

MAINLINE



LETTING THE GOOD TIMES ROLL
IN NEW ORLEANS!

2021 Convention and Expo

IN REVIEW

MESSAGE FROM THE PRESIDENT



A publication of the
National Association of
Elevator Contractors

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

Dear Valued Members,

Fall is definitely in the air as we gear up for a dynamic 2022 for NAEC!

I would like to extend my heartfelt thank you to everyone who supported us and attended the Convention and Expo in New Orleans. We know this was a very personal and difficult decision for all who were able to attend as well as those who could not. The feedback we received from an overwhelming number of exhibitors that while the show was indeed smaller than normal years, the 'right' attendees were in the building and great business was happening across the show floor.



In addition, at our Convention we were able to welcome new board members, bid farewell to those whose service has made a true difference on our Board of Directors, acknowledge leaders in our industry, and be face-to-face with old friends and meet new and do business with new ones.

Thanks to our amazing Board of Directors, Rena Cozart, our Executive Director, Amanda Smith, our COO, and all of the NAEC Staff for persisting and succeeding in extremely challenging circumstances. To be able to plan and execute such a great show in spite of a location change, a Covid peak, and a hurricane was perseverance at its finest and everyone who was able to safely be in person again in New Orleans thanks you!

We are looking forward to 2022 and all of the great evolving programming and education we have for the industry including our CET/CAT Program, VTMP and QEI. In 2022 we will be adding Traveling Safety Training and Networking opportunities for our members in 6 different regions in the country. More information regarding these exciting regional events will be coming your way shortly.

Our Strategic Plan is pacing our growth as an organization at a rapid rate and we know you are already noticing the improvements to many processes. Next year will bring more stabilization, smart and strategic programming, and positive growth across all areas of our Association. We are also reinvigorating our committees with some infrastructure, clear direction, and new members. Thanks to everyone who has leading or serving on our committees, helping to shape the future of the organization.

We look forward to growing together to lead one of the most vibrant industries doing business today and in the year to come.

Sincerely,

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

NEW ORLEANS: MAKING MUSIC AGAIN!



On October 4-7, elevator industry professionals gathered in New Orleans, Louisiana, for the 72th Annual Convention & 2021 Exposition.

The anticipation of this year's event was even more notable after the distancing that has impacted NAEC events for 2020, and the subsequent relocation from Atlantic City to New Orleans. The New Orleans Ernest N. Morial Convention Center hosted almost a thousand industry suppliers, contractors, consultants, inspectors and other industry professionals to network, attend educational sessions, and enjoy good times in person again. With 100 companies presenting in 91 booths, exhibitors, the latest trends, technology, and products were highlighted in refreshing face-to-face interactions.

The event week commenced on Monday with the Golf Tournament held at the breathtaking Lakewood Golf Club. We appreciate the sponsorship of **3Phase** who helped make the tournament a success!

The evening ended with the Welcome Reception that featured a jazz band and an artist providing a live painting demonstration of the event that was immortalized on canvas! The painting was displayed at the Dregs Party on Thursday, and prints of the painting will be available soon!

Members assembled Tuesday for the Welcome Breakfast and annual General Business Session, sponsored by **relayr**. President **Hope Evans** addressed the State of the

Association, shared the future direction of NAEC, and provided statistics about the association's education

program, which is 20 years old.

The day continued with the roundtable discussions. The topics included subjects such as repair sales strategies, process improvement, residential door gap safety solutions, and code standards. There were also panel discussions on family businesses and emerging female company leadership. All discussions were of great interest and well attended. Thank you to all of the event speakers!

The Expo opened Wednesday morning with exhibitors drawing



contractors, suppliers, consultants, and industry associates from across the country and around the world. The NAEC Expo allowed attendees to learn more about the current business climate in a COVID-adjusted elevator industry as well as discover new and innovative products and services to gain a competitive edge.

In addition to the exhibits, two educational pavilions sponsored by **Innovation Industries, Inc.** offered experts in the industry the opportunity to earn continuing

CONVENTION WRAP-UP

education credits necessary for certification. The pavilion sessions were offered for expo attendees for free for the first time, which boosted the attendance and the value of the event. The sessions included topics such as emergency communications, vertical slide freight door safety, and the "Nine Safety Absolutes."

