# MAINLINE



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

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#### NAEC

1298 Wellbrook Circle, NE Conyers, GA 30012

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:

The NAEC is a respected organization, benefiting hundreds of members across North America and beyond. As your new Executive Director, I am honored to join this internationally known and well-respected association. With a commitment to excellence, my goal is to build upon and expand this success through collaborative and impactful leadership. Employing a strategy focused on member service, added value and strong stewardship strengthened with the guidance of a passionate, experienced Board of Directors, 2021 will reignite a sustained period of growth for NAEC.

NAEC has a long tradition of a dedicated staff team. That tradition remains. I am so proud to serve alongside Amanda Smith, the new Deputy Director. Together, we will work in tandem to provide support, resources and an opportunity for growth for the NAEC headquarters team. This combined leadership approach also offers benefits to our members—with a single voice of service from the staff. There is a legacy of leadership here that we are eager to continue and grow.

In our first year as a new leadership team, Amanda and I are focusing on four primary areas:

- 1. Enhance and stabilize the organizational structure
- 2. Expand the certification and education audience
- 3. Grow and retain membership
- 4. Increase overall event impact and revenue

Working with the Board, we will be rolling out the 3-year Strategic Plan which provides the roadmap towards measurable and achievable growth for NAEC. We both understand the legacy of success with which we have been charged with continuing. We take this responsibility to heart—and with your help, are ready to provide the catalyst for success.

Thank you for your continued support of NAEC. Please reach out with any thoughts or advice as we step into 2021. Great things are on the horizon!

Sincerely,

Rená Cozart Executive Director 610.563.3467 rena@naec.org

### In Grateful Recognition of Our Members

"Piglet noticed that even though he had a Very Small Heart, it could hold a rather large amount of Gratitude." A.A. Milne

So much of the story of NAEC and our members gets told in the economics, the budget, and the events schedule that gets shown in clear black and white terms. However, this analysis misses so much of our reason for being, and why we keep continuing year after year. This reason for continuity lies in the specialness of this community, in this unique group of friends and colleagues, and in our gratefulness that you have allowed us to be a part of this clever and quirky world.

We are grateful for the richness that this community adds to our lives, especially in times such as these. But through that same lens of uncertainty that 2020 brought us, we find ourselves even more appreciative; so much of the fullness, the texture, and the inspiration in our lives comes from those around us that we lean on and look up to. We look

up to our members for that inspiration EVERY DAY, and we know that it is because of these strange times that we have reasons to be grateful, not in spite of them.

We are thankful for all of our members, and we hope that we show it all year. We are appreciative for the volunteer leadership that shapes our community vision, and inspires the activities, trainings, and mentorship that calls us all to rise higher. We have a special gratitude for our sponsors who step up with support for the organization so that we have the resources to bring the vision to life. We appreciate our sponsors more than we can we properly express, so let us just say to all of these members and leaders: THANK YOU.

"May you live in interesting times" the saying goes. We definitely do live in interesting times, and we are all the more grateful for our NAEC community as we lean into the future for what comes next.

### **NexGen Chairman: Nick Dalvano**



NexGen is the committee of emerging young professionals and leaders in the vertical transportation industry, and the mission of the committee couldn't be better exemplified than it is with its chairman, Nick Dalvano. Nick is the Vice President of All-Ways Elevator, Inc., a company that was started by his family. After

working in the family business while he was still in school in hands-on equipment roles, Nick joined the company full time right out of school. In the 15 years since then, Nick has risen in the company from his initial position as mechanic to VP, and earned his QEI designation along the way.

Earning both the New York City Directors' license and his QEI certification have been career benchmarks for him. These hallmarks of achievement are important designations of legitimacy to be seen and to perform as a leader in the company. He was serving the company as Director of Operations at the time he earned his QEI, and he remembers "Being young, and growing thru the ranks in the business world, I wanted to be able to attend meetings and quote code without anyone asking 'does this kid even know what he is talking about?" He has shown he has both the knowledge and the professionalism to lead, and we celebrate Nick's accomplishments and appreciate the work that he does on behalf of NAEC and the NexGen Committee!

