

# MAINLINE

FEB - MAR 2021

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## 2021 Spring Educational Conference

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A publication of the  
National Association of  
Elevator Contractors

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**NAEC**

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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 NAEC members,

What a year it has been! As we have endured so much during these unusual times, our resilience as a community has been inspiring. We have found unique ways to continue serving our customers, our employees and our NAEC members.

Recently, longtime NAEC member and friend Michael Frecking stepped down from his position as the NAEC President. The entire board is deeply saddened by Michael's departure. I am personally missing what would have been an opportunity to learn from Michael's amazing leadership.

As a result of this shift in leadership, I will be stepping into the role of President effective immediately. With a strong group of leaders on the board and chairing our committees, we know that we can continue to move ahead for 2021 and beyond. I believe that the industry's future is bright. With the generous help of Don Gelestino, who has agreed to rejoin the board as Vice President, we will continue moving forward with a strong leadership team and an effective Strategic Plan to guide the way.

I am personally grateful for the friends and leaders working on behalf of the NAEC. The board will continue our efforts to support members with an effective association that keeps our value proposition strong and our bonds stronger. We are looking forward to seeing many of you at the Spring Conference in April. And after the conference, the Fall Convention & Expo is right around the corner. Thanks to each of you for your commitment to NAEC and the incredible industry we serve.

Sincerely,

A handwritten signature in blue ink that reads 'Hope K. Evans'.

Hope Evans  
President

## Town Hall Event Series kicks off

NAEC's Member Services Committee has launched a new Town Hall series, initiating the series on Feb. 23 with the topic of "Marketing New Products." The event featured a great panel of presenters, including:

- **Don Gelestino**, President, Champion Elevator Corp.
- **Sanjay Kamani**, President & COO, KP Property Advisors, LLC
- **Bill Page**, Director of Product Management, Bruno Independent Living Aids, Inc.
- **Steve Wurth**, CEO/President, Wurtec



of the presentations and the choice of panelists. Attendance was counted at over 120 attendees, and a recording of the event is viewable (along with some presentation materials) from the NAEC website under the Events > Town Hall tab.

The topic for this event was the result of a member survey, and the additional sessions this year will also draw from that member

Feedback from the inaugural event was well received, with both staff and the panel members receiving many positive comments about the rich content

feedback for the Town Hall topics. There will be 3 more Town Hall events this year that will be held on May 25, August 31, and November 9. Watch for announcements about new installments in this series over the year!

## Membership Development Chair: Anita Seymour



**Anita Seymour** is the Chair of the Member Development Committee, a committee with a mission that reflects her own passion for the value of the association for her as a member.

She started her professional career as a software consultant and found herself implementing software that was specific to the elevator industry. She ventured out into developing her own mobile app for elevator technicians in the field 15 years ago, when she asked herself "how do these employees in the field capture data in real time when there is no reception in elevator shafts?" Her solution was an application that was introduced to the industry years before device apps became commonplace.

She has been involved with NAEC since 2007 when she showed at the trade show with a previous company. She found herself continuing to work in elevator-centric applications, eventually started her own company and joining the NAEC membership. Today, Anita has 25 employees with her company Expert Service Solutions and customers all over north America. She credits NAEC's trade show with heightening her product awareness, but the people she has come to know are the reasons she sees the association as so much more than just the trade show.

"The trade show is something that we heavily rely on for building relationships and seeing our existing customers. It is so exciting when I am at the trade show and an existing customer is able to interact with a visitor interested in my software, and my customer says to them, 'Let me show you how their app works!'" That is how the NAEC community is for its members, she says.

# Legislative Updates

## KANSAS

Kansas' SB 181 would create the Elevator Safety Act, which would regulate the construction, installation, operation, inspection, testing, maintenance, alteration, and repair of elevators. The bill would also create a Elevator Safety Advisory Board to oversee the new regulations, and would require any entity wishing to engage in the business of servicing or maintaining elevators to apply for a license from the State Fire Marshal to perform work.

For the full bill text and the attached fiscal note, visit [kslegislature.org](http://kslegislature.org) and search for SB 181.

## OHIO

Ohio's H.B. 107 would institute new licensure requirements for elevator contractors. It would require elevator mechanics and elevator contractors to obtain a license from the Division of Industrial Compliance, and grants that office with rule-making

authority over the elevator mechanic and contractor licensing process. It would require elevator contractors to maintain minimum levels of insurance coverage and to secure initial licensure requirements. It would create the Elevator Safety Review Board (ESRB) within the Board of Building Standards that would be granted disciplinary authority over elevator mechanics and elevator contractors.