The Awards Breakfast on Thursday morning was a time to recognize achievements in the elevator industry and recognize community appreciation. President Hope Evans presented the President's Award to **John Dodds** of American Elevator Group for his support and assistance during her past year as the association President. The 2021 Contractors' Choice Award recipient is a supplier member selected by a popular vote of the contractor members, and it was awarded to **The Peelle Company** for their outstanding relationships in the industry.

Presented annually, the most prestigious award given by the Association is the William C. Sturgeon Distinguished Service Award. The winner of this elite award goes through a nomination process and is then chosen by peers in the association. Presenting this year's award was **Rob Masterson** of Champion Elevator to award winner **Don Gelestino**. Congratulations to Don for his sincere commitment and dedication to NAEC and to the industry.

Past NAEC Board Member and Sturgeon Distinguished Award recipient **Joseph McNally** of McNally Elevator Company conducted the installation ceremonies of the new Board of Directors members and the new Board Officers during the breakfast. The new incoming Directors are: **Chris Harris** of A+ Elevators and Lifts, **Sean Madden** of Madden Elevator Company, **Landon Scott** of Centric Elevator Corporation, and **Mike Jennings** of Virginia Controls. The 2021-2022 Officers are President Hope Evans of EMR Elevator, Inc., Vice President John Tolar of United Elevator Services, Secretary **Cece Hartman** of Matot,



John Dodds (left image, on right) is presented the President's Award. The 2021 Contractors' Choice Award was awarded to **The Peelle Company** (below image).



Inc., and Treasurer **Rene Hertsberg** of Urban Elevator Service.

Also presented at Thursday's ceremony were the Booth Awards. Best Single Booth was awarded to **SmarTork**, Best Multiple Booth was awarded to **WORLD Electronics**, Best Island to **relayr, Inc.**, and NAEC Spirit Award to **SCS Elevator Products**. Congratulations to these award recipients!

This year's Dregs Party was held in New Orleans' Sugar Mill, across the street from the convention center. Many thanks to **EMS Group, Inc.** for sponsoring the fantastic closing event! In anticipation of the 2022 convention in Louisville, a VIP bourbon basket was auctioned off to benefit SBP, a New Orleans nonprofit dedicated disaster resilience and recovery that has helped the New Orleans area following the 2021 hurricanes as well as disasters in previous years. We raised nearly \$1K for their cause!

NAEC looks forward to welcoming the industry to the 2022 NAEC Convention & Exposition in Louisville, Kentucky, September 18-21, 2022. Space draw for the 2022 event will begin in January, and registration will open in the summer.

*It is truly an honor and a privilege that my peers would recognize me for this gracious award. William C. Sturgeon was a true entrepreneur who brought dedication, commitment and excellence to our industry by sharing knowledge and educating others. This is what I strive to do for others as well in my daily commitment to both my family and the elevator business. I am humbled by the recognition of this iconic award and feel honored to be amongst the other recipients as they are many great industry leaders. Big Thank You to all for bestowing this great award upon me! - **Don Gelestino**, recipient of the 2021 William C. Sturgeon Distinguished Service Award*



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2021 Convention & Expo MORE THAN A CONVENTION



**Thanks to our many amazing member sponsors of the
New Orleans Convention and Expo!**

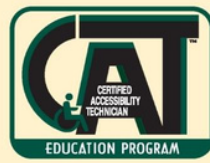


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Elevated Facility Services Group supports several leading regional brands in the elevator and escalator MRO sector including EMR Elevator, Oracle Elevator, Premier Elevator, and Premier Oracle Elevator which together represent the largest independent, non-union provider of contractually based maintenance, repair, and modernization services for all major brands of elevator equipment.

To learn more about EFS view our latest video at [EFS - Elevated Facility Services](#) or visit elevatedfacilitieservices.com



**CERTIFICATION RENEWAL
REMINDER:**

Certification Renewals were sent out via email Sept 24th and are due by Dec 31st. If you have any questions, please contact Jessica Harris at jessica@naec.org.

Don't be fined, renew on time!



New Member November!

