Staying Strong. Staying Connected.

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NY LEGISLATION UPDATE

Senate Bill S07505B enacts into law major components of legislation necessary to implement the state public protection and general government budget for the 2020-2021 state fiscal year. The new law was delivered and signed by the Governor on April 3, 2020. Visit nysenate.gov/legislation for more information.

COMMITTEE UPDATES

Accessibility/Residential Committee:

The A/R taskforce shared with the committee two draft safety videos they were tasked with creating; one targeting Architects/Contractors, and the other for homeowners as informational videos. The architect video is near completion.

The committee also discussed several education topics for the upcoming 2020 UNITED Convention in Houston.

Member Services Committee:

The NAEC health care plan is still active and a great option for many member companies. Although there has been a strong response from members taking advantage of the plans it offers, the plan still needs companies to sign up to be viable as an association benefit. Members are encouraged to reach out to representative fred@echelonrisk.com for information about how this health care proposal can benefit members and employees.

The CEO Roundtables were discussed as a possibility, per the recent survey sent out to the membership. Polling for the CEO Roundtables yielded a number of great topics that can be explored in this programming or possibility the trade show in the fall. Currently, the All-Member Calls are operating this way, and as the current crisis winds down, any regular conversation among the membership can transition to other topics related to the industry.

The committee will conduct a review of all current member benefits and services, and make recommendations about moving forward with those that are most utilized and offer the best value for members.
Spring Educational Conference: REDESIGNED

2020 Spring Conference Offered Virtually by NAEC First Time

On April 23, we held the NAEC 2020 Spring Conference REDESIGNED, an educational event that responded to the current social distancing standards by transforming into a virtual event. The original plans for the Spring Conference were to hold it at The Wild Dunes Resort near Charleston, South Carolina, but we were able to pivot to respond to social distancing needs to convert the conference into the first NAEC virtual event. We appreciate the sponsorship of Vantage Elevator Solutions for their support of NAEC’s efforts to provide quality programming in this new format.

NAEC President Don Gelestino led in with an NAEC State of the Association address followed by a session on safety protocol for industry professionals. The recommendations were the result of a collaborative effort of Champion Elevator, Delaware Elevator, the Elevator Constructors Union #1, and NAEC. These recommendations were prepared into a single document found on page 6-7 as well as on the NAEC website: https://www.naec.org/resources/covid-19-tools-and-resources.html.

The headlined sessions began with The Trust Bridge, a consulting firm for organizations needing training and education in the technical areas of Data Protection and Cyber Security. Given the strange situation we find ourselves in at the moment, with so many people suddenly working from home for the first time, organizations have little time to prepare for the consequences that may arise from increased risk of cyber attacks and data breaches.

Broken out into half hour sessions, experts from The Trust Bridge made a presentation titled “The Future of Data Privacy: Common Misconceptions of GDPR plus Data Breaches and How to Mitigate Them.” Topics covered included the following:

• Remote Working: Protect Yourself and Your Organization at Home (Presenters: David Clarke and Carol Tullo)
• Working from Home with Your Own Devices, How to Ensure You Are Mitigating Data Breach Risks (Presenters: David Clarke and Penny Heyes)
• Communication with Your Staff Whilst Working from Home (Presenters: Carol Tullo and Dan Penton)
• Post Pandemic Preparation for the New Working Norm (Presenters: David Clarke, Penny Heyes and Jeff Lawler)
• How to Look Professional on Screen (Presenter: Kiki L'Italien)

Closing out the day, Damian Kavanagh with Mid-South Independent Schools Business Officers presented a very timely session titled “Your Brain Wants You to Move Around: Tips and Tricks for Working Virtually and Staying Healthy.” He discussed the cognitive needs that your brain needs and how you can adjust your physical environment and experience using “12 Brain Rules” to stay sharp when working in isolation.

If you attended the conference, you were sent a survey that has a link to watch the presentations again at your leisure. If you did not attend, but are still interested in viewing the event, contact Britnee Irwin at britnee@naec.org to buy access to the video of this unique event.