For the full bill text, visit [legislature.ohio.gov](http://legislature.ohio.gov) and search for H.B. 107.

## TEXAS

Texas' H.B. 1485 would create new regulation of elevator mechanics and contractors and require an occupational registration. It relates to professionals who are (1) registered as an elevator mechanic with the department as required by this section; or (2) employed by a (newly) registered contractor.

For the full text, visit [capitol.texas.gov](http://capitol.texas.gov) and search for H.B. 7485 with the "Bill Lookup" feature.

## metal index

1982 Base	Jan 2021 (Current)	Dec 2020 (1 mth ago)	Jul 2020 (6 mth ago)	Jan 2020 (1 year ago)
Metal and metal products	239.6 (P)	231.4 (P)	216.3	219.8
Hot rolled sheet	131.0 (P)	125.1 (P)	109.4	115.5
Hot rolled structural	197.6 (P)	188.8 (P)	186.0	189.0
Steel pipe and tube	279.7 (P)	273.9 (P)	262.2	270.3
Cold rolled sheet	230.8 (P)	214.2 (P)	206.6	218.6
No 2 diesel fuel	293.2 (P)	281.3 (P)	224.3	268.5

P: Preliminary. All indexes are subject to revision four months after original publication.



# Time Well Spent on education

The 2021 NAEC Spring Educational Conference will offer the following educational and roundtable sessions. To view more details on the sessions and speakers, and to register, visit [naec.org/conference](http://naec.org/conference). *Early bird pricing ends March 19, so register today at [naec.org/conference](http://naec.org/conference)!*

## EDUCATION SESSIONS INCLUDE:

**It's Time to Start Running Your Circus!** • *Jones Loflin* • Using the model of a successful circus, this highly engaging presentation will equip you to better manage your time and energy to explore new opportunities and achieve better results.

**How Elevator Contractors & Suppliers Can Become Invincible to Lawsuits & Save Thousands in Taxes** • *Larry Oxenham, American Society for Asset Protection* • In this session, you will learn how to protect 100% of your assets from lawsuits, save thousands of dollars each year in taxes, and avoid probate and eliminate all estate taxes.

**How to Elevate Your Sales Team and Organization to the Next Level** • *Evan Epstein, Kase Millwork* • Learn how to lead your team to record growth with Value Added Sales, even in a commodity marketplace. Through this hour and a half journey, you will learn everything you need to see instant results and growth in sales. In this competitive, but vibrant, market, you must differentiate the sales process.

**Successfully Navigating the Challenges of a Multi-Generational Family Business (Panel Discussion)** • *Jeff Eaton, Moderator, Lift Business Advisors* • Pick up some 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.

**Remote Elevator Monitoring: Past, Present, Future** • *Sean Madden, Madden Elevator Company* • Learn how adopting emerging AI and IoT technology can help elevator companies manage their portfolios more effectively and how technology can be used to augment service for technicians.

## ROUNDTABLE SESSIONS:

**Three Things You Need to Know About the 2019 ASME Code Updates** • *Don Holloway & Dave Mann, Kings III* • This session will break down the newly released A17.1/B44 Safety Code for Elevators and Escalators, including one-way video and two-way text communication requirements and under what circumstances the new code applies to your elevators.

**Nine Elevator Industry "Safety Absolutes"** • *David Smarte, Delaware Elevator & Ray Downs, TEI Group* • Learn about safety measures and best practices for fall protection, control of hazardous energy, control of the elevator, and high risk practices.

**The Elevator Industry in 2021 & How to Grow Your Revenue** • *Steve Wurth, Wurtec* • Take a look at the projections for the elevator industry in 2021: what to expect for growth, market drivers, and who will be market leaders.

**Equipment as a Service in the Elevator Industry** • *Sanjay Kamani, ATIS* • In today's tech-loaded world, what is equipment as a service offering in the elevator industry? We will examine the methods and why this will be driven by the customers.

**Taking Your Elevator Service Company to the Next Level** • *Donald Gelestino, Champion Elevator* • This presentation is designed to give an elevator service company owner some thoughts on how to scale the company to their own expectations.

**Challenges Involved in Replacing VPLs** • *Patrick Edwards, Soft Landings Vertical Services, Inc.* • The VPL fleet is aging dramatically. Learn strategies to address the issues this presents, including interpretation of the accessibility standard and the customization of the new lift in many ways.