NAEC is shooting for 40 NEW members in November! All NEW members get 2 months FREE, and once we hit our goal, **Matt Yelland** from Peelle will shave his beard at the end of the member drive! Join us or refer new members and let's see Matt's pretty mug!

metal index

1982 Base	Oct 2021 (Current)	Sept 2021 (1 mth ago)	Apr 2021 (6 mth ago)	Oct 2020 (1 year ago)
Metal and metal products	323.7(P)	316.1(P)	273.4	222.2
Hot rolled sheet	376.8(P)	364.1(P)	249.1	112.2
Hot rolled structural	292.4(P)	289.0(P)	233.1	182.8
Steel pipe and tube	458.6(P)	443.9(P)	328.4	264.6
Cold rolled sheet	701.7(P)	648.0(P)	478.9	196.8
No 2 diesel fuel	469.7(P)	419.2(P)	353.0	234.5

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

Spring Conference in Sarasota, Florida

Registration opens in December

Why attend?



2022 NAEC Educational Conference
March 20 - 23
Hyatt Regency Sarasota

For more info, visit
naec.org/conference

Earn Continuing Education credits

Courses offered at the conference cover a variety of topics while offering you the technical coursework that keeps your certifications active!

Connecting with peers

Networking is a valuable investment of your time. Some of the best insights from conference come from informal chats you have with others in the industry which pay off dividends in the future.

Grow your industry advantage

Establish strategic partnerships and alliances with other companies, gain a competitive-edge, and stay current of the business culture.

Relax at a great location

What better way to enjoy a Conference than reveling in the social gatherings and local amenities. Enjoy the dining, cocktails, golf tournaments, tours, excursions, and parties for your enjoyment!

The **NEXGEN** retreat will follow the Spring Conference March 24 & 25!

More info to come!

5 Benefits of Having Diverse Employees

HR Perspective from The Hopkins Group

When you hear people talk about diversity in the workplace, do you ever wonder why is that important? Or do you think about what are the benefits of having a diverse group of employees? Besides the having different types of representation within a company, there are many benefits companies experience by having a diverse workforce.

Companies can take steps aimed at retaining talented employees or attracting new ones. Focusing on diversity is a highly effective way to achieve these goals. A diverse work environment provides important benefits for both employees and employers. These five benefits of having diverse employees can encourage companies to create a more inclusive work environment.

#1: Improved Innovation

Companies rely on innovation for success. Having diverse employees results in more innovation overall. A diverse workplace often includes multiple views. These views can lead to creative ideas for products and services, which helps business succeed.

#2: Lower Turnover

Diversity in the workplace can decrease turnover rates. When employees feel satisfied with their job and accepted in the workplace, they are much less likely to leave. Reduced turnover helps employers retain good employees. Also, this helps companies save on the cost of recruiting and training new employees.

#3: Better Hiring Results

Recruiting talented employees takes time and effort. Focusing on diversity in the workplace can help businesses improve hiring results. This can make it easier for companies to attract the best employees. In fact, many job seekers look for workplace diversity when considering job offers.

#4: Higher Profits

Having diverse employees can benefit companies' profits. A diverse workplace often leads to improved decision making and quicker problem solving, often resulting in higher profits.

#5: Higher Job Satisfaction

Creating a more diverse workplace results in better job satisfaction. In addition to decreasing turnover, this leads to higher employee engagement. Diverse employees who feel included are motivated to contribute more. These employees tend to become more engaged with co-workers and management.



