



#riseabove

# 68<sup>TH</sup> ANNUAL CONVENTION & 2017 EXPOSITION

SEPTEMBER 10-SEPTEMBER 14, 2017

Hyatt Regency Orlando &  
Orange County Convention Center

# WHY ATTEND THE NAEC CONVENTION & EXPO...

Make an impact on your business! Join thousands of your industry peers at the largest vertical transportation show to help build your professional network, expand your knowledge, and have fun!

## **The Expo**

Engage with over 200 exhibitors to learn more about the current business climate in our industry and discover new and innovative products and services for your business to stay competitive.

## **Education**

NAEC's Convention includes Educational sessions presented by leading experts in the industry giving you the opportunity to earn Continuing Education credits necessary for certification.

## **Network**

NAEC's Annual Convention & Expo provides ample opportunities for networking with other industry professionals as it will expose you to new contacts, new businesses to work with and new ideas for your business success.

## **Become an Expert**

Become educated on your industry so that you can better support your clients and customers by utilizing all the resources this event has to offer.

## **Have Fun!**

Nothing gives more motivation than a good time!  
So reward your hard work with some NAEC FUN!



# CONVENTION HIGHLIGHTS

## President's Welcome Reception

Monday, September 11

6:30pm – 8:00pm  
Florida Sunset

Welcome to Orlando, in sunny Central Florida. With sunshine, comes sunsets. Join us for an evening capturing the essence of the tropical surroundings in the shades of a Florida sunset. Tonight, NAEC invites you to join your elevator friends in honoring our president, Joseph McNally. Let's toast our President, network with friends, relax and enjoy this unforgettable evening.

## Fun Run '17

Tuesday, September 12

6:00am – 7:30am  
5k Run/3k Walk

Enjoy the warm Florida weather during this 5K run/3K walk departing just outside the Hyatt Regency Orlando. Runners will meet in the lobby of the Hyatt Regency Orlando to be escorted to the start/finish line at the corner of International Drive and Convention Way.

## Keynote Address: Steve Gilliland

Tuesday, September 12

8:30am - 9:45am

The Keynote Address will be given by Hall of Fame Speaker, Steve Gilliland. A blueprint for getting the most out of life, ENJOY THE RIDE™ is a hilarious and brilliantly conceived keynote that causes people to examine where they are personally and professionally. It lifts people up and inspires them to evolve and appreciate, rather than simply maintain and exist. You won't want to miss this!



## Tropical Escape Dinner

Wednesday, September 13

7:00pm – 8:00pm, Reception  
8:00pm – midnight, Dinner

The evening will begin with cocktails and quickly move on to NAEC's Tropical Escape Dinner. The Tropical Escape is a classy casual evening with sights and sounds of a secluded island. Think Havana Nights...khakis, palms, tropical sunsets...and join us for this night in paradise!

## Dregs Party

Thursday, September 14

7:00pm – 8:30pm  
B.B. King's Blues Club

Meetings, education, a great show and good times with some great friends. After a jam-packed week, the Dregs Party is just what you need. Join us at B.B. King's Blues Club, located in Pointe Orlando (a short walk from the Hyatt Regency and Convention Center), to relax, unwind, eat, drink and be merry along with the company of the best elevator folks in the industry.



# CONVENTION AGENDA

As of May 11, 2017

## Sunday, September 10

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7:30am-3:00pm Board of Directors Meeting  
1:00pm-5:30pm **Registration Open**

## Monday, September 11

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7:00am-2:30pm Official Golf Tournament\*  
(8am shotgun start)  
7:30am-5:30pm Registration Open  
8:00am-5:00pm Exhibitor Set-Up  
9:00am-1:00pm Airboat Tour\*  
6:30pm-8:00pm **President's Welcome Reception**  
8:00pm-9:30pm EESF Party\*