# Conference Agenda

As of March 15

## Sunday, April 18

- 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:** Bill's Grill

## Monday, April 19

- 7:30am–12:00pm **Registration**
- 8:00am–9:15am **Opening Breakfast** • NAEC President delivers State of the Association Address followed by Keynote Speaker Jones Loflin
- 9:30am–10:15am **Education** • Merrill Lynch Retirement Benefits: Introducing the NAEC 401(k) Program • *Ted Candella & Brian Croutier, Merrill Lynch Wealth Management*
- 9:30am–10:30am **Education** • Overcoming Gearless Machine Challenges: The COVID Edition • *Dennis Rhodes & Gary Ward, Imperial Electric*
- 10:30am–12:00pm **Education** • It's Time to Start Running Your Circus! • *Jones Loflin*
- 11:00am–12:00pm **Education** • LO/TO and Jumpers • *Keith Evans, Oracle Elevator Company*
- 12:00pm–6:30pm Official Golf Tournament\* - Canyon Course
- 1:30pm–3:00pm **Open Mic Session** • *Moderator: Hope Evans, EMR Elevator, Inc.*
- 2:00pm–4:00pm Guacamole and Margarita Making Class with the Chef • On-site activity\*

## Tuesday, April 20

- 8:00am–12:00pm **Registration**
- 8:30am–10:15am **Education** • How Elevator Contractors & Suppliers Can Become Invincible to Lawsuits • *Larry Oxenham, American Society for Asset Protection*
- 8:45am–9:45am **Education** • Private Equity Firms as New Players in the Elevator Industry • *Dominik Sachsenheimer, Maven Group, LLC*
- 10:30am–12:00pm **Panel Discussion** • Successfully Navigating the Challenges of a Multi-Generational Family Business • *Jeff Eaton, Moderator, Lift Business Advisors*

- 10:45am–11:45am **Education** • Remote Elevator Monitoring: Past, Present, Future • *Sean Madden, Madden Elevator Company*

LUNCH ON YOUR OWN

- 1:15pm–2:15pm **Education** • 2019 Code Update • *Chris Strawn, Elevator Safety and Technical Services*
- 1:30pm–3:00pm **Education** • How to Elevate Your Sales Team and Organization to the Next Level • *Evan Epstein, Kase Millwork*
- 2:45pm–3:45pm **Education** • *Performing Field Surveys for Elevator Modernizations* • *Carl Burch, Vantage*
- 5:30pm–6:30pm **Reception** • Cascade Terrace

## Wednesday, April 21

- 8:00am–12:00pm **Registration**
- 8:00am–12:00pm **Roundtable Discussions** • Technical
  1. Challenges Involved in Replacing VPLs • *Patrick Edwards, Soft Landings Vertical Services, Inc.*
  2. Three Things You Need to Know About the 2019 ASME Code Updates • *Don Holloway & Dave Mann, Kings III*
  3. Nine Elevator Industry "Safety Absolutes" • *David Smarte, Delaware Elevator & Ray Downs, TEI Group*
- Roundtable Discussions** • Business
  1. The Elevator Industry in 2021 & How to Grow Your Revenue • *Steve Wurth, Wurtec*
  2. Equipment as a Service in the Elevator Industry • *Sanjay Kamani, ATIS*
  3. Taking Your Elevator Service Company to the Next Level • *Donald Gelestino, Champion Elevator*
- 12:00pm–6:00pm No Frills Golf Tournament\* • *Sonoran Desert Golf Course at the Omni Tucson*
- 7:00pm–8:30pm Dregs Event

\*Optional: Advance Ticket Purchase Required

**Bold: included in full registration**

# Vantage: Familiar Brands Brought Together

Introduced in 2018, Vantage has brought together the best brands and people in the business. Their brands include trusted industry names as GAL, GAL Canada, Hollister-Whitney, Elevator Controls, Bore-Max, Courion, Vertical Dimensions, and UK-based Thames Valley Controls. Together, they offer customers easy access to a broad range of resources, expertise, and products in the industry through their five Regional Service Centers located across North America in New York, Miami, Chicago, Los Angeles, and Toronto.

It is a storied group of brands and product offerings that make up the Vantage name. Founded in 1927, **GAL Manufacturing** provides a comprehensive range of non-proprietary elevator components, including door equipment and controllers. In 2005, GAL Manufacturing formed GAL Canada (GAL-C), and in 2007 acquired Elevator Components, Inc. (ECI), subsequently merging their products with those offered by GAL-C in 2011.

Since 1899, **Hollister-Whitney** has designed and manufactured solutions that are now trusted by thousands of elevator mechanics across North America. Hollister-Whitney offers an extensive line of products that includes elevator hoist machines for geared, gearless, and geared to gearless applications, as well as slings, safeties, governors, and various other products.