Contact <u>Britnee@naec.org</u> for information on the joining the NexGen group.

#### 2021 NEXGEN RETREAT DATE CHANGE

**GREAT NEWS!** The NexGen Retreat has been **rescheduled to April 22-23, 2021**, following the 2021 Spring Educational Conference. Join us in beautiful Tucson, Arizona, for two exciting days of **educational seminars covering industry management and leadership**.

Contact Britnee@naec.org for more information.

### WELCOME NEW MEMBERS!

#### CONTRACTOR

Current Elevator Tech Tammy Bohlke - President 129 Maple Dr. Shohda, PA 18458 570-296-5294 / 570-409-8264 fax cetech@ptd.net

Hoist Elevator Company Michael Mateyko - Supervisor, Certified Elevator Inspector 2117 Venice Blvd. Los Angeles, CA 90006 213-689-9108 michael@hoistelevator.com

Universal Elevator Jeffrey Spitz - President 4 53rd Street Brooklyn, NY 11232 718-486-5000 jeffrey@universalelevator.com

Vertical Ride Solutions Robert A. Slack - President 18231 Mt. Maldy Circle Fountain Valley, CA 92708 714-887-3962 robslack@verticalridesolutions.com

# STAFF ANNIVERSARY



KATHY BELL DECEMBER 2006

# NAEC Awarded Continued CET Accreditation

NAEC is pleased to announce that The ANSI National Accreditation Board (ANAB) has recommended NAEC for continued accreditation to the ISO/IEC 17024 standard.





### **ATTENTION NAEC SUPPLIERS! Booth space is still available!**

**RESERVE YOUR BOOTH TODAY** at the **LARGEST** Vertical Transportation event in North America in Atlantic City, NJ, September 20-23, 2021. Strengthen your competitive edge! Gain exposure and connect your brand and products to over 2000 industry professionals! Have the opportunity to have face-to-face interaction with current and prospective customers and close deals on site!

For information, an application, and the link to our current floor plan showing available space, contact Megan Ragan at Megan@naec.org.

# Save the Date!



Join us for FOUR EVENTFUL days of Education, Networking, Business Development, Fun & Relaxation in the beautiful mountains of Tucson, Arizona!

### PRELIMINARY AGENDA

#### **SUNDAY. APRIL 18**

11:00am - 4:00pm 3:00pm - 4:00pm 3:00pm - 4:00pm 3:00pm - 4:00pm 3:00pm - 4:00pm 4:00pm 4:00pm 4:00pm 5:00pm - 9:00pm Welcome Reception Registration & Hospitality Contractor Member Session Supplier Member Session Associate Member Session Welcome Reception

#### MONDAY. APRIL 19

**OPEN EVENING** 

#### **TUESDAY. APRIL 20**

LUNCH ON YOUR OWN

5:30pm - 6:30pm Reception

#### WEDNESDAY. APRIL 21

8:00am - 12:00pm Registration
8:00am - 11:30am Roundtable Discussions
12:00pm - 6:00pm No Frills Golf Tournament
1:00pm - 2:00pm Education
7:00pm - 8:30pm Dregs Event

\*Optional - Advance Ticket Purchase Required Bold - Included in Full Registration

### Why VTMP Can Help Boost Your Career



Vertical Transportation Management Program Are you interested in moving up in your business? Are you comfortable with your technical experience of your job, but feel like there is a business

knowledge barrier that keeps you from being able to rise in your company? If so, the Vertical Transportation Management Program (VTMP) was created just for you and your employees!

The VTMP is designed to provide basic entry level education in general business practices and technical terms related to the elevator industry. The target students of this program are people that are new to the elevator industry, have business experience in a related field, or who have completed the CET, CAT, or NEIEP programs.

In designing the program, there are distinct modules that address the skills needed to manage the operations of a company in our sector. Taken as a whole, these skills provide four specific reasons why the VTMP can help you advance your career.

#### **GAIN KNOWLEDGE**

When you complete the program, you're equipped with practical skills and knowledge that you can directly apply to your workplace. The program was designed BY seasoned vertical transportation professionals FOR vertical transportation professionals, with the insight of what successful leaders in this business have needed to build and sustain their business advantage.

