MAINLINE

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- PPE Challenge
- Member Spotlights
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Nex Gen Mashville



Annual Conference / Hawaii



A publication of the National Association of **Elevator Contractors**

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Sean Madden **NAEC Vice President** Right Way Elevator



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Matt Yelland National Sales Manager Peelle Company



Want to be seen in Mainline? Know of an event that should be listed or have an article idea?

Submit your photos and submissions to Lori Wolking at lori@naec.org.

Building Knowledge & Relationships



NAEC's Spring Conference in Waikoloa Village, Hawaii certainly delivered for members and their families. The meeting featured first-rate education sessions balanced by activities that allowed the nearly 200 attendees to enjoy the best of the Big Island.

The first day of the conference kicked off on Sunday with member sessions and a welcome reception. On Monday morning, Geno Godinet shared with his fond memories as an NAEC member. The program then dove into education, focusing on residential communication equipment and CANopen-lift protocol, elevator maintenance, and freight elevating devices per ASME A17.1.

The afternoon was cleared for a golf tournament at Mauna Lani Golf Club's stunning North Course, built on a lava bed and best known for its rolling terrain and Kiawe (mesquite) forests.

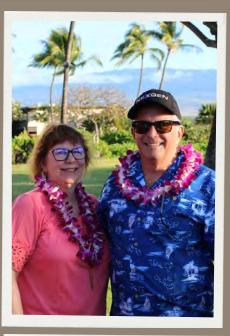
Women in Motion launched Tuesday's schedule with a power session to encourage and inspire women's contributions to the industry. Then it was on to another round of targeted education. First, a session about marketing strategies members need to employ in a post-COVID era, followed by a deep dive on door lock monitoring followed by a session on how business owners and managers can set up systems and processes to help them streamline operations and create a better work-life balance. This topic set the stage for the perfect transition to an open afternoon schedule and a cocktail reception later in the evening.

The final day of the conference included sessions on CloudMonitoring, technology trends, and how communications have changed in the industry. The conferenced ended with the infamous Dregs Party -- Lu'au style! This was the perfect way to end an amazing three days filled with education and great networking!

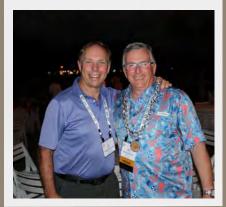
RECAP: 2023 ANNUAL SPRING CONFERENCE























SPRING / SUMMER 2023

RECAP: 2023 ANNUAL SPRING CONFERENCE















5 SPRING / SUMMER 2023

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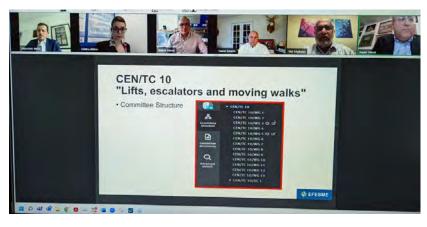






Women in Motion met on April 18 at the Spring Conference in Hawaii and April 25 in the Bronx, NY to encourage and inspire women's contributions to the industry. Look for upcoming details of what Women in Motion is planning at the NAEC Convention in Reno! Reach out to Lori Wolking, National Development Officer, at lori@naec.org if you are interested in attending events or would like to be added to the mailing list.

Representing Our Industry





David Smarte, NAEC Global Education and Safety Officer, did an extraordinary job representing NAEC and the North American vertical transportation industry during the first joint webinar of the NAEC, EFESME and the EECMAI in May. The webinar provided an overview of the code standard differences between the U.S., European and South Asian markets.