**Elevator Controls** specializes in complex vertical transportation control systems, specifically the Pixel controller line, which includes non-proprietary, microprocessor-based systems that are simple for customers to install, adjust, and maintain.

**Bore-Max** has earned a reputation for manufacturing high-quality, durable hydraulic elevator components. Bore-Max makes submersible and dry pump units, hydraulic jacks, and other hydraulic elevator components.



**Courion** is renowned for its durable and reliable freight elevator components and can provide complete freight elevator modernization solutions,

installation, service/repair, and replacement parts. Freight Tech is Courion's NYC-based subsidiary and provides installation and 24/7 repair services for freight door systems using skilled IUEC Local-1 professionals.

**Thames Valley Controls (TVC)** is a well-established company with a vast amount of lift experience. TVC has been serving customers with reliable and quality monitoring solutions and lift controls since 1971.

In 2020, Vantage formed a partnership with MAD Elevator and introduced a new fixture line – **Vantage Fixtures Designed & Made by MAD** that is now being offered to the North American market exclusively through Vantage.

**Vertical Dimensions** offers Quick Cab ([quickcabs.com](http://quickcabs.com)) and custom elevator interiors to customers across the United States.

The Vantage family of brands have a long history with NAEC as tremendous supporters over the years. GAL Manufacturing has been a member of NAEC since 1953 and has helped recruit many members to the organization. GAL co-founder **Herb Glaser** co-chaired NAEC's first Mid-Year Management Seminar in Chicago, IL in 1970.

NAEC has recognized many Vantage employees with various awards and appointments through the years including the Man of the Year Award (now known as the William Sturgeon Award), the Distinguished Service Award, and the Presidents' Award. Vantage employees have also served on the NAEC Board of Directors, including **James Varon** who is currently on the board.

NAEC looks forward to continuing to grow our strong relationship with Vantage for many years to come!

# 2021 Convention: Exhibit in Atlantic City!



There is still a small amount of expo space available for NAEC suppliers at the 2021 Annual Convention & Expo in Atlantic City! The trade show gives members like you the opportunity to be front and center at the industry's largest and premier annual event! Become a part of a community that will allow you to engage and connect with vertical transportation professionals who are seeking to grow their businesses.

Why exhibit? Networking opportunities with potential clients from across the globe:

- Historical attendance for NAEC's Convention & Exposition: 59% Elevator Contractor/Mechanics and 12% Consultants/Elevator Inspectors.
- Establish connections with industry peers and clients.
- Stay advantageous to your competitors - Thousands of industry professionals will be in attendance and will be looking for the newest technology and products.

Don't miss this opportunity to generate quality leads, close deals, and build lasting relationships! For information, an application, and the link to our current floor plan showing available space, contact [Megan@naec.org](mailto:Megan@naec.org).

## Registration for the Convention & Expo:

Registration for the 2021 Annual Convention & Expo will be opening soon, so watch for that announcement after the Spring Conference concludes!

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[sales@vantageelevation.com](mailto:sales@vantageelevation.com)





# CENTER STAGE

Join us in welcome two outstanding new team members to the the NAEC Staff!



**LAURA COX**

Laura has joined our team as Certification Manager and will be working on continuing education, certification programs, and sourcing speakers for the conference and convention.

She has a BA in History from Agnes Scott College, an Event and Meeting Planning Certificate from Kennesaw State University, and holds the Certified Meeting Professional (CMP) designation from the Events Industry Council. Laura has worked in association management since 2007.

**SABRINA TAYLOR**



Sabrina has joined the NAEC Team as our CRM Specialist.

She has spent more than 15 years in the non-profit industry supporting various aspects of the market.

She comes to our organization with extensive experience in providing superior customer service internally & externally. Sabrina enjoys spending quality time with her family and is looking forward to growth in the elevator community.

## We are here to help!



**Rená B. Cozart**  
Executive Director



**Amanda Smith**  
Deputy Director



**Kathy Bell**  
Education Manager



**Tripp Cook**  
Marketing & Member Svcs Mgr



**Britnee Irwin**  
Mbrship & Registration Mgr



**Jessica Moon**  
Certification Specialist



**Megan Ragan**  
Exhibition Consultant

Follow NAEC on Social Media!



# Don't let thieves steal your travel plans!

As dependable as the swallows' return to Capistrano, scammers and unethical players are returning! Ahead of our 2021 Convention and Expo in Atlantic City, these characters will be reaching out to NAEC members about room blocks, attendee information, and other matters while saying that they are working with NAEC.



In reality, there are few external partners that NAEC uses for event management. Additionally, the registration for the event will not open until late April, so there is currently no registration info yet available. If you ever have any questions about a company's validity, please contact the NAEC office to ask!