## Tuesday, September 12

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6:00am-7:30am **Fun Run '17**  
7:00am-8:30am **Breakfast Buffet**  
7:30am-5:00pm **Registration Open**  
8:00am-5:00pm Exhibitor Set-Up  
8:30am-9:45am **Keynote Address by Steve Gilliland,  
Hall of Fame Speaker**  
10:00am-10:45am **General Business Session**  
11:00am-11:45am **Contractor Member Session**  
11:00am-11:45am **Supplier Member Session**  
11:00am-11:45am **Associate Member Session**  
1:00pm-5:00pm Winter Park Tour\*  
2:00pm-5:30pm **Roundtable Discussions – Track 1**

- The Times They are A Changin'!  
Employment Law Changes
- Doubling Company Performance with  
Proven "Systems" & Best Practices
- Controlling Your insurance Costs and  
Out of Pocket Expenses - The More  
You Know, the Less You Are Exposed

  
2:00pm-5:30pm **Roundtable Discussions – Track 2**

- Mobile Technologies for Repair &  
Service Call Management
- A18.1 Code Update and Changes
- Safety Compliance Templates & New  
Hire Safety Orientation Documents

  
5:30pm-6:30pm Leadership Reception  
(by invitation only)

## Wednesday, September 13

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7:30am-5:30pm **Registration Open**  
9:30am-5:00pm **Exhibits Open**  
10:00am-2:30pm **Educational Sessions – Pavilion 1**  
10:00am-11:00am Maximizing Rope Life in Today's  
Hoistway, Kevin Heling & Jacob Kuhn,  
Wurtec & Martin Rhiner, Brugg Lifting  
11:15am-12:15pm Retaining the Use of DC Elevator  
Machines, Don Vollrath, Magnetek

1:30pm-2:30pm Control of Hazardous Energy, Keith  
Evans, Premier Elevator  
10:00am-4:00pm **Educational Sessions – Pavilion 2**  
10:00am-11:00am Roller Guide Components & Elevator  
Ride Quality, Ryan Peacock, ELSCO  
11:15am-12:15pm Changes In Fire Codes Related to  
Elevator Installation, Lee Rigby, Elevator  
Safety & Technical Services  
1:30pm-2:30pm Evaluating Risk & Liability Concerns in  
Elevator Help Phone Response, David  
Bryant, Kings III  
3:00pm-4:00pm Inclined Platform Lifts & Vertical  
Platform Lifts, Patrick Edwards, EHLS  
Elevators & Lifts  
12:30pm-1:30pm NexGen Luncheon  
7:00pm-8:00pm **Cocktail Reception**  
8:00pm-12:00am **Tropical Escape Dinner**

## Thursday, September 14

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7:30am-3:30pm **Registration Open**  
8:00am-9:30am **Awards Breakfast**  
9:30am-3:00pm **Exhibits Open**  
10:00am-2:00pm **Educational Sessions – Pavilion 1**  
10:00am-11:00am Confined Space, David Smarte,  
Delaware Elevator  
11:30am-12:30pm Mechanics Guide to Safety Inspections  
& How to Use ASME Code References,  
Craig Jones, Country Home Elevator  
1:00pm-2:00pm Elevator Drives – Topology, Control and  
Troubleshooting, Tony Heiser, KEB  
America  
10:00am-2:00pm **Educational Sessions – Pavilion 2**  
10:00am-11:30am Competing Today and Tomorrow in the  
Proprietary Elevator Industry, Walter  
Barnes & Michael Tuttle, Electronic  
Controls, Inc.  
12:45pm-1:45pm Fundamentals for Successful Mobile  
Device Deployments, Steve Metzman,  
iBusiness Technologies  
3:01pm-9:00pm Exhibit Dismantling  
3:30pm-5:30pm Board of Directors Meeting  
7:00pm-8:30pm **Dregs Party**

## Friday, September 15

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8:00am-5:00pm Exhibit Dismantling  
\*Optional – Advance Ticket Purchase Required  
Bold – Included in Full Registration



# EDUCATIONAL HIGHLIGHTS

Tuesday, September 12, 2017

2:00pm-5:30pm Hyatt Regency

## Roundtables - Track 1

1. The Times They are A Changin'! Employment Law Changes  
Speakers: Karen Cunningham & Karen Hopkins, The Hopkins Group

The new administration has been making lots of decisions/changes in Federal Agencies and attempted revisions to laws that have a significant impact on companies and their employment practices. These will be presented and discussed during the session. Questions will be entertained. At the conclusion of this roundtable, participants will learn/review recent changes in employment related law and how to apply them in their respective companies.