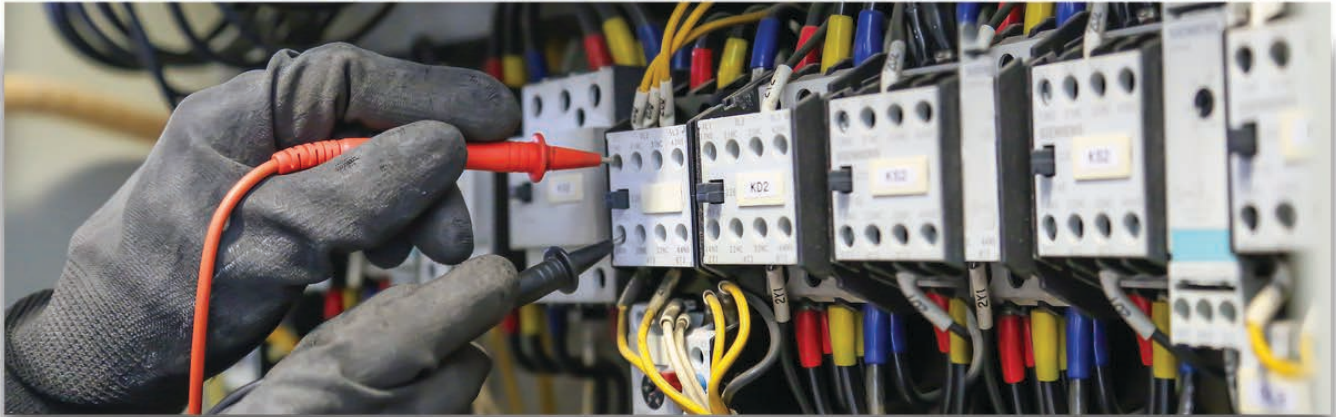
Expert Assistance for a More Diverse Workplace

The Hopkins Group is both a member of NAEC and a benefit to other members! If you think your company could use some help with evaluating and improving hiring practices, The Hopkins Group is here to help! We help small and medium-sized businesses evaluate their hiring practices. This includes helping your company recruit diverse employees. Also, our HR experts can also help your business come up with a strategy for maintaining a diverse group of talented employees. If you need HR expertise to assist you in creating a more diverse workplace, contact us today at info@hopkinshr.com or visit our website at hopkinshr.com/free-consultation.



SAFETY ABSOLUTES

#2: Electrical Safe Work Practices



The "Nine Elevator Industry Safety Absolutes" were created by NAEC and the NEII Safety Committee. They are best practices for maximizing safety and preventing injuries. This article is the second in a series about each of the absolutes with actionable details for workplace implementation.

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When power is not required to do the work, be sure to perform the safe work practices of Lock Out /Tag Out. If you are troubleshooting live, use a proper meter and be sure to test your meter before each use to be sure it is in working order. When a problem has been located, make the repair after LOTO has been done and verified.



Additional safe work practices when working with electrical components include the following:

1) Lock and tagout when power is not required. (Never open the mainline disconnect cover.) When powering down the mainline disconnect, here are a few reminders:

- Be sure to turn your head away to protect your eyes and face from the potential for arc flash.
- Place your personal lock and tag on the mainline disconnect after disengaging the arm.
- Test the meter first to a known voltage source, and then test to be sure power has been removed.



2) At the controller, using a meter that is a CAT III 1000-Volt, test and verify that no power is flowing. Do this by placing your meter on the controller door and clipping your negative meter lead to the ground. Then probe with one hand behind your back to test the incoming power to the same controller at phases L1-L2-L3.



SAFETY ABSOLUTES

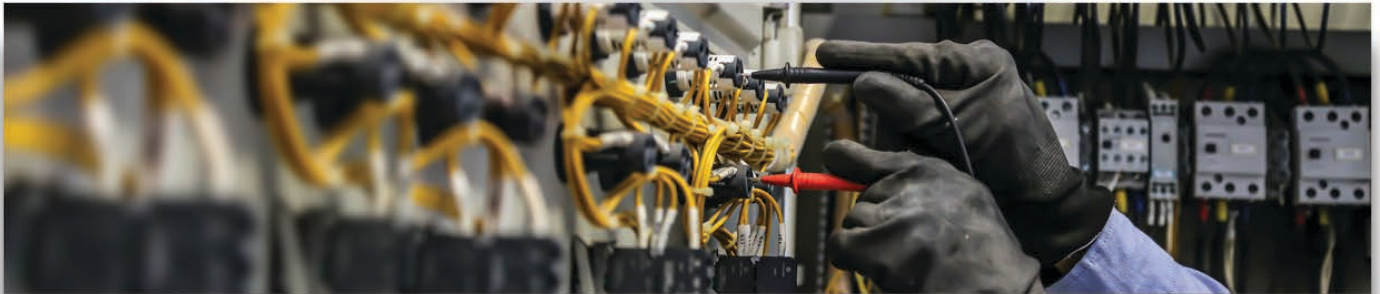
#2: Electrical Safe Work Practices

3) When you receive a negative reading indicating that there is no power flowing, retest the meter to confirm that the meter is working and that it is correctly reading no power flow.