Follow the NAEC on Social Media

Be Part of Positive Change

Support the Inclusive Personal Protective Equipment Challenge



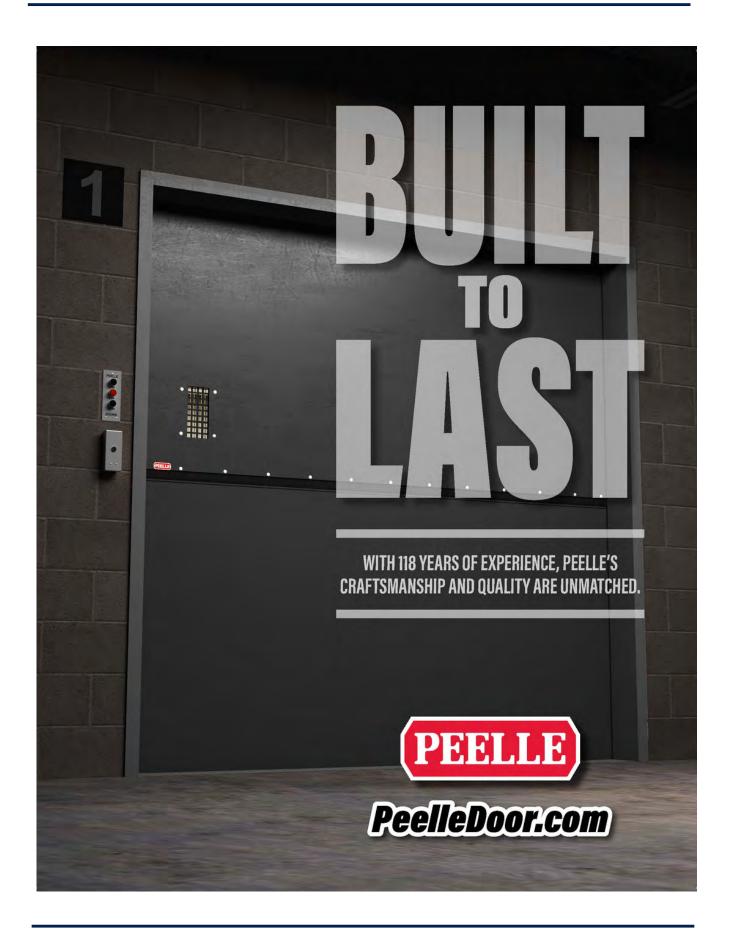


In August 2022, National Elevator Industry, Inc. (NEII) issued an inclusive personal protective equipment (PPE) challenge to the vertical-transportation industry as a part of the organization's ongoing work to increase and celebrate diversity, equity and inclusion (DEI). As part of its DEI work on behalf of the industry, NEII met with current and former mechanics who provided valuable feedback on their experiences as people of color and/or women in the field. During those sessions, NEII learned that some elevator companies were not offering PPE and uniforms that fit all genders and body types comfortably — raising both DEI and safety concerns. NEII decided that securing appropriate PPE for all field personnel is an important safety matter and a great place to start addressing DEI issues.

About the challenge, Amy Blankebiller, NEII executive director, said: "Once NEII's premier members confirmed the offering of inclusive sizes and styles of PPE so that every employee could work safely and in comfort, the organization issued an industry-wide challenge to encourage other companies that were not already offering inclusive PPE to follow suit. Our hope for this campaign is not only that people of all genders and sizes feel safe and comfortable on the worksite, but that they belong, as well."

In partnership with NEII, NAEC is supporting the Inclusive PPE Challenge.

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30 Years of the Family Medical Leave Act

Ever since it was put into action, the Family Medical Leave Act (FMLA) has made it possible for working Americans to receive a guaranteed 12 weeks of unpaid leave in the event they need to recover from an illness, care for a family member under specific circumstances or stay home with a newborn, all without fearing that they will lose their job as a result. However, keep in mind that employees are usually required to submit a request to take FMLA leave in advance of taking FMLA-related time off.

Which businesses qualify for FMLA-related time off?

Now, the stipulations of the FMLA apply only to businesses that employ more than 50 workers, meaning employees who work at very small businesses often don't qualify for FMLA leave. If your company meets the size requirement, has employees who have worked within a 75-mile radius and said employees have worked for you for at least 20 workweeks over the course of the current or previous calendar year, then you will be recognized as an employer that can offer FMLA leave.