2. Doubling Company Performance with Proven "Systems" & Best Practices  
Speaker: Rick Lanpher, Automated Integration

Let's talk about the Top 3 challenges every Elevator company has and how it limits your growth and Profits! The Fortune 500 have figured it out and so can Elevator Contractors. With 25 years in the Enterprise systems industry, I will share specific and proven ways you can put the systems (processes) in place to take your company to the next level. How can you "differentiate your Services" over your competitors? Join us and you'll find out. You will leave this round table discussion with several easy to implement processes that will put you on the path to double your Performance & Profits.

3. Controlling Your Insurance Costs and Out of Pocket Expenses - The More You Know the Less You Are Exposed  
Speaker: Dennis Powers, Lamb & Little

As a business owner, you have an adversarial relationship with your insurance costs, however, while insurance will never increase your top line, it certainly can impact your bottom line. The break-out sessions that we offer will help owners navigate numerous hot topics in the insurance industry to help that positive bottom line impact, including: 1) Employment practices liability including wage and hour defense; 2) Cyber liability and crime; 3) Workers Compensation overview including Employers Liability and controlling your experience rating; 4) Auto liability - hiring the right drivers to include recommended criteria; 5) The pitfalls of a having a non-admitted general liability carrier, are you in breach of contract?



## Roundtables - Track 2

1. Mobile Technologies for Repair & Service Call Management  
Speaker: Sanjay Kamani, Tesst, LLC

This roundtable will cover mobile technologies for mechanics and supervisors. The following topics will be addressed: Maturing Mobile Technologies on android and apple platforms, methods for improving service call responsiveness, methods for improving data availability onsite, troubleshooting, private social media, use of open source technologies, rapid knowledge transfer, and data collection for record keeping.

2. A18.1 Code Update and Changes  
Speaker: Bill Richardson, Savaria

This roundtable will review the ASME A18.1 Code Update and the latest changes. Attendees will understand the new requirements within in the 2017 code.

3. Safety Compliance Templates and New Hire Safety Orientation Documents

Speaker: NAEC Safety Committee

This roundtable will review the various safety documents and templates available to NAEC Members. The NAEC Safety Committee developed six Safety Compliance Templates; Confined Space, Electrical, Fall Protection, Ladders, Lockout/Tagout and Personal Protective Equipment. Also available is the New Hire Safety Orientation Document with test. These resources will assist attendees in further developing their individual safety programs.



# EDUCATIONAL HIGHLIGHTS

(continued)

## Wednesday, September 13, 2017

10:00-11:00am

Orange County Convention Center – Pavilion 1

**Maximizing Rope Life in Today's Hoistway**

Speakers: Kevin Heling & Jacob Kuhn, Wurtec & Martin Rhiner, Brugg Lifting

This presentation focuses on improving rope life for demanding applications is an issue in our industry today. Rope life has become increasingly important as new elevator systems include features that can decrease rope life. Choosing the correct rope construction, using proper techniques, and having the right tools will have a positive impact on expected rope life. This presentation will explore the benefits of different rope construction including the use of high performance rope as well as the techniques and tools that can be used to equalize rope tension.

10:00-11:00am

Orange County Convention Center – Pavilion 2

**Roller Guide Components & Elevator Ride Quality**

Speaker: Ryan Peacock, ELSCO

In this session, attendees will receive a descriptive breakdown of roller guide components, their effects on ride quality, and proper roller guide installation. Participants will learn a General understanding of the components of a roller guide, how roller guide affect ride quality and how to properly install a roller guide.