2020 Spring Board of Directors Meeting

Thank you to the NAEC Board who faithfully came together as they normally would have prior to Spring Conference on Sunday, April 19. In a continued year of COVID-19 issues, they were easily able to pivot to a virtual meeting via Zoom. They worked hard on your behalf, addressing such issues as election of officers (via Zoom polling and breakout rooms), options (such as we knew them at the time) for the 2020 UNTED Convention & Expo, budgeting for this coming year, topics and ideas for the upcoming NexGen and strategic planning retreats, educational topics, and much more. It was impressive to work with a team that was so readily able to make this transition and spend a full day working on issues for members and member engagement.
COVID-19 Member Call Update

Management Tips During Coronavirus

During times of big changes in the marketplace, collaborating with your peers in your association to understand your next steps is critical. NAEC has hosted two in a series of all-member calls to talk through the current industry experience. From these calls, several best practices have emerged from members who have distinguished themselves by staying ahead of the changes. These practices can help NAEC members manage challenges with venders, clients, and employees, and include the following recommendations:

1. The closure of client buildings might create a great opportunity to service customers while buildings are unoccupied. However, in some cases it could present a challenge if local authorities don’t perceive our industry as “essential services.”

2. The closure of the many customer’s offices has made billing a challenge. Get email addresses for your customer contacts in accounts receivable when possible to avoid having mailed invoices sitting unread until offices open back up. Additionally, payments might be more easily processed during this period on credit cards rather than getting a check processed.

3. During this time, it might be useful to remind sales staff to reach out to existing customers to remind them of your company’s commitment to them.

4. Review your contracts with your customers and your vendors during this period. When the dust starts to settle from this period, it is possible that disputes from this time will seek resolution in the court system.

5. If payroll is an issue, talk to your bank about funding from the CARES Act. There may be funds that you can access related to Congress’ recently passed relief package, but funds will go quickly. A second round of funding is already being discussed in Congress to assist small businesses.

6. If you are approved for funds from the CARES Act, note that 75% of the funds must be used for payroll. The bank that initiates the loan will make the later determination about the way the funds have been used, so to provide clean documentation, keep separate general ledger accounts and/or separate bank accounts for these funds when possible.

Thank you Columbia Elevator Products and SCS Elevator Products for making these member calls possible!

If you missed the first two calls and would like to join the upcoming discussion, please send your email address to Britnee Irwin at Britnee@naec.org to be included.

OSHA COVID-19 UPDATE

OSHA INTERIM ENFORCEMENT RESPONSE PLAN

OSHA has released an Interim Enforcement Response Plan for Coronavirus (COVID-19). The plan provides instructions and guidance to OSHA Area Offices and compliance safety and health officers for handling coronavirus-related complaints, referrals and severe illness reports. The memorandum is effective now and will remain so until further notice, with the intention of being time-limited to the crisis. Please frequently check OSHA’s webpage for updates. For questions regarding this policy, please contact the Office of Health Enforcement at (202) 693-2190.
WELCOME NEW MEMBERS!

CONTRACTOR
Advantage Elevator Accessibility Systems Corp.
dba Advantage Elevator
Marty McKinney, President/Project Manager
PO Box 2978
Arlington, WA 98223
425-806-6044
marty@advantageelevator.com

Elevate Enterprises LLC
Clay Hollingworth, CEO
9498 E. US Highway 87
San Antonio, TX 78263
210-883-0676
clay@elevateexpress.com

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 office@naec.org, or at 770.760.9660, for more information.

2020 Award Nomination Reminders

Please note the following deadlines:

June 1 - William C. Sturgeon Award Nomination form
June 19 - Contractors Choice Award Nomination form

Contact Britnee Irwin at Britnee@naec.org, or at 770.760.9660 for questions.
COVID-19 Safety Tips for Elevator Personnel

The recent Covid-19 pandemic has created a multitude of uncertainty, confusion, and stress for Elevator Personnel. Often overlooked in the eye of the public, you too are essential and in many cases first responders or, even more important, “preventive first responders”. Maintenance personnel must visit multiple elevators and encounter many people just to do a proactive elevator maintenance so that equipment always operates at optimum performance. This is not easy in normal conditions and especially challenging in these times. We want to share some insights and opinions that you should consider regarding your personal safety and protection during the COVID-19 active pandemic.