Requirements of the employees

Any requests made by employees for FMLA leave are expected to be made no fewer than 30 days in advance of the employee's intended first day of leave. While a 30-day notice is the minimum, employees should notify their employers of their desire to take FMLA leave as soon as possible. After doing so, employees are also required to provide their employer with medical documentation relevant to the FMLA leave request within 15 days of the start of their leave.

Requirements of the employers

On the employer side of things, an employer has to notify the employee who is requesting FMLA leave about the status of their request within five business days. If the employer denies the employee's request for FMLA leave, the employer must provide the employee with a



In the context of FMLA, a serious condition is recognized as three consecutive days' worth of incapacity in addition to two visits to a health care provider.

valid reason as to why their request was not approved.

Employees who take FMLA leave are allowed to use the time all at once or in increments. Whether your FMLA leave is taken consecutively or intermittently will depend on the needs of the employer as well as the specifics of the need for FMLA leave. The FMLA allows employees to take their leave in either 12- or 26-week increments over the course of 12 months, but ultimately it's up to the employers to decide what they prefer their employees do.

For a lot of employers, the FMLA is preferred to be enacted on a rolling basis to ensure their employees do not take 12 weeks of FMLA leave at the end of December followed by 12 more weeks at the beginning of January. And to clarify, even though FMLA leave is unpaid time that employees take off work, their jobs are protected and the employee will still be employed when the FMLA leave period comes to an end.

For some small businesses, their workforces fluctuate and have fewer than 50 workers at times. So what does this mean in terms of their ability to provide their employees with the option of FMLA leave? Essentially, these businesses still qualify for FMLA leave coverage as long as the business employed at least 50 workers for 20 weeks in either the current or previous year.

Now, are part-time employees eligible for FMLA leave? Such employees can receive up to 12 weeks' worth of unpaid leave for both family reasons and medical purposes as long as the employees have worked a minimum of 1,250 hours, though this does not include paid nor unpaid time that was taken in the previous 12 months.

In other words, part-time workers are eligible for FMLA leave if they work approximately 24 hours per week over the course of 52 weeks. Although FMLA leave is unpaid, businesses must maintain the existing group health care benefits that were in place prior to the employees' FMLA leave. Likewise, employers must restore either the same position or an equivalent role for the employee once their leave is over.

According to Entrepreneur magazine, FMLA leave, like intermittent leave, can be taken in separate and multiple blocks of time. However, there are two main circumstances that must be present if FMLA leave is to be taken: The employee is requesting FMLA leave for a medical reason or to focus on a "serious condition."

Back in 2009, new regulations were put in place in order to define what a serious condition meant in the context of FMLA leave. Since then, a serious

condition is recognized as three consecutive days' worth of incapacity in addition to two visits to a health care provider. These two visits are required to have taken place within 30 days of the incident that caused the serious condition.

The flip side

While FMLA leave is a highly appreciated option for many working Americans, the law still places workers who cannot afford to take unpaid time off work at a disadvantage. Countless other workers who either do not qualify for FMLA leave or cannot take unpaid leave for economic reasons do not yield many benefits from FMLA leave, if any at all. In fact, according to Fortune, upward of millions of employees refuse to take FMLA leave even if they want to simply because the leave is unpaid.

Please note that there are many states in the U.S. that offer paid family leave programs that allow employees to take time off from work for qualifying reasons. Keep in mind that state-regulated programs such as these are not controlled by the federal government nor are they part of the federal FMLA program.

Look into the options in your state and review the requirements to see whether paid family leave or paid medical leave is an option available to you. As always, protect yourself and ensure your options are in compliance with the FMLA by speaking with a legal adviser. Professionals can assist you in the process of mitigating any legal repercussions that may arise and can also help you understand how the FMLA may apply to your specific situation. ©2023

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 your recruiting, hiring, and retention 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 skilled employees. If you need HR expertise to assist you in creating a more diverse workplace, contact today at info@hopkinshr.com or visit our website at hopkinshr.com.