#### **ENHANCE YOUR SOFT SKILLS**

When you study for the program, you learn far more than just the technical knowledge important to your company. You also learn more subtle skills that are equally important. The coursework includes subjects such as personnel management, ethics, and business communications that are critical to managers who must be able to have multiple audiences relate to the work they are doing. Relating to customers, employees, and owners often require different communications skills, and strong leaders can relate to these various contributors on their terms.

These are the "soft skills" of leadership, and this program builds on your abilities in areas like communication, teamwork, critical thinking and problem-solving. Each of these talents can add value to your company, and such skills can give you the experience to be equipped to take that next step toward achieving your goals.

#### **DEMONSTRATE A STRONG WORK ETHIC**

Pursuing the VTMP will most likely not make your schedule easier. It takes work and determination to complete this program but doing so will demonstrate a strong work ethic to your team and your supervisors. When employees have the drive and initiative to expand their knowledge, it is a good sign that they will be able to benefit the company further. Demonstrating a strong work ethic and a commitment to your goals gives management hope that you can continue to be successful in your work environment.

#### **BOOST YOUR CONFIDENCE FOR SUCCESS**

When you complete the program, you accomplish a big step. You gain knowledge, skills and experience to help you in your career. By gaining additional skills in communication and problem solving and by achieving your goals, your confidence will increase. You will know how hard you have worked, and as you are better able to advise your peers on technical details, your emerging confident leadership will become apparent to your management.

For more details how whether the program is right for you, visit <a href="mailto:naec.org">naec.org</a> or contact <a href="mailto:jessica@naec.org">Jessica@naec.org</a>.

#### **VTMP TESTIMONY**



"The VTMP was a great way to structure the education I had gained through experience, to boost my confidence, and gain career momentum in the elevator industry."

Alex Freeman, Partner with KP Property
Advisors

#### \$100 off VTMP through February 28th

Enroll in NAEC's VTMP and **leverage new education** in general business practices and technology related to the elevator industry **to advance at work!** 

Whether you are a seasoned professional or new to the world of vertical transportation, the VTMP has something to offer you.

Don't the miss this opportunity to start the new year off with a discount! Contact Jessica Moon at Jessica@naec.org today!

# **Custom Home Elevator & Lift Co., Inc.**

Dave Hand began working for Concord Elevator (now Savaria) in Ontario, Canada, in 1990. He was assigned to head start U.S. sales that included a territory of 36 states. During those years, he developed a passion for this industry that continues to this day.

In 2001, Dave became Vice President of Sales for Concord, married an American, and moved to Cincinnati, Ohio. He founded Custom Home Elevator & Lift Co. Inc. (CHE) in 2004.

His philosophy has been that they will sell only the best products on the market and not rush to sell the "newest thing" but wait to see how it performs. High profile projects are always great, but Dave feels that

helping the everyday person who is either building their dream home, renovating for the comfort of a loved one, or helping someone age comfortably in their own home are the most rewarding situations that they deal with.

This stance has served CHE well for over 16 years, providing steady growth every year as well as an excellent reputation in the Ohio, Indiana, Kentucky tri-state area. They are the quintessential small business, having started it in Dave's home office in the beginning, and now employing twelve full-time employees.

Along with only representing the best products possible, CHE feels that their employees are what keeps them going strong. Their very first employee, Don Singhoff, is still with them and has become a partner. The rest of their personnel are long-term employees and each of them know that they are cared for both personally and professionally. CHE is loyal to every employee and is rewarded back with the hard work and dedication from each staff member.

CHE has been busy since day one, and even during the

recession a few years back, their business has grown considerably. They are proud of the fact that homeowners trust them, referring their friends and family, and home builders deal them in their big projects because they know CHE will deliver on their promises and keep their word. CHE will also respect safety as a priority, and every installation they do will be exactly the proper fit for their clients' situation.





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NAEC Member since July 2004

**NAESA International Appoints New** Executive **Director** 



NAESA President, Christopher Shade, announced effective January 1, 2021, James "Jim" Borwey will step into the role of Executive Director for NAESA International. Jim has been in the industry for over 40 years and brings extensive field experience and code knowledge. He recently was manager of the Elevator, Boiler and Amusement Ride Bureau for the State of Iowa. Borwey has been a longtime member of NAESA and its Board of Directors. Visit naesai.org for more information.