Although we are not medical experts, we have compiled several items and suggestive methods for consideration as a COVID-19 Employee Safety Plan.

### Behavioral Change & Mannerisms
Throughout our lives we make suggestive gestures and movements which become subconscious habits. These habits become an issue during a pandemic such as COVID-19. Simply biting your fingernails, rubbing your eyes, touching your face, mouth, spitting, etc. can all spread and infect yourself and others. Behavioral change is difficult but is required, and constant reminders “not” to do these habits must be apparent. Please make yourself aware of such habits and refrain from them. Also, remind others of this as well.

### Washing Hands
The key to success is washing your hands constantly, there is NO shortage of soap and water. This virus is easily defeated with soap and water. We cannot stress enough to wash constantly; medical experts recommend washing your hands with soap and water for at least 20 seconds. It takes approximately 20 seconds to sing “Happy Birthday” twice. Do not eat, drink or smoke without washing your hands first.

### Purell and Hand Sanitizers
Works well in cases where soap and water is not present. These items are good but do not take the place of washing with soap and water. We recommend washing with soap and water in conjunction with using hand sanitizers. Because of the possibility that non-automatic, public dispensers may have come into contact with the virus, you may want to consider carrying your own soap, water, and sanitizer. A product like “Scrubs in a Bucket” may be a suitable substitute when water is not available and used in conjunction with sanitizers.

### Gloves
Only in certain critical situations are latex gloves considered good. If wearing gloves, they should constantly be changed. If you do have a glove on and come in contact with COVID-19, it will spread just as fast from place to place. Therefore, gloves should be changed constantly and properly disposed. Washing hands with soap and water before and after using gloves is highly recommended.

### Full Face Shield
A full-face shield is the best solution as it is made of a solid surface, stops you from touching your eyes, nose, and mouth, and will block any droplets of the virus being sprayed from a sneeze or cough. You can clean the face shield with a mild disinfectant.
COVID-19 UPDATE

Masks
N95 masks are the recommended choice per the CDC, but in demand for medical providers. The use of masks will cause you to constantly put your hands to your face, it takes extreme discipline not to constantly readjust, thereby placing your hands on your face. We feel if you have tested positive for COVID-19, a mask is necessary to help stop the spread of the virus; however, you should not report to work until you are cleared by your doctor. Face masks, scarves, and other material when you are not infected may help prevent the virus from entering your body through the nose and mouth area but, again, you touch your face randomly more often when wearing a mask which in turn may bring the virus more in contact with you. We do not recommend wearing a mask if you are not infected, we acknowledge that some are now recommending them, but we feel it may cause a bigger risk to cause infection, as previously stated. Note: If you remove the rubber bands you can place a mask (NON N95 OR WITH ANY RUBBER PRODUCTS) in a microwave for 2 minutes to disinfect.

Safety Glasses or Goggles
Approved safety glasses and goggles can help prevent COVID-19 from entering the eyes if worn correctly. While we recommend a full-face shield, in cases where you do not have one, please wear safety glasses or goggles. Please note goggles and glasses should be washed before and after use with a proper cleaning agent such as soap & water or cleaner.

Shoes
Removing your shoes outside of your house when arriving is highly important. The COVID-19 virus can be transported on the top and bottom of your shoes, then brought into your place of residence where pets and children can easily come in contact and spread the virus.

Clothing
Remove clothing immediately upon entering your place of residence, place them in a bag to take to the washer and wash them immediately.

Spray Bottles
We recommend 2 ounces of bleach mixed into 1 quart of water be added to a spray bottle. This can be used for spraying down tools, job boxes, areas you are working in. This formula will kill the virus and help protect you. Bleach can be hazardous if inhaled so please be aware. See full SDS sheet for bleach before and while using. For Medical Emergencies regarding bleach, call: 1-800-446-1014.
Ace Apparel is a team of branding specialists dedicated to helping their clients look great in their marketplace. They pride themselves in taking the time to learn the workstyle of their clients and tailor a uniform program that is professional, consistent and aligned with client projects.