Sixty people participated in the 2023 National Association of Elevator Contractors (NAEC) NexGen retreat in Nashville, Tennessee, in May. Cochaired by Joseph Corrado of NYC-based Champion Elevator and Nick Dalvano of Hauppauge, NY-based All-Ways Elevator, the event featured educational sessions on building a recession-proof network, budgeting, working remotely, safety and sales, among other topics. Several networking events and an Awards Breakfast rounded out the retreat.

What Participants Are Saying...

"Now that we have an established and growing group it allows us space to ask questions, offer support or advice, and brainstorm growth in our industry. The education sessions and the networking events are the perfect places for us to do all that and get involved."

Sammy Kolker, Matot Inc.

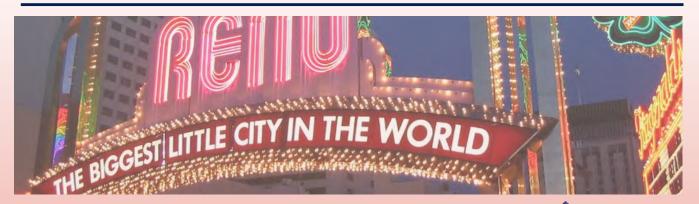
"NexGen was more than I could have hoped for! The wealth of knowledge of the industry and how to navigate all aspects on a personal to corporate level was so insightful!"

Brittany Brothers, SnapCab



Reach out to Danielle Miller, Membership and Registration Manager, at danielle@naec.org if you are interested in attending NexGen events or would like to be added to the mailing list.





Top Reasons to Attend NAEC

September 10-13, 2023 | Reno-Sparks Convention Center

1

BUSINESS OPPORTUNITIES & NETWORKING

Opportunity: Meet potential clients, learn about upcoming projects; establish connections with property

owners, developers and facility managers.

Benefit: Leads to valuable contracts and partnerships

2

INDUSTRY INSIGHTS & EDUCATION

Opportunity: Education sessions focused on trends, best practices and emerging technologies **Benefit:** Improved business operations and

customer satisfaction

3

PRODUCT EXHIBITIONS

Opportunity: 200+ exhibitors with the latest products, equipment, and services **Benefit:** Informed procurements

4

PROFESSIONAL DEVELOPMENT

Opportunity: Gain continuing education credits **Benefit:** Stay current with standards and regulations

5

ADVOCACY & REPRESENTATION

Opportunity: Engage a larger segment of the industry **Benefit:** Voice concerns, discuss industry challenges, and collaborate on solutions

6

INDUSTRY RECOGNITION

Opportunity: Awards for outstanding achievements and contributions **Benefit:** Showcase your work and gain industry recognition

The LARGEST vertical transportation show in North America!

Interested in sponsoring?
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Lori@naec.org to get your brand in front of thousands of attendees.

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Town Hall Generates New Member Interest



On June 7, NAEC hosted an online town hall to give prospective members an opportunity to learn more about NAEC and hear success stories from current members. The Q&A session allowed NAEC to learn what attendees look for in a membership. Current NAEC member benefits were also emphasized.

NAEC Members Enjoy....



Cost-effective continuing education programs that include presentations from top elevator industry professionals



CET[™] and CAT[™] education programs that provide those in the elevator industry critical education and training requirements.



Organized networking for elevator professionals.