4) Only use company-issued, certified tools and always inspect the tools before each use to protect against incidental contact with live electrical circuits.

5) Suggestions from the National Fire Protection Association regarding arc-flash PPE equipment include:

1. Arc-resistant rubber gloves and leather gloves
2. Ear plugs
3. Fire rated sleeve
4. Hard hat
5. Long sleeve, 100% cotton shirt. (Cotton burns too, so also wear the fire rated sleeve!)
6. Safety Glasses



Special thanks to NAEC sponsor

relayr.

Insurance Savings Opportunity: The Importance of Documented Safety Programs

by **Matthew Dennett**,
RBN Insurance Services

The elevator industry is feeling the effects of a hard insurance market, with premiums often increasing and with underwriters applying extra scrutiny to businesses' risk factors. One key strategy to control insurance costs is to follow a documented and proactive safety program. Because of the heights, tight spaces, and liability risks involved, elevator contractors are viewed as a high-hazard class of business by insurance carriers. Clams involving elevator contractors are often long, complex, and costly, and your claim history is a key factor that carriers use in setting renewal terms. The best way to control claims and liabilities is to operate from a proactive and well-documented safety program. Over time, companies that operate more safely and with more consistent procedures will have fewer claims and will benefit from much competitively priced insurance coverage.

Establish Goals

- Establish your safety goals
- Identify employees who will administer and monitor the safety program
- Set aside a dedicated budget for safety improvements
- Set a clear tone from the top that safety is a priority and that safety performance is a key metric for the organization

Engage Employees

- Continuously seek feedback from your employees
- Promote your commitment to safety as one of your organization's central values to all employees

Determine and Control Hazards

- Gather information by talking to your employees, completing inspections, reviewing OSHA guidance, and auditing reported injuries and illnesses
- Maintain a list of the hazards that employees may encounter in their jobs
- Create a plan to prioritize and contain the identified hazards, and develop safety training protocols for hazards that can't be eliminated



Educate & Train

- Arrange education and training on an ongoing basis
- Provide all materials and trainings in a language or languages understandable to all employees
- Sample items include methods to report injuries or concerns, how to recognize and report hazards, role-playing in potentially hazardous situations, and hazard-specific mitigation techniques

Evaluate & Improve

- Review safety programs regularly to determine the effectiveness and potential improvements
- Consistently audit jobsites to ensure safety protocols are actually being observed, and take action when they are not



continued...

Document Everything

- Document all aspects of your safety programs in detail
- Keep records of all meetings, investigations, and reports
- Share documentation with your insurance carriers and and regulatory agencies (when applicable)

Sample Elevator Contractor Safety Program Elements

- Lockout/tagout procedures
- Proper personal protective equipment (PPE) protocols
- Fall protection plans
- Safe driving practices
- Heat safety protocols
- Power tool safety
- How to report hazards

Moving Forward

In short, enacting or improving a documented safety program is a way to help elevator contractor businesses secure more favorable insurance pricing on Workers' Compensation and other lines of coverage. Your insurance and risk management advisors are a resource to help you develop and improve documented safety programs. Make sure to partner with an insurance and risk management professional who understands the elevator industry and your unique risks, and who will advocate on your behalf.



Matthew Dennett is a Vice President with RBN Insurance Services. Matthew can be contacted at mdennett@rbninsurance.com.

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3 PHASE

Welcome new members!

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Elevator Learning Center

Bringing instruction directly to the jobsite

With emphasis on safety in the elevator industry steadily escalating, currently in development is a next-generation approach to broadening it further: a fleet of self-contained mobile classrooms – called Mobile Elevator Safety Units – that deliver comprehensive safety instruction directly



ELEVATOR LEARNING CENTER

the principles of the SAFE 9 Program, also referred to by some as the 9 Safety Absolutes, which focuses on nine specific approaches to maximizing elevator safety and preventing injuries.