## Call for Presenters

The NAEC Education and Safety Committee is accepting submissions for educational session speakers. This is your invitation to submit a written programming idea for upcoming NAEC educational programs! As an educational session speaker, you can:

- Expand your personal portfolio!
- Expose your training to the thousands of industry professionals through the NAEC eLearning website!
- Collaborate with other experts!
- Earn booth points for NAEC space draw!



Contact [Laura@naec.org](mailto:Laura@naec.org) or call 770.760.9660 for details.

## Welcome new members!

### CONTRACTOR

Southeast Elevator  
811 Edwards Road  
Ft Pierce, FL 34982  
Tim Fischer  
[tfischer@seelevator.com](mailto:tfischer@seelevator.com)

### SUPPLIER

Polished Metals, Inc  
487 Hillside Ave  
Hillside, NJ 07205  
Jeff Watson  
[Jeff@polishedmetals.com](mailto:Jeff@polishedmetals.com)

ElevatorZip  
Brad Hoersten  
[elevatorzip.com](http://elevatorzip.com)  
[brad.hoersten@elevatorzip.com](mailto:brad.hoersten@elevatorzip.com)

### SUBSCRIPTION

Soft Landings Vertical Solutions, Inc  
95 Stable Way  
Lindenhurst, IL 60046  
Patrick Edwards  
[patrick@stairflyer.com](mailto:patrick@stairflyer.com)

### ASSOCIATE

Merrill Lynch  
200 Park Ave, Fl 13  
New York, NY 10166  
Ted Candella  
[Ted\\_Candella@ml.com](mailto:Ted_Candella@ml.com)

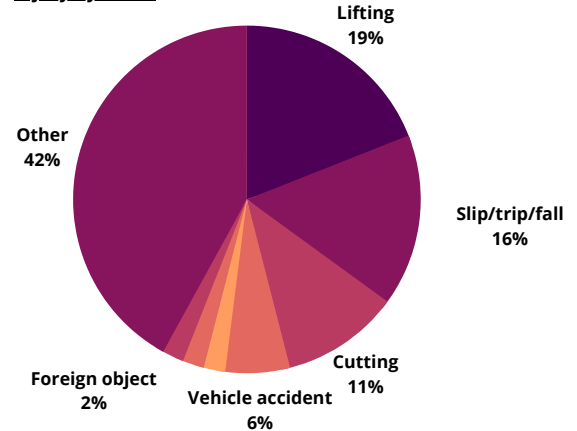
# Tuscany Strategy Consulting Leading NAEC Health and Safety Data Initiative

Last year, the NAEC renewed an initiative designed to help our members learn from each another on important safety issues by anonymously collecting data on work-related illnesses and injuries to analyze and share. Participating members shared details on the nature and impact of illnesses and injuries, and this information was compared across factors including age, gender, roles of affected employees, and organization size. This initiative revealed numerous findings, including that while lift injuries and slips, trips, and falls are the most frequent, over 40% of all injuries did not have an associated cause reported.

Participation is voluntary and this year we are hoping to build upon 2020's strong response rate to put together even more valuable information and insights, including year-over-year trends to evaluate the impact of health and safety improvement efforts.

In the coming weeks, you will receive an email from Tuscany Strategy Consulting, an independent organization contracted by NAEC, to ensure privacy is

**Injury by cause**



maintained for our members and your employees. Tuscany Strategy Consulting's email will request that you provide illness and injury information from your organization via OSHA forms 300 and 300A, modified to secure the anonymity of your employees.

Please reach out if you have any questions about this initiative or how you can become involved.

## NAEC Member Benefit: Office Depot / OfficeMax Business Savings Program

NEAC is re-launching our member benefit program with Office Depot/OfficeMax with a Business Savings Program. This custom program provides our members with special deals that extend to almost every item, access to Office Depot's technology services, and more. If you already shop at Office Depot or OfficeMax, please consider simply registering your company with the link below to get the added advantage of our NAEC discounts.

The savings include:

- 20% to 55% off item office supply core list
- 20% to 55% off retail on cleaning & breakroom items

- 10% off branded; 20% off private brand ink & toner core list
- Average 10% off retail on 200 technology core items
- Free next-day shipping on orders of \$50 or more
- Savings on copy & print

Sign up for our Office Depot Business Savings Program (administered by Excelerate America) to register your company under our new program by visiting [http://bit.ly/NAEC\\_OD](http://bit.ly/NAEC_OD) to complete your registration.