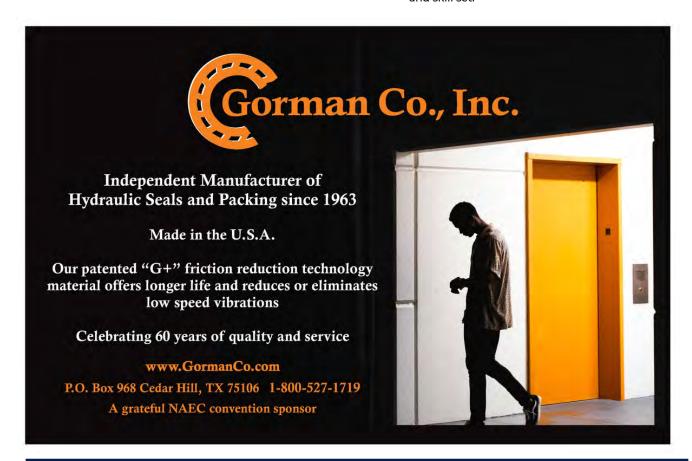
NAEC's Mainline newsletter and complimentary access to Elevator World provide readers with leading edge ideas, strategic thinking and practical solutions



Only NAEC members can take full advantage of NAEC.org. It includes a membership directory, town hall recordings, press releases, discounts on affinity programs, job bank, and more.



Significant volunteer positions are available within NAEC that will allow you to form valuable new connections while boosting your visibility, credibility, and skill set.





In March, members attended the Elcon QEI prep course to learn how to navigate code books, read questions, and decide which resource to utilize. The presentation included a mock prep test that allowed for interaction and questions during the presentation.



Membership Development Committee Updates

- Charley Meeks, Delaware Elevator, is the new Chair of the Membership Development Committee.
- So far in 2023, 40 new members have joined NAEC!
- The committee hosted its first virtual Non-Member Meet & Greet in June with 10 non-members in attendance.
- The committee is hard at work planning its second annual New Member/First Time Attendee Reception at the 2023 Convention in Reno, NV this September.



Out & About



Above: Joe McNally, McNally Elevator Company, has been a board member for 5 years and a member of NAEC since 1979. He visited the Conyers office in March with his wife, Carol, and NAEC staffer Amanda Smith. **Right:** Danielle Miller, NAEC staff member, with her new baby Sadie. She was born on April 10 at 9:07 a.m., 8lbs 10 oz.



HANDRAILS, SAFETY BARRICADES, TOOLS & COMPONENTS

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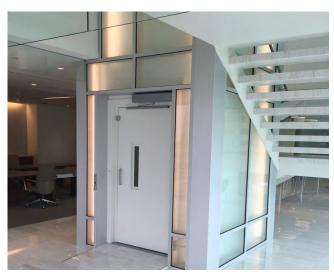
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www.LustreProducts.com

Member Spotlight: Lift Aids, Inc.





How long has your company been in operation? Is this a family owned/operated company?

This year marks 55 years in business. My grandparents started this business in their home in 1968 in Fort Worth, Texas. My dad, Wes Jones and his business partner purchased the business in 1985. In 2001 they moved to a 12,000-square-foot facility in Euless, Texas, just a few miles from DFW airport. Wes "The Legend" retired June 30, 2022, and I took over the everyday operations. This month the buy/sale will be final and we will officially be a third generation owned and operated company.

What is the scope of your business? Any interesting projects of late?

We are an exclusive Garaventa dealer, and in 1978 were their first U.S. dealer. In addition to installing and maintaining wheelchair lifts, residential elevators and LULAs, we have a full custom shop and offer vehicle modifications for the handicapped, such as hand controls and left-foot accelerators. We also sell new VMI-lowered floor mini vans and offer reversed doors and gull- wing doors.

What are your company's core values/mission?

Being a third generation company our mission has always been family first. Our customer relationships and employee relationships are the most important. The tenure of our employees is proof of that. We have been blessed with the most loyal and best employees. Our elevator senior service tech just celebrated his 39th year with us. We have several more that have been with us 25-plus years. The O brothers have been in our shop customizing vans, cars, RVs etc. for over 25 years as well. We are defiantly blessed!

What are your favorite things about NAEC/your membership?

The business relationships are key. Growing up, some of our family vacations would revolve around where NAEC was having their conference that particular year or where Garaventa was having their Top Performer trip. Take the trip, go to the conference! Friendships are made that last a lifetime.