A mobile session can be conducted indoors or out, on a loading dock, in a parking lot,

onto operating jobsites. The mobile training concept was developed by the Elevator Learning Center, an outgrowth of D&D Elevator Maintenance, both now part of the American Elevator Group. Central to the process has been **Bob Schaeffer**, presently CEO of D&D and a Vice President of AEG. Throughout his career, Schaeffer has been a strong advocate for and enabler of education in the elevator industry, with particular emphasis on safety.

The Elevator Learning Center opened on Oct 3, 2018, with the mission of training and hiring technicians at first just for D&D and its elevator platform, with plans to make the training available to other companies, in any location, via distance learning. The Mobile Training Units are being deployed as the next evolution of delivering safety training to the broader industry at large. The initial unit currently serves the New York/New Jersey region, with plans for more to be rolled out for the Mid-West and Southern regions, and ultimately the West Coast.

spacious garage, or anywhere on a jobsite that room and weather will allow. Each session can accommodate from 5 to 20 technicians, which enables simultaneous training of multiple teams. Each Mobile Safety Unit includes all the devices necessary to train the SAFE 9 program: Inline disconnect switches, top-of-car access using a car-top simulator, pit-stop switches and pit access procedures that show technicians how to properly gain access into the pit, and electrical equipment simulators for showing how to properly disconnect power to the various elevator devices. The vehicle also includes a roof-mounted I-beam that extends off the back for practical training in fall protection by having the technicians hang from the beam, strapped into their harnesses, as they actually would in the field. Participation in a session qualifies a technician for 3 contact hours toward CET certification.

Elevator Safety Training Hits the Road

With its Mobile Elevator Safety Units, the Elevator Learning Center has started delivering comprehensive safety instruction directly onto operating jobsites. Elevator service technicians are trained on-location in



continued...

While this program is beneficial to those having newly entered the industry, it is equally the case for experienced technicians and mechanics. At a company's location, the program's instructors can conduct an on-site audit of group's protection and other safety equipment. If it is worn, damaged, out-of-date, or otherwise not up to required standard, the instructors can remove it from service and provide the participants with all new equipment, on-the-spot. Also carried on board is pre-certified rigging equipment, to swap out for new while sending old, damaged items out for repair and recertification for future use.

The Elevator Learning Center is planning in the near

future to offer its safety and education training to companies outside the AEG platform. For more info, go to MobileElevatorSafetyUnit.com.



Bob Schaeffer demonstrating a distance learning class

SCS Elevator Products Partnering With Guide Dogs of America

SCS Elevator Products has joined Guide Dogs of America, a non-profit organization in southern California, in their mission of transforming the lives of the blind/visually impaired people through partnership with guide dogs. With a puppy sponsorship, SCS has provided funds that will cover all expenses from the time the puppy is 8 weeks old until it returns to campus for formal training at age 15-18 months. SCS was excited to learn a few weeks ago that the puppy they are sponsoring is a black lab named Kona.



For the next 15-18 months Kona will be in the home of her "puppy raiser" family. These are carefully screened foster families and individuals that teach the puppies proper house manners, basic obedience, and experience that will give them the skills and confidence needed to navigate in the real world. As Kona grows and learns new skills SCS will get updates on her progress through pictures, videos, and updates on Kona.

"We are very excited to be a part of Kona's journey to becoming a guide dog. She is already part of our team here at SCS Elevator Products, we even have a "mini Kona" (stuffed animal) here in her honor, as she works hard on her training in California," says SCS President **Dave Muelken**. About half of the puppies that start do not end up graduating as Guide Dogs but are transferred to a sister program, Tender Loving Canines, to be service animals for vets with PTSD or autistic children. GDA/TLC also places facility dogs with professionals in hospitals, schools, and courtrooms. "We know

no matter the final outcome our sponsorship of Kona will be well worth it as she will help improve the life of an individual in need. To be a part of that is truly priceless." says Muelken.

One of SCS Elevator Products goals for 2021 was to find ways to give back that also fit their core values and mission. It was their East Coast Regional Sales Manager, **Brian Hilfrank**, who found GDA and

continued...

suggested the partnership. “Partnering with Guide Dogs of America seemed like the perfect opportunity to support a great organization and connect us back to our history as a company”, says Hilfrank. SCS Elevator Products started out in the mid-1970s as Stencil Cutting and Supply Co. by **Robley G. Cook**, a visually impaired individual who used the services of a guide dog, recognized the need for directional braille signs to help visually impaired people navigate the world around them. He identified the elevator industry as the primary market for his braille sign products, and the rest, as they say, is history.