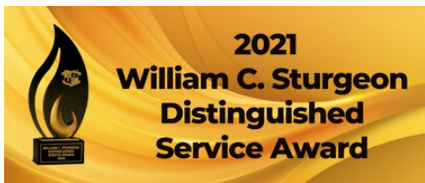




## Nominations Open

The Contractors' Choice Award is an opportunity for Contractor members to identify a Supplier member who stands out, a company that deserves a hearty "thank you" from its customers and the Association.

Let us hear from you! Complete details and a nomination form can be found on [NAEC.org](http://NAEC.org). **Submit your completed form by June 18.**



## Nominations Open

NAEC's most prestigious and elite award, the William C. Sturgeon Distinguished Service Award, is presented annually to the individual who most merits the elevator industry's recognition - an individual who has given unselfishly of their time and energies to the benefit of the Association and the industry - an individual who unerringly supports and participates in the activities of the Association.

Complete details and a nomination form can be found on [NAEC.org](http://NAEC.org). **Submit your completed form no later than June 1.**

# Nominations for the 2021 Board of Directors Now Open

**It is time to select four (4) NAEC members to serve as Directors on the Board of the National Association of Elevator Contractors.** NAEC members are encouraged to participate in the selection process by recommending individuals for consideration by the Nominating Committees.

**Self-nominations are permitted and encouraged.** If you have a desire to serve and feel that you meet the qualifications, please feel free to submit your own name for consideration.

When considering potential candidates, please note the following general guidelines:

1. To be eligible for election to the Board of Directors, a Contractor or Supplier member must have been a member in good standing for at least one (1) year prior to said election.
2. Nominees and Board Members must be a duly authorized representative of their company.
3. Of the four nominees, three (3) will be Contractor members and one (1) will be a Supplier member. If a member holds both a Contractor and Supplier membership, member is considered a Supplier member for purposes of Board service.
4. A Director must be able to devote a good deal of time to the duties of the position. This is a three-year commitment for Contractor and Supplier directors. The quality of the Board of Directors has a direct influence on the future of our association.
5. Of the three (3) Contractor directors, one (1) will be elected to the presidency before their term is over. Each Contractor nominee must be aware of the possibility of moving into the presidency during his or her term and be willing to serve in this capacity if called upon.

The nomination form should be completed, signed, and returned **no later than March 26, 2021.** This form can be returned via email, fax, or USPS to NAEC Headquarters. Recommendations received after this date will not be considered. Candidate criteria should be considered when making recommendations.

For questions about any of these awards or nominations, contact **Britnee Irwin** at 770.760.9660 or at [Britnee@naec.org](mailto:Britnee@naec.org).

# OSHA holds *National Safety Stand-Down to Prevent Falls in Construction*

The U.S. Department of Labor’s Occupational Safety and Health Administration has scheduled the eighth annual National Stand-Down to Prevent Falls in Construction for May 3-7, 2021. OSHA encourages construction employers and other stakeholders to join the event to promote awareness and training to address one of the industry’s most serious dangers.

“Workers suffer serious and fatal injuries from falls and have a devastating impact on families and businesses,” said Principal Deputy Assistant Secretary of Labor for Occupational Safety and Health James Frederick. “This important collaboration with the construction industry encourages employers to learn how to better control fall-related hazards and improve their safety and health programs.”

OSHA developed the fall prevention campaign, as part of the national safety stand-down and in partnership with the National Institute for Occupational Safety and Health, National Occupational Research Agenda, and The Center for Construction Research and Training.

Since 2014, this collaboration has helped train nearly 10 million workers on fall prevention.

Under the Occupational Safety and Health Act of 1970, employers are responsible for providing safe and healthful workplaces for their employees. OSHA’s role is to help ensure these conditions for America’s working men and women by setting and enforcing standards, and providing training, education and assistance.



More information is at [osha.gov/stop-falls-stand-down](https://www.osha.gov/stop-falls-stand-down).