### Women In Welding: Featuring Dana Calder, Welder and Fabricator, Delaware Elevator Manufacturing

Written by Charley Meeks, Marketing + Communications, Delaware Elevator, Inc.

Located on the Delmarva Peninsula in the area often referred to as the "Eastern Shore," the small town of Salisbury, Maryland pulls quite a bit of weight in the elevator industry today, specifically Delaware Elevator Manufacturing, also known as "DEM."



Dana at work!

DEM has been a fully operational elevator manufacturing facility since the early 2000s. Walking around the shop you see an abundance of energy, hard work and grit. In the sea of sparks, heavy machinery, and focused craftsmen, you cannot miss her - her name is Dana Calder. Dana joined the team at DEM a little over a year ago, just one month after graduating as Salutatorian from Arcon Welding Services Training Center in Salisbury.

To say she has been an incredible asset to the team, as a welder, fabricator and teammate does not do her enough justice. Dana puts her whole heart into her career, and it is apparent from her structured workstation, ability to take on a new challenge and huge smile that brightens everyone's day – even if they're not having a good one.

After sitting down with Dana and talking to her over the course of an hour, I think we can all learn a few things from her. She left her job in the food service industry and took a chance on welding after moving to the remote Eastern Shore of Maryland from the mountains of Pennsylvania. She was intimidated at first, entering a work environment with a long-standing history of being male dominated, but once she started, she quickly realized she was exactly where she needed to be. Her smile beamed as she described how accepting and helpful her coworkers have been over the past year – despite not always wanting to ask them for help. "It's a challenge of mine," she said. "I was worried I was not going to know anything and asking for assistance is not easy, but the guys have been so helpful, accepting and go with the flow."

Dana started as a welder, and quickly advanced to fabricator. She explained how she loves that her job allows

her to learn something new each day. She genuinely enjoys welding and is a team player. If she is not at her workstation her coworkers say she is still staying busy – whether it be sweeping, helping with various shop tasks, or assisting a coworker.

She credits her success at DEM to those she refers to as "amazing mentors," both Dave King and Mike Smith. After speaking with both Mike and Dave, they refuse to take credit. Dave said he has been in the welding field for over twenty years and has never once met a more precise and disciplined welder than Dana. The managers at DEM also raved about her attitude,



L-R: Mike Smith, Dana Calder, and Dave King

work ethic, abilities, and consistency. Dave insisted on showing me her practice work, known in the welding field



Dana's Practice: Stacking Beads

as "stacking beads." He promised I would never see anything like it. He was right!

This industry is tough – it requires thick skin, detail, drive, grit, and focus. Dana portrays all these qualities daily and is a real asset to

the team. She is breaking barriers as a woman in welding and the heavy equipment industry every single day. She looks forward to growing in her career and will continue to give everyone in the shop a run for their money.



delawareelevator.com 800.787.0436

# WaveSafely.com

Tim Hackbert founded WaveSafely.Com to bring solutions to the market to combat Covid-19 and allow us all to get back to normal, as safely as possible, as quickly as possible! WaveSafely was launched in August of 2020 after finding the best touchless solution for elevators



with Talk2lift Touchless Voice Controls. The mission is simple - never touch an elevator button again! Talk2lift has a patented noise reduction algorithm that was made specifically for elevators, with their unique acoustics. This allows for 97% accuracy with its Speech Recognition in a noisy elevator and allow

for amazing accessibility and customization. Talk2lift is activated simply waving your hand in front of the device then saying your destination. In the simplest form, you can say "Floor One" or "Four". From there, it is customizable with tenant names, business names, or building amenities. Examples such as *Rooftop, Parking Garage, Dentist Office, Dr. Mary Smith, Pool*, or whatever best describes the destination for that floor. This ability sets them apart from every other touchless solution and makes buildings much more accessible for the blind and low vision community. They absolutely love this device!