SCS Elevator Products' display about their partnership at the 2021 Expo in New Orleans, winning them the Spirit Award at the New Orleans Expo!

AFD Industries Announces New President Brandyn M. Eckhart

AFD Industries has announced that **Brandyn M. Eckhart** has been promoted to be its new President. A native of Seattle, WA, Eckhart began his career in the elevator industry at AFD Industries in 2016 as a sales representative and was promoted to National Accounts Manager in 2018. Eckhart is a graduate of Malone University

in Canton, OH with a B.A. in communications. He also attended Chabot College in Hayward, CA, where he earned an associate degree in social science.



In addition to his role at AFD, Eckhart will assume the position of President of LMG Industries, an AFD subsidiary located in Hammond, IN.

AFD Industries has more than 60 years' experience in supplying high quality components to the elevator industry. With corporate

operations in Canton, OH, its products are stocked in warehouses strategically located throughout North America.

NEWS!

SEND US YOUR PRESS RELEASES!

If your company has news to get out, make sure that NAEC is on your distribution list! Our press room on our website is available for you to post the good news about the work, growth, and human interest happenings at your company!

NAEC members can send press releases to tripp@naec.org to be posted at naec.org/member-site/press-room.html.

Wurtec Announces New President Blake Pilgrim

Wurtec has announced that **Blake Pilgrim** has been promoted to President of the Wurtec Group. Blake has been with Wurtec for nine years, two of which he led Accounting and Human Resources, four years as our Director of Operations, two years as Director of Sales & Marketing, and as of recent our Vice President of Sales.

Blake has spent the last four years reporting to our Board of Advisors to ready himself for this position. Blake will provide general management leadership along with implementation of strategic plans and build upon

existing sales opportunities and efforts. The President has direct responsibility over the Finance, Engineering, Sales/Marketing, HR/People Operations, and Operations department heads. Blake will work closely with **Steve Wurth** to support the Wurtec Core Values,



Employee Engagement, Company Focus, and Annual Budget.

Steve Wurth will continue to hold the office of CEO and Executive Chairman, with a primary focus on vision, customer relations, and innovation at Wurtec. Steve will also work as Wurtec's culture champion to ensure customer satisfaction and employee engagement.

With this announcement, **Joel Wooley** has been named to Wurtec's leadership team as Director of Sales and Marketing.

Joel has 26 years of industry experience, of which many were in leadership roles. Wurtec feels these changes position Wurtec for another 36 plus years of innovation, excellent customer experience, and an engaged workforce.



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Code Data Plate

CROSSHEAD DATA PLATE		CODE DATA PLATE	
COMPLETE CAR WEIGHT	POUNDS	ALTERNATION CODE	COMPLIANCE CODE
RATED LOAD	POUNDS	RATED SPEED	F.P.M.
NUMBER OF FLOORS	FLOORS	NET WEIGHT	POUNDS
RATED BREAKING STRENGTH	POUNDS	MANUFACTURER'S	BY
MANUFACTURER'S	BY	ALL LIBRATIONS	INSTRUCTIONS

United Vertical Group announces New President Lauren Rios

United Vertical Group has announced that industry leader **Lauren Rios** will serve as President of the company. The company was recently formed as the result of a restructuring of United Cabs, Inc., an industry leader in high-end elevator cab design. It is expanding its operations with the new United Vertical Group company, which will represent the United Cabs, Inc. elevator cab product and the United Metals Corp hoist-way product.

The restructuring and expansion comes in tandem with a recent move to a

35,000+ sq ft space in Long Island, NY, where the company is outfitting a state-of-the-art facility with over \$1 million in new machinery. The organizational restructuring and investment in new space, technology, and talent means a seamless customer experience across product lines, from design to installation, and limitless room for growth in a competitive market.



“This is a momentous time for our company,” said **Victor Rosario**, CEO and Founder of united cabs and now United Vertical Group. “We’ve worked with Lauren for a long time and have always had tremendous respect for her. She’s going to be an important leader for us as we continue to grow. Our new space, our new technology, combined with our incredible team... we’re on the verge of creating new horizons in our industry. There’s truly no limit.”