## OSHA Regional Contacts

Region I	<b>Stephen Nee</b>	Nee.stephen@dol.gov	Regional Labor Liaison	617-565-6924 x621
Region II	<b>Mike Levy</b>	Levy.Mike@dol.gov	ARA-CSP	212-337-4637
Region III	<b>Nicholas Dejesse</b>	Dejesse.Nicholas@dol.gov	ARA-CSP	215-861-4900
Region III	<b>James Touey</b>	Touey.james@dol.gov	Regional Labor Liaison	215-861-4926
Region III	<b>Isabel DeOliveira</b>	DeOliveira.Isabel@dol.gov	Regional CAS	215-861-4931
Region IV	<b>Robert Stockdale</b>	Stocksdale.Robert@dol.gov	AAD	912-652-4393
Region IV	<b>Scott Tisdale</b>	Tisdale.David@dol.gov	CSHO	251-441-6131
Region IV	<b>Paula Story</b>	Story.Paula@dol.gov	Regional Labor Liaison	912-652-4393
Region V	<b>Darnell Crenshaw</b>	Crenshaw.Darnell@dol.gov	ARA-CSP	312-886-5977
Region V	<b>Lisa Sciolaro</b>	Sciolaro.Lisa@dol.gov	Regional Labor Liaison	312-353-2220
Region VI	<b>Sandra Boudloche</b>	Boudloche.Sandra@dol.gov	Regional Labor Liaison	972-850-4189
Region VII	<b>David McDonnell</b>	McDonnell.David@dol.gov	Regional CAS	316-269-6646 x140
Region VIII	<b>John Olaechea</b>	Olaechea.John@dol.gov	Safety & Health Manager	720-264-6586
Region IX & X	<b>Justine Callahan</b>	Callahan.Justine@dol.gov	Safety & Health Manager	510-637-3800

# Schumacher Elevator Announces New VP of Business Development Bret Abels

Schumacher Elevator Company is pleased to announce the appointment of **Bret Abels** to the newly created role of VP of Business Development.

"We are pleased to welcome Bret to our team as we continue to expand our market presence in the Midwest and invest in the growth of our business," said

**Jeff Schumacher**, CEO of Schumacher Elevator. "In his new role, Bret will help identify strategic business opportunities for the company and will serve as a member of our management team."

Mr. Abels comes to Schumacher with over 30 years of experience in the industry, most recently as President



and Chief Operating Officer of O'Keefe Elevator in Omaha, Nebraska. He sat on the NAEC board for three years and served as president in 2016. He also served as an Elevator Escalator Safety Foundation officer for two years.

"I am excited for the opportunity to be part of a great

family owned business that has pride in their products and employees," Mr. Abels stated. "I love the industry but the most important thing to me is being proud of your company and what you do. I look forward to being part of the Schumacher team and working to help enhance the company's future."

## Precision Elevator, others join American Elevator Group

American Elevator Group (AEG), has completed an investment in Precision Elevator Corporation, the latest acquisition in their growing portfolio.

Established in 1992, Precision Elevator specializes in the service, modernization, and construction of all types of hydraulic, traction, and freight elevators, throughout the northeast.

D & D Elevator CEO **Bobby Schaeffer**, themselves a recent AEG acquisition, said of Precision Elevator's acquisition "I am delighted that AEG has added this premium business to their already impressive portfolio. Precision Elevator further strengthens AEG's



presence in the NY Metro market, and adds significant strength to our team."

**Yuri Novak**, owner of Precision Elevator commented, "Precision Elevator is a well-respected service partner to their customers. I look forward to working with AEG to further

develop our collective business opportunities."

These are the latest acquisitions by AEG in recent months, expanding their network throughout the northeast. Other companies that have recently become a part of the AEG portfolio include DC Elevator, Eastern Elevator, Standard Elevator, Dura-Lift Elevator, Dunwell Elevator, and Eltech Elevator.



## Joe Heastie New Castrol Industrial NE Region Manager

**Joe Heastie** has transitioned from Castrol LubeCon national account manager (NAM) to Castrol Industrial Northeast region sales manager, leading Castrol's industrial lubricant sales team in the Northeastern U.S. since January 1.

Based in Philadelphia, Heastie has been with Castrol for nearly nine years. In his previous role, he was the first NAM to help drive account development for the company's new lubrication equipment and products serving the industry. Prior to the pandemic, he co-led the win of Castrol's largest escalator account to date for a public-transit authority, led the win of its second-largest contract for a major retailer and won a series of major contracts with universities.

## Prysmian Group Acquires EHC Global

Prysmian Group announces that it has completed the acquisition of EHC Global, leading manufacturer of strategic components and integrated solutions for the vertical transportation industry.

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 technical services for escalators and moving walkways, including installations.

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 the Group's Draka Elevator business, broadening its product portfolio with a wide range of escalator products and services.

## Wessex announces Graham Taylor as VP for North American Market

Wessex has announced that **Graham Taylor** has joined the Wessex Team as the VP for the North American market. Mr. Taylor has over 40 years experience within the accessibility industry, and his knowledge extends to all aspects including installation, manufacturing, and sales of accessibility solutions.



Together with his knowledge and our extensive product range, we will expand our dealer network, continue to deliver a personal service to all our amazing dealers, and ensure our customers always receive 5 Star service. We are extremely excited for the year ahead!"

