executive Office of Hamilton Associates, Inc. and President of ELSCO, said, “Our vision at ELSCO is to offer such a world-class customer experience that the industry doesn’t ever have to think about alternatives. Having Mark and Michael join us, with their respective backgrounds in customer service excellence, clearly supports our company goals. We are very pleased to welcome them both to the ELSCO family.”

ELSCO is a division of Hamilton Associates, Inc., a diverse, growth-oriented, lean-driven, ISO certified manufacturing company. ELSCO is acknowledged as the industry leader in ride quality, providing the smoothest, quietest and longest-lasting performance available on the market. For more information, visit our web site at elscoguides.com.

Rick Stumpf Retires from ADAMS Elevator and Gerry Adams Named New General Manager

Rick Stumpf, General Manager of ADAMS Elevator, retired on February 29, 2020, after 15 years with the largest wholesale distributor of elevator and escalator parts.

Gerry Adams will assume as General Manager. He has been with ADAMS Elevator since 2008.

We congratulate Rick on his retirement and Gerry for his promotion!
New, mod, or maintenance job, we have what you need

Vantage is home to such premium brands as: GAL, GAL Canada, Hollister-Whitney, Courion, Elevator Controls, Freight Tech and Bore-Max

vantageelevation.com

Chicago: 877-300-5830 • Los Angeles: 877-300-5816
Toronto: 888-425-2262

Registered for Spring Conference and need a rental? Enjoy 5% off at Enterprise Rent-A-Car and 10% off at National Car Rental.

Apply **NAEC promotion code: XZ3NAEC** when making a reservation online:

- [enterprise.com](http://enterprise.com)
- [nationalcar.com](http://nationalcar.com)

**Airport Parking**

- Shuttle picks you up and drops you off at your car
- Continuous shuttle service every 3-5 minutes
- Luggage assistance
- This corporate rate can also be used for leisure travel

**Request a Card:**
By enrolling in our Corporate Advantage Program, you are also automatically enrolled in our Frequent Parker Program.

- [pnf.com/apply/2903.htm](http://pnf.com/apply/2903.htm)

**Make a Reservation**
Reserve your parking at the Corporate rate:

Our Leave Behind Initiative is in Full Swing!

We have mailed out the “Leave Behind” cards, and now ask for YOUR HELP to grow our membership! This new way of marketing gives you the ability to be involved in expanding your network opportunities. You should have already received your cards in the mail.

How does it work?

When you meet someone, who is not yet a member of NAEC, just leave this card with them with your company name written on the back. Yes! It is that easy. Our card lists six reasons to join our association, as well as providing them with means to contact us for more information.

Besides networking, how does this benefit me?

We know how hard you work for this industry and taking the time to help NAEC will not go unnoticed. When a company reaches out to join NAEC that has received one of our cards they will tell us which company recommended them to join. Listed below are a couple of the benefits you can receive:

• Booth points – Suppliers!
• Sponsorship discounts!
• Podium recognition of your business at the Conference and Convention Awards breakfasts!

Help us Help you! If you have not received your cards, or need additional information, contact Britnee at Britnee@naec.org or at 770.760.9660.

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

**International Code Council (ICC)**
- EduCode 2020
- The Orleans Hotel & Casino
- Las Vegas, NV
- 888-422-7233
carecenter@icc-safe.org

**Elevator Conference of New York (ECNY)**
- Hoist Motor RoundTable
- Villa Barone Manor, Bronx, NY
- 718-706-8600
info@ecnyweb.com

**MENA Management**
- Lift Expo Algeria 2020
- SAFEX Expo Center, Algier, Algeria
+213 779 699 872
info@menaexhibitions.com

**NAESA International**
- QEI Training Course & Exam
- Holiday Inn & Suites, Phoenix, AZ
- Emerald McGehee
360-292-4968
dominguezE@asme.org

**Massachusetts Elevator Safety Association (MESA)**
- Monthly Meeting
- Jake & Joe’s, Norwood, MA
- Andrea Hunt / 888-503-3222
andrea@masselvatorsafetyassoc@gmail.com

**National Institute of Building Sciences (NIBS)**
- Facilities Management Conference & Expo
- Baltimore Convention Ctr.
  - Baltimore, MD
  - 202-289-7800
  nibs@nibs.org

**Canadian Elevator Contractors Association (CECA)**
- CECA/ACEA Eastern Region Meeting
- Restaurant Daou, St Laurent, QC
  - CANADA
  - office@ceca-acea.org
  - 905-446-0327

**National Institute of Building Sciences (NIBS)**
- Building Innovation Conference & Expo
  - Renaissance Arlington Hotel
  - Arlington, VA
  - 202-289-7800
  nibs@nibs.org

**Elevator Association of Minnesota (EAM)**
- Educational Session & Breakfast Meeting
  - Bloomington, MN
  - Nikki Smith / 507-245-4269
  nikki.smith@meiusa.com

**National Association of Elevator Contractors (NAEC)**
- Spring Educational Conference
  - Wild Dunes Resort, Isle of Palms (Charleston), SC
  - 770-760-9660
  Britnee@naec.org

For more Industry Events, visit naec.org/events