WaveSafely is global and inclusive as it can speak 29 different languages. See it in action <u>HERE!</u>

Coming soon, WaveSafely is proud to announce the **WAVE**, the touchless landing floor device. This touchless device allows you to simply call the elevator with a WAVE UP or DOWN to then activate the corresponding UP and DOWN buttons on each floor.



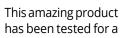
This product, coming in January 2021, will complete the WaveSafely Touchless solution for elevators, permanently solving, in an elegant and customizable way, those dirty elevator buttons that no one wants to touch!

The next solution they are proud to offer is the **Sterilyft Air Purification and Sterilization** for elevators! This product offers the absolute safest Air Quality for your elevator with:

30-60 Air Changes per Hour - 10 to 20 times greater than CDC recommendations.

Double MERV 13 filters

UV-C Germicidal Irradiation killing 99.9% of germs.



month by Underwriters Laboratory and shown to remove 97 percent of particulates!

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**OCEC** 

studies and financial simulations have found that the efforts you put in will pay back in multiples. The benefits of higher ventilation alone are estimated to be between \$6,500 and \$7,500 per person per year."

Contact us at <a href="INFO@WAVESAFELY.COM">INFO@WAVESAFELY.COM</a> and let's open up



#### WaveSafely.com

5020 Clark Road #122 Sarasota, FL 34233 972.322.2596 Info@WaveSafely.Com WaveSafely.com



NAEC Member since September 2020

# **Philip Reid Retires from Premier Elevator**



Former Vice President Philip (Phil) Reid of Premier Elevator Company, Inc., announced his retirement in November 2020 after serving in the industry for 44 years with 28 of those years at Premier. Phil was a key member of the leadership team

specializing in daily operations, strategic planning, sales and administrative functions.

Phil received his Bachelors in Business Administration from Bowling Green State University and an MBA from Eastern College. He is certified under the National Association at Elevator Safety Authority, holds a State of Georgia Maintenance Mechanic Certificate as well as QEI certification. Prior to joining Premier Elevator, Phil worked with Otis Elevator for 13 years and with General Elevator for three years.

Phil's contribution to the vertical transportation community was invaluable. He is a past President and former member of the Board of Directors for the National Association of Elevator Contractors. He is the current Chair of the State of Georgia Elevator Advisory Board and is also a member on the ASME, Standards and Certifications, A17 Existing Installations and A17 Maintenance Repair and Replacement Committees. He is also involved in various training classes inside and outside of the industry.

Now that he is retired, Phil will be able to dive into his interests like flying, playing golf and traveling. He especially enjoys spending time with his wife, Joyce, their four children and ten grandchildren.

Congratulations to Phil on a well-deserved retirement! His dedication and commitment will always be remembered!

# Oracle Elevator and Premier Elevator Merge

Two highly respected elevator companies, Oracle Elevator and Premier Elevator, have joined forces creating the largest independent elevator service copmany in North America.

Tampa-based Oracle will relocate their state-of-theart training center to Atlanta, GA, where Premier is headquartered. Combined with Premier's best-inclass field support, the merge sets up both companies to continue the commitment they share in first-rate technician education, innovation, and customer satisfaction.

The Premier Elevator brand will continue to be used in the Atlanta and Nashville markets. In Florida, the merged companies (Company) will go to market using the combined branding of Premier – Oracle Elevator. In all other current Oracle territories, the company will use the Oracle Elevator brand.

For more information, contact info@oracleelevator.com.

### **GMV North America Launches Official Website**

GMV North America announced the launch of its official website, a new step in their efforts to improve quality of residential and commercial elevators across North America. "The introduction of GMV's 100% complete, non-proprietary elevator packages will revolutionize the way in which local elevator companies do business." says Rob Farrell, Managing Director at GMV North America. "Our Advantage Partner Portal will enable our strategic partners to improve the speed and quality of their quoting processes."

Features and benefits of the GMV North America website include: simple user interface, all relevant company product and service information, useful design resources, and safe and efficient contact forms.

GMV North America's new website is currently live and may be found at <a href="https://www.gmv-na.com">www.gmv-na.com</a>. For more information on GMV North America, please visit our website or contact our team at info@gmv-na.com. View the full Press Release here.