11:15-12:15pm

Orange County Convention Center – Pavilion 1

**Retaining the Use of DC Elevator Machines**

Speaker: Don Vollrath – Magnetek

This session will discuss when and why retaining a DC machine make sense. How does the DC machine and new drive technology compare in efficiency to replacement by a new PM-AC unit. What verification steps should be taken before commitment and to ensure long term operating life and what pitfalls are out there during modernization of the motor controls?

11:15-12:15pm

Orange County Convention Center – Pavilion 2

**Changes In Fire Codes Related to Elevator Installation**

Speaker: Lee Rigby, Elevator Safety & Technical Services

This presentation will inform and update elevator personal to the requirements of Fire sprinklers and Automatic fire alarm initiating devices for elevator recall, updating to the 2016 addition of NFPA 13 and NFPA 72. Changes in ASME A17.1 regarding these devices and other fire systems as they relate to elevator installation will also be covered.

1:30-2:30pm

Orange County Convention Center – Pavilion 1

**Control of Hazardous Energy**

Speaker: Keith Evans, Premier Elevator

This presentation will cover Lockout and Tagout and why equipment needs to be locked out. We will review the types of energy, the OSHA requirements for Lockout/Tagout, who is authorized and various steps to complete a Lockout/Tagout.



**1:30-2:30pm**  
**Orange County Convention Center – Pavilion 2**

**Evaluating Risk & Liability Concerns in Elevator Help Phone Response**

**Speaker: David Bryant, Kings III**

The presentation will cover: risk and liabilities assumed via monitoring emergency help-phones in-house, risk and liabilities property owners and managers face with elevators on property, code requirements for two-way and emergency communications in A/R and Commercial Elevators; the proper way to test ADA phones in elevators. The participant will learn: What risks and liabilities elevator maintenance companies face when monitoring emergency calls in-house. Risk and liability concerns for elevator maintenance customers and how to alleviate them. How to properly test for the required ADA two-way communication; what the code says about two-way communication.

**3:00-4:00pm**  
**Orange County Convention Center – Pavilion 2**

**Inclined Platform Lifts & Vertical Platform Lifts**  
**Speaker: Patrick Edwards, EHLS Elevators & Lifts**

This presentation will equip attendees to provide the difference between the IPL's and the VPL's. Customers often ask us to provide IPL's due to their lower comparative cost to a VPL, caused by construction costs. It is often a matter of doing the right thing vs. doing things right for the customer. The support information for this session will be primarily derived from the A18.1 and A117.1 Standards as well as real experience with customers using the equipment.

## Thursday, September 14, 2017

**10:00-11:00am**  
**Orange County Convention Center – Pavilion 1**

**Confined Space**  
**Speaker: David Smarte, Delaware Elevator**

This presentation will discuss the new requirements for identifying confined space in and around elevator pits.

**10:00-11:30am**  
**Orange County Convention Center – Pavilion 1**

**Competing Today and Tomorrow in the Proprietary Elevator Industry**  
**Speaker: Walter Barnes & Michael Tuttle, Electronic Controls, Inc.**

In this session, the presenters will provide the audience with an understanding of proprietary and a historic perspective. The present and future trends will be discussed, along with supporting obsolete equipment. These questions will be answered, "What

should I support and what should I stay away from? And what can I do to compete in the future?"

**11:30-12:30pm**  
**Orange County Convention Center – Pavilion 1**

**Mechanics Guide to Safety inspections & How to Use ASME Code References**

**Speaker: Craig Jones, Country Home Elevator**

This session will provide safe inspection procedures and better core knowledge of reference materials by review what happens at an inspection and how to safely perform inspections and use ASME inspectors guides as reference.



**12:45-1:45pm**  
**Orange County Convention Center – Pavilion 2**

**Fundamentals for Successful Mobile Device Deployments**  
**Speaker: Steve Metzman, iBusiness Technologies**

This session will discuss the fundamental steps and building blocks for an effective and scalable deployment of mobile devices within any organization. The presenter will recommend planning framework, internal needs assessment, hardware options, mobile device management systems, implementation phases including pilot roll-out, full deployment and refresh cycles.