Founded in 1938 by Morris Mathios, Ace Apparel is a third generation family business that cares about every account, regardless of its size and scope. His son, Jerry Mathios, joined in 1957 and expanded the business selling industrial textiles and work wear nationwide. Jerry is still active at over 80 years young and is succeeded by his three sons - Marc, Adam and David.

Today, they are exercising their expertise by joining in the fight against the Coronavirus (COVID-19) and making protective face masks for their customers.

Every customer is treated like family and will enjoy the sharp, clean, professional look Ace Apparel delivers as well as appreciate the exceptional quality and fast turnaround times of their on-site printing and embroidery operations. Contact Marc today!
Otis Becomes Publicly Traded Company

Otis completed its separation from United Technologies Corp. (UTC) and began trading on the New York Stock Exchange the morning of April 3 as NYSE: OTIS. Otis says it is well-positioned for sustained, long-term growth due to urbanization, a growing middle class and digitization. In 2019, Otis reported sales of US$13.1 billion. Its service portfolio generates recurring sales and “robust” cashflow. As part of the separation, UTC shareholders received distribution of one-half share of OTIS common stock for each share of UTC common stock held. UTC shareowners will receive cash in lieu of any fractional shares, as no fractional shares of Otis will be issued. UTC shareowners will also retain their shares of UTC common stock.

Otis originally listed its common stock on the NYSE in April 1920, and Otis President and CEO Judy Marks called April 3, 2020, a “historic day” in the company’s history, continuing, “Throughout our 167 years in business, we have experienced all types of markets and historic events — and rose to respond. We’re confident we will endure and succeed, despite today’s current challenges. Our vast global footprint and focus on strategic digital investments enable us to better serve our customers locally, deliver on our commitments worldwide and support our growth as cities expand.” The company continues to monitor the evolving effect of the coronavirus pandemic on its operations and 2020 financial outlook and plans to provide an update on the impact with first-quarter earnings in early May.

Madden Elevator Featured in local University Publication: Stronger Together

Congratulations to Madden Elevator who was featured in a highly respected publication from the University of Louisville.

The Family Business Center of the University of Louisville, in Louisville, Kentucky, specializes in family business management and represents many of the region’s strongest and most reputable family business leaders. CEO and President of Madden Elevator, Sean Madden, shares the company’s challenges and obstacles during the COVID-19 crisis and how they are overcoming by placing new strategies, processes, and even staff into place.

His advice to us all? “This too shall pass. So, we need to stay positive, and lead with passion. This way those around us will not lose faith and know that together we will make it through.”

To read the article in its entirety, click here.

Elevator Association of Minnesota Scholarship Fund Update

The Elevator Association of Minnesota will award two (2) scholarships again this year. One scholarship will be designated for high school seniors, the other for current undergrads, if a qualified applicant is available. If not, ISTS, EAM’s scholarship vendor, may award both scholarships to the same applicant pool. Scholarship award: $1500

The EAM Scholarship Program is accepting applications starting April 15, 2020. The deadline to apply is June 2, 2020. Take advantage of this benefit!

Review the eligibility requirements here, or visit elevatorassocmn.org.

To apply, or if you have questions, contact Nikki Smith at Nikki.Smith@meiusa.com

Donations to the Scholarship Fund are welcomed! Donation Form

Elevator Association of Minnesota
2333 Waters Drive, Mendota Heights, MN 55120
507.245.3060

Ronald, along with his partner Charlie Buscher, founded Continental Elevator in 1972 where he was President. Later in 1979, they founded Access Elevator in Omaha, Nebraska. In 1999, Continental was sold to Otis.

Ronald served on many boards in the Omaha area: Omaha Home for Boys, Omaha Executive Association, and Scottish Rite. He also served as President for NAEC from 1995 to 1996 and gave many years of devotion and expertise to the elevator industry. He loved to work! After 35 years in the elevator business at both of his companies, he retired from the industry in 2007 and continued to manage properties he owned in the Omaha area.