### DC Elevator's Chuck **Sharp Celebrates 30 Years**



DC Elevator Co. recently celebrated Vice President Charles "Chuck" Sharp for his 30 distinguished years with the commercial and residential elevator solutions provider based in Lexington, Kentucky. Chuck has been in the elevator industry for 33 years. During this time,

he has had experience as a technician, field service engineer, adjuster, construction superintendent, and service superintendent, which have all led to his current role with DC Elevator. "When you're enjoying yourself, it really doesn't feel like work, "Chuck expressed.

Steve Bowlds, President of DC Elevator, shared his appreciation, "Chuck has been an essential part of our journey and success. We are forever grateful for the knowledge, dedication, and hard work he has shown these past 30 years." Congratulations, Chuck!

### **Kings III Named Among Best Places to** Work in Dallas Area

The 12th Annual Top 100 Places to Work event, hosted by The Dallas Morning News, honors the top 100 companies that are "at the top of their game" and who makes North Texas a better place to work. Among the ranked companies for Top MidSize Companies for 2020 was NAEC member, Kings III Emergency Communications.

Kings III CEO, Dennis Mason, prided on their ability to continue with their annual increases, zero layoffs in a 30-year history, and the 12 new team members hired for all new positions in 2020.

Kings III employees also had heartfelt testimonies echoing their CEO's attestation. Read their testimonies here.

Congratulations Kings III!

Visit kingsiii.com for more information on the company.

### **MODERNIZATION MADE EASY**









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Contact a Vantage sales representative for more information sales@vantageelevation.com

















### **INDUSTRY CALENDAR & NAEC EVENTS**

JAN 27-29 Lift Expo Italia srl Lift Expo Italia MICO - Milan Congresses Milan, Italy info@liftexpoitalia.com liftexpoitalia.com

MAR 18-20 Virgo Communications and Exhibitions LTD.
Global Llft & Escalator Expo Virtual +91 9845095803 raghu@virgo-comm.com dev@virgo-comm.com gleexpo.com

APR 28-29 6th International Lifts and Components Exhibition EURO-LIFT
Targi Kielce Exhibition & Congress Centre Kielce, Poland biuro@targikielce.pl targikielce.pl/en/euro-lift

FEB 2-3 American Society of Mechanical Engineers (ASME) A17 Earthquake Safety Committee Meeting (Online) 212-591-8720 gomezn@asme.org asme.org

MAR 25-28 Tarsus Turkey
Asansör Istanbul 2021
Tüyap Fair & Congress
Center
Istanbul, Turkey
asansor@tarsusturkey.com
en.asansoristanbul.com

MAY 6-8 TAK Expo Pvt. Ltd.
International Sourcing
Exposition for Elevators and
Escalators (ISEE)
Mumbai, India
+91 9920413001
priyanka@tak.expo.net
tak-expo.net

FEB 4 Canadian Elevator Contractors Association (CECA) Central Region Meeting Virtual 905-446-0327 office@ceca-acea.org ceca-acea.org

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

MAY 31 -JUN 3 Canadian Elevator Contractors Association (CECA) 47th Annual CECA Convention Sutton Place Hotel & HCC Halifax, NS Canada 905-446-0327 office@ceca-acea.org ceca-acea.org

MAR 1-3 Cardoso Almeida ExpoElevador PRO MAGNO Event Center San Paulo, Brazil +55 22 2648-9751 info@expoelevador.com expoelevador.com

APR 19-23 International Association of Elevator Consultants (IAEC) 2021 Annual Forum Crowne Plaza Times Square New York, NY 281-540-9625 sheila@iaec.org iaec.org

JUN 7-8 The Lift and Escalator Symposium Educational Trust Lift & Escalator Symposium Shanghai, China info@liftsymposium.org liftsymposium.org

MAR 9-11 Associated Builders and Contractors (ABC)
ABC Convention
Gaylord Texan
Grapevine, Texas
202-595-1505
gotquestions@abc.org
abcconvention.abc.org

APR 22-23 National Association of Elevator Contractors (NAEC) NexGen Retreat Loews Ventana Canyon Resort Tucson, AZ 770-760-9660 britnee@naec.org

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