The United Vertical Group specializes in creating one-of-a-kind designs for

commercial, hospitality, government, and residential elevator interiors. “I’m beyond excited to lead this incredible team into a new era,” said Rios. “I’ve watched United Cabs grow over its 10-year history and have always respected Victor and his team. It’s exciting to know all that we are capable of together.”

Call for Speakers

The NAEC Education and Safety
Committee is accepting
submissions for 2022 events

Visit naec.org/events/call-for-presentations.html for more info



Space draw for the 2022 Convention and Expo will open in January.

More info to come!

Why exhibit?

- Managers and field personnel of the *multi-national companies* will be there.
- *Consultants* and *inspectors* will be there.
- *Universities with elevator maintenance divisions* will be there.
- Most importantly, *your competition* will be there.

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- To see what you have to offer!
- Networking with peers and suppliers.
- Looking for new ideas and technology options.
- To attend educational classes that offer continuing education credits for CET, CAT, QEI & NEEIEP.
- To explore what *your competition* is offering.

You must be an active member of NAEC to exhibit at the annual Expo.

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sales@vantageelevation.com



INDUSTRY CALENDAR & NAEC EVENTS

2022

Jan
12-13

American Society of Mechanical Engineers (AMSE)
ASME A17 Standards Committee
Virtual
burdeshawg@asme.org
asme.org

2022

APR
26-29

Interlift 2021
Messe Augsburg
Augsburg, Germany
+49.911.98833-7000
interlift.de/en

2022

SEP
15-16

NAESA International
Wisconsin Elevator Symposium
Grand Geneva Resort
Lake Geneva, WI
megan@naesai.org
naesai.org/sessions

2022

JAN
31
-
Feb
1

Liftinstituut Solutions
International Elevator &
Escalator Symposium
Hotel Okura
Amsterdam, The Netherlands
info@liftinstituutsolutions.com
elevatorsymposium.org

2022

MAY
10-13

World Elevator & Escalator Expo
National Exhibition
and Convention Center
Shanghai, Vietnam
en.elevator-expo.com/

2022

SEP
18-21

National Association of Elevator Contractors (NAEC)
NAEC Annual Convention & Expo
KY International Convention Center
Louisville, KY
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

2022

MAY
11-12

American Society of Mechanical Engineers (AMSE)
A17 Standards Committee
Virtual
burdeshawg@asme.org
ASME.org

OCT
6-7

American Society of Mechanical Engineers (AMSE)
A17 Standards Committee
Virtual
ASME.org

2022

MAR
10-13

Asansör Istanbul
International Lift Exhibition
Tuyap Fair and Congress
Center
Istanbul, Turkey
asansor@tarsusturkey.com
en.asansoristanbul.com

2022

May
23-27

IAEC
2022 IAEC Annual Forum
Radisson Blu
Minneapolis, MN
+1 (646) 849-3517
.iaec.org

2022

NOV
10-12

Global Lift & Escalator Expo Dhaka
International Convention
City
Dhaka, Bangladesh
info@virgo-comm.com
www.gleexpo.com

2022

MAR
15-17

Associated Builders and Contractors
ABC Convention
San Antonio, TX
abconvention.abc.org

2022

May
30
-
Jun
2

Canadian Elevator Contractors Association
2022 Montreal Convention
Le Westin Montreal
Montreal, Quebec
ceca-acea.org

2022

DEC
1-3

Vietnam Lifts and Elevators Expo
Saigon Exhibition and
Convention Center
Ho Chi Minh City, Vietnam
minhchau@vnexpo.com.vn
elevatorexpo.com.vn

2022

MAR
20-23

National Association of Elevator Contractors (NAEC)
Spring Educational Conference
Hyatt Regency Sarasota
Sarasota, Florida
770-760-9660
naec.org/conference

2022

May
31
-
Jun
2

International Association of Elevator Engineers
Elevcon
Grandior Hotel
Prague, Czech Republic
elevcon.com

2022

DEC
1-3

International Sourcing Exposition for Elevators and Escalators (ISEE)
Mumbai, India
+91 9920413001
priyanka@tak.expo.net
tak-expo.net