How do you believe your company has benefited from being a member of NAEC?

From Wes serving on the board, to attending events as a little girl, NAEC is a true benefit to our company. The staff at NAEC is amazing and so helpful.

Do you have any advice for companies that are newer to the vertical transportation industry? Get involved. The more you know, the more you and your business will grow.

Member Spotlight: Smartrise Engineering



How long has your company been in operation? Is this a family owned/operated company? Smartrise was founded in 2005 and is owned and operated by Gilbert Zogbi and Alex Bouchez, who are original founders of the company. We had a long tenure in Sacramento until 2018 when we moved our headquarters to Texas to better serve our customers in all time zones.

What is the scope of your business? Any interesting projects of late?

We build elevator controllers for a variety of market segments, covering almost every possible project from easy to complex. Some recent interesting projects include the implementation of OEO (Occupant Evacuation Operation), the replacement of OEM's MRL and our Off-The Shelf Hydro, which is readily available and configurable in the field.

What are your company's core values/mission?

Smartrise strives to provide our customers with safe and reliable controllers that are easy to install and maintain. We stand behind this commitment with our industry-leading 5-year warranty. Our goal is to make things easy for our customers, from obtaining technical support to having job visibility through our customer portal. Every company has challenges, but we listen and learn from our mistakes and take action to improve.

What are your favorite things about NAEC/your membership?

We absolutely love the events planned by NAEC. The events give us an opportunity to see our customers and suppliers all in one spot and to celebrate those relationships.

How do you believe your company has benefited from being a member of NAEC?

We value the connections we have made through NAEC. From NexGen to Women In Motion to Regional Workshops, NAEC covers all the bases to foster connection with others in the industry.

Do you have any advice for companies that are newer to the vertical transportation industry? Never be afraid to offer or receive feedback. Communication is the key to building critical relationships in this industry.

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Welcome New Members

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Access BDD | Melissa Davies | melissa.davies@accessbdd.com
Allstar Consulting Group | Michael Kusnir | michael@allstarelevator.com
Assured Partners | Alan Jones | alan.jones@assuredpartners.com
AVT Lifts | Tom Austin | tom.austin@avtlifts.com
Axxiom Elevator | Jeremy Metzger | jeremy.metzger@axxiomelevator.com
Chicago Extruded Metals | Michael Fisher | mfisher@cxm.com
Coastal Elevator Services Inc. | Luis R. Jimenez | luis@coastal-elevator.com
Control Techniques | Ciara Medina | ciara.medina@mail.nidec.com
Custom Renovators | Neil Cornfield | neilcornfield@msn.com
Dynamic Elevator Control Corp. William Rodriguez | william@dynamicelevatorcontrol.com
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Elevators Plus, LLC | Corey Lynn | elevatorsplus@gmail.com
Evans Elevator Company LLC | Robin Evans | robin@evanselevator.com
Fundamental Elevator Solutions | Eli Friedman | eli@fundamentalus.com
Genesis Elevator Services | Jeffrey Hanson | jhanson@genesiselevators.com
Great Lakes Elevator | James Arnold | a1elevator57@gmail.com
Innovative Concepts & Solutions | Cindi Lance | cindi@myicdinc.com
Integrated Power Services | Emily Moses | emoses@ips.us
Integrity Elevator Solutions | Brent Stark | brent@integrityelevators.com
IPH SAICF | Ariel Devito | adevito@iphglobal.com
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MODPROS Elevator Inc. | Michael Fray | solutions@modproselevator.com
Mueller & Micro Elevator Technology Co. Ltd. | Taicheng Wu | wutaicheng1999@gmail.com
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Ohio Elevator & Lift | Kelsey Gable | kelsey@ohioelevatorandlift.com
Penn State | Steven Dennis | std5258@psu.edu
Power Up Elevator | Louis Monterrosa | office@powerupelevator.com
PRUDHOMME SA | Roland Tricot | roland.tricot@prudhommesa.com
Rice University | Jesus Urbano | jhu1@rice.edu
Rilco Safety Supply | Jamie Stanger | info@rilcosafety.com
Sandoval Elevator | Adrian Sanchez | adrians731@outlook.om
Simplifi | Mike Haley | mhaley@simplifi.io
Sky High Elevator | Luis Costas | luis.costas@skyhighelevator.com
SMARTSTORE | Eddie Park | eddie@smartstorebiz.com
Suncoast Elevator Solutions | Jae Evans | jae@suncoastelevator.net
SUNS International LLC | Fan Ye | fanye@suns-usa.com
Uselectric & Liftcore | Jason OuYang | sales@uselectricusa.com
Washington Elevator | Sarah A. Waterman | sarah@waelevator.com
West Valley Elevator | Wesley Graham | 406wes@gmail.com
ZIEHL-ABEGG Inc. | Marc Hirsch | marc.hirsch@ziehl-abegg.us
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Helping NAEC Members Thrive