He was a great father, grandfather and mentor to many. He is survived by his wife, Vaira; daughter, Christa Busch (Lance); sons, Greg Anglim (Brenda), and Ryan Anglim (Dr. Katie); and leaves behind many grandchildren, nieces and nephews.

Marvin Ewing, past President and Executive Director of NAEC, passed away at the age of 87, on April 11, 2020. After serving in the US Air Force, Marvin started his elevator career in 1957 with Otis as an industrial engineer. In 1968, he and a partner started Apalachia Elevator in Tallahassee, Florida. He relocated to Ft. Walton Beach in 1974 and started National Elevator, Inc. As the first office located in the Panhandle of Florida, National Elevator dominated the area taking on manufacturing, construction, and service.

Marvin had a great impact on the elevator industry in the Southeast and will forever be known and respected for his love and dedication to the elevator trade. In addition to his tenure with NAEC, he also served on numerous ASME Committees. He was actively involved in his company up to the very end, and National Elevator will continue to flourish with the spirit and dedication he always exuded.

He is survived by his wife, Brenda; and his four children, Scott, Kerry, Robin, and Candace. He also leaves behind six grandchildren and four great-grandchildren.

Joan “Betty” Mathis, 89, affectionately known as Nana by her grandchildren and great-grandchildren, passed away on Wednesday, April 29, 2020, at her home surrounded by her family.

Mrs. Mathis was born in Copperhill, TN, to the late Leonard Coleman Goss and Eliza Jane Hammons Goss. She attended Tennessee Wesleyan College and was a member of Avery’s Creek United Methodist Church.

After raising her family, she devoted ten years as owner of Mathis Electronics, a long-time member of NAEC.

She is survived by her husband of 68 years, E.J. Mathis; daughter, Tammy Hawkins (Matney); sons, Ed Mathis (Sheryl), Charles Mathis, and Kevin Mathis (April); eight grandchildren and three great-grandchildren.
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*P: Preliminary. All indexes are subject to revision four months after original publication.*
COVID-19 CANCELLATIONS AND POSTPONEMENTS

The unfolding coronavirus (COVID-19) crisis has significantly affected the Elevator Industry. These events have been postponed, cancelled, or rescheduled due to COVID-19. If you are postponing your event or moving it to online-only, we’d like to hear from you. Please email us with updates.

Chicago Elevator Association (CEA)
Monthly Meetings CANCELLED until further notice.

Elevator Association of Minnesota (EAM)
Annual Golf Outing rescheduled to August 27, 2020

ECNY Showcase
Postponed to October 22, 2020

Massachusetts Elevator Safety Association (MESA)
Monthly Meetings CANCELLED until further notice.

Lift Expo Italia 2020
Rescheduled for September 30-October 2

ExpoElevator
Rescheduled for March 1-3, 2021

International Sourcing Exposition for Elevators and Escalators (ISEE)
Rescheduled for May 6-8, 2021

BuildingsNY
Postponed to September 15-18, 2020

INELEX 2020
Postponed to October 15-17, 2020

World Elevator & Escalator Expo
Postponed to August 18-21, 2020

ELEVCON
Rescheduled for June 15-17, 2021

European Lift Association (ELA) Annual Conference
Postponed tentatively for September 17, 2020

Ascen.tec
Postponed - Details TBA

NAESA International
Please visit naesai.org for classes and exam cancellations/webinars.

The UNITED Partners recognize that elevator professionals are in especially high-touch roles during this time of COVID-19. To keep our community interests in mind, we plan to have our live, in-person event with added protections for distancing and crowd flow as well as additional virtual plans for a hybrid convention with wonderful streaming options for speakers, round table discussions, and trade show exposure should we need it.

In addition, if it is necessary to transition into a fully virtual event, alternative plans are being made to continue to offer all of the great opportunities you expect at a UNITED Convention & Expo.

In a time of uncertainty, we are excited about the options and possibilities that will make this event better than ever!

WE ANTICIPATE TO OPEN REGISTRATION AND THE HOTEL ROOM BLOCK LATER THIS MONTH. LOOK FOR AN UPDATE ON MAY 21!

unitedconvention.com