Managing Director **Paul Hillman** notes "We are excited to announce the appointment of our new Vice President for our North American Market. Graham Taylor is a great addition to the Wessex team and brings with him a wealth of experience in the industry.

Mr. Taylor commented that "The combination of the Wessex quality products and my extensive knowledge of the American market offers the opportunity to bridge the gap between people who need quality accessibility equipment, and a manufacturer who can provide that equipment here in North America."

# INDUSTRY CALENDAR & NAEC EVENTS

**MAR**  
**18-20**

**Virgo Comm & Exhibitions**  
Global Lift & Escalator Expo  
Virtual  
+91 9845095803  
dev@virgo-comm.com  
raghu@virgo-comm.com  
gleexpo.com

**May**  
**3-7**

**OSHA**  
National Stand-Down to Prevent  
Falls in Construction  
[osha.gov/stop-falls-stand-down](https://www.osha.gov/stop-falls-stand-down)

**Dec**  
**6-7**

**Liftinstituut Solutions**  
International Elevator &  
Escalator Symposium  
Hotel Okura  
Amsterdam, The Netherlands  
info@liftinstituutsolutions.com  
[liftinstituutsolutions.com](https://liftinstituutsolutions.com)

**MAR**  
**25-28**

**Tarsus Turkey**  
Asansör İstanbul 2021  
Tüyap Fair & Congress Center  
Istanbul, Turkey  
asansor@tarsusturkey.com  
[en.asansoristanbul.com](https://en.asansoristanbul.com)

**Jun**  
**29**  
-  
**Jul**  
**2**

**International Association of  
Elevator Consultants (IAEC)**  
2021 Annual Forum  
Wyndham Bonnet Creek Resort  
Orlando, Florida  
281-540-9625  
sheila@iaec.org  
iaec.org

**Dec**  
**9-11**

**TAK Expo Pvt. Ltd.**  
International Sourcing Exposition  
for Elevators and Escalators (ISEE)  
Mumbai, India  
+91 9920413001  
priyanka@tak.expo.net  
[tak-expo.net](https://tak-expo.net)

**APR**  
**18-21**

**National Association of  
Elevator Contractors (NAEC)**  
Spring Educational Conference  
Loews Ventana Canyon Resort  
Tucson, AZ  
770-760-9660  
info@naec.org  
[naec.org/conference](https://naec.org/conference)

**Sept**  
**20-23**

**National Association of  
Elevator Contractors (NAEC)**  
NAEC Annual Convention & Expo  
Atlantic City Convention Center  
Atlantic City, NJ  
info@naec.org  
[naecconvention.com](https://naecconvention.com)

**2022**  
**Feb**  
**16-18**

**Messe Frankfurt**  
International Elevator and  
Escalator Expo  
Bombay Exhibition Center  
Mumbai, India  
+91 9821859508  
[ieexpo.in.messefrankfurt.com/  
\\_mumbai/en.html](https://ieexpo.in.messefrankfurt.com/mumbai/en.html)

**APR**  
**22-23**

**National Association of  
Elevator Contractors (NAEC)**  
NexGen Educational Retreat  
Loews Ventana Canyon Resort  
Tucson, AZ  
770-760-9660  
britnee@naec.org  
[naec.org/why-naec/nexgen.html](https://naec.org/why-naec/nexgen.html)

**Oct**  
**19-22**

**Interlift 2021**  
Augsburg Trade Fair Center  
Augsburg, Germany  
+49.911.98833-7000  
[interlift.de/en/](https://interlift.de/en/)

**2022**  
**May**  
**31-**  
**Jun**  
**2**

**International Association of  
Elevator Engineers (IAEE)**  
Elevcon  
Grandior Hotel  
Prague, Czech Republic  
[elevcon.com](https://elevcon.com)

**APR**  
**28-29**

**6th International Lifts  
Exhibition EURO-LIFT**  
Targi Kielce Exhibition &  
Congress Centre  
Kielce, Poland  
biuro@targikielce.pl  
[targikielce.pl/en/euro-lift](https://targikielce.pl/en/euro-lift)

**Oct**  
**20-21**

**BuildingsNY**  
BuildingsNY 2021  
Pier 36  
New York, NY  
+1 (646) 849-3517  
info@BuildingsNY.com  
[buildingsny.com](https://buildingsny.com)

**2020-**  
**2021**

**NAESA International**  
All Code Update Webinars,  
Seminars and QEI classes are  
currently online.  
800-746-2372  
megan@naesai.org (Ed)  
emerald@naesai.org (Cert)  
[naesai.org/sessions](https://naesai.org/sessions)