A Whole New 401(k) Experience

NAEC is committed to providing our members the right solutions for your businesses — solutions that bring you economy of scale, help reduce risk, and help you show your employees that you value what matters to them. That's why we're thrilled to announce our partnership with Lincoln Financial Group and Merrill Lynch to deliver a new, refreshed NAEC 401(k) program. Here's what you'll experience with the new NAEC 401(k) program:

- Access to potential pricing and service efficiencies economies of scale
- Less administrative work, as you hand off many of the responsibilities that come with running a 401(k), including filing Form 5500 and employee loans
- Relief from many fiduciary obligations, while maintaining your current plan design or changing to a plan design that works for you

Why Lincoln? Partnering with Lincoln delivers benefits that go beyond the retirement plan itself.

- Demonstrated value Surveyed Lincoln plan sponsors rated their overall satisfaction at 90% in 2019,* and their award-winning websites help make your experience even easier.
- Deep experience Lincoln has been in business since 1905, is a recognized leader in the retirement plan space and has group 401(k) program experience dating back to 1995.

*Lincoln Financial Group, "Annual Plan Sponsor Satisfaction Research," 2019.

Are you in?

- Already have a retirement plan? Now's a perfect opportunity to reach out to Brian Croutier at Merrill Lynch, who will review and benchmark your plan and assess whether it's meeting your goals — or if transitioning to the NAEC 401(k) program could better meet your needs.
- Considering a retirement plan? A 401(k) can be a powerful tool for keeping the quality people you have on board and bringing new talent into the fold. Joining the NAEC 401(k) program could be the most cost-efficient solution.

Schedule time with Brian Croutier to talk through next steps. Reach him at brian.j.croutier@ml.com, or by phone at 631-361-3240.



to learn more about the value of group 401(k) programs.

INDUSTRY CALENDAR & NAEC EVENTS

<u>2023</u> Sept 10-13 **NAEC Convention & Expo** Reno-Sparks Convention Reno, NV naecconvention.com

2023 Sept 21-23

Wisconsin Elevator **Symposium** Grand Geneva Resort Lake Geneva, WI naesai.org

<u> 2023</u> Sept 25

Pop/Joe Golf Outing Brookville Country Club Brookville, NY popjoe.com

<u>2023</u> Sept 25-26 SEELift 2023 Holiday Inn Hotel Skopje, North Macedonia seelift.net

2023 Oct 17-20

Interlift Messe Augsburg Augsburg, Germany interlift.de/en

<u> 2023</u> Dec 5-6

International Elevator & **Escalator Symposium** Edinburgh, Scotland elevatorsymposium.org

2024 April 14-17 **National Association of Elevator Contractors (NAEC)**

NAEC Spring Conference Sandestin Golf & Beach Resort Miramar Beach, Florida

<u> 2024</u> Sept 16-18

The Elevator Show Dubai, UAE elevatorshowdubai.com/en