**1:00-2:00pm**  
**Orange County Convention Center – Pavilion 1**

**Elevator Drives – Topology, Control and Troubleshooting**  
**Speaker: Tony Heiser, KEB America**

This session will provide attendees an overview of AC drive power electronics topology including input, intermediate and output stages and tests for troubleshooting hardware failure and an overview on the design of AC motors and operation, including the similarities between and difference between induction and permanent magnet motors. The presenter will review the speed control models utilizing proportional and integral gains with practical examples of each term's effect and the role of feed forward control.

# OPTIONAL ACTIVITIES

## Official Golf Tournament

Monday, September 11 • 7:00am – 2:30pm  
(8:00am Shotgun Start)  
Shingle Creek Golf Club

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It's golf reinvented, with the classic Arnold Palmer touch. It's legendary and far from the typical. It's the newly re-designed Shingle Creek Golf Course. The new course features more visible and strategically placed bunkers that forces players to think creatively about navigation. Players will notice major differences in the short game as well with new complexes and surrounds that detail more closely mown run-offs and chipping areas. Additionally, the greens themselves highlight a variety of slopes, nobs, and swales complimented by varying sizes from 3,500 to over 9,500 square feet.



Outing participants are required to wear clothing that is customary to golf. Players must wear collared shirts and golf shoes and may not wear sweat pants or cut-offs. Participants are expected to use proper conduct while on the golf course property. Players are responsible for obeying the posted daily cart path rules, replacing divots, repairing ball marks on the green and raking of sand traps. Unruly behavior, foul language, throwing of clubs, hitting shots into groups will not be tolerated. All golfers will be expected to adhere to proper golf etiquette including ready golf and keeping within sight of the foursome in front.

*The fee of \$155 for NAEC members and \$180 for non-members covers cart, green fees, transportation, breakfast, lunch, beverage cart during tournament, and prizes.*



## Airboat Tour

Monday, September 11 • 9:00am – 1:00pm

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Deep into the protected swamps, marshes and rivers that make up the Central Florida Everglades, go on the ride of your life gliding across the water. Get an in depth look at the gators, birds, eagles, trees and plants that can be found in our beautiful wetlands. This is Natural Florida at its best! After the tour, guests will explore the amazing wildlife park full of zebras, watusi, deer, water buffalo, emu, wild boar and monster alligators. Then experience a hands-on alligator demonstration and receive a take-away photo handling a real-life alligator! Make sure to bring a camera and capture the beautiful nature of Wild Florida!

*The fee of \$125 for NAEC members & \$150 for non-members covers transportation, 1-hour private airboat ride, self-guided wildlife park admission & gator demonstration, a commemorative photo and all taxes, gratuities, and management fees.*



## EESF Party

Monday, September 11 • 8:00pm – 9:30pm

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The Elevator Escalator Safety Foundation is a non-profit organization whose mission is to educate the public on the safe and proper use of elevators, escalators and moving walks through informational programs. Proceeds from this event help EESF accomplish its mission.

*The early registration cost of \$100 Adults / \$40 for Children under 10 includes hors d'oeuvres and two drink tickets (adults only). Tickets at the door will be \$125.*



## Winter Park Boat Tour

Tuesday, September 12 • 1:00pm – 5:00pm

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Escape the hustle and bustle of city life by spending a peaceful day on scenic Park Avenue in Winter Park. Winter Park is known around the world for its annual Winter Park Art Festival and quaint brick streets. Start your tour with a relaxing, 45-minute scenic, open-air boat ride past luxurious homes along three beautiful lakes and canals. Following your boat tour, browse the exclusive boutiques and art galleries filled with one-of-a-kind treasures, as well as stores bearing the names of your favorite designers. Take a break at one of the Avenue's open-air cafes or just sit in the park and people watch. Lunch is on your own at one of the gourmet eateries along Park Avenue.

*The fee of \$80 for NAEC members and \$105 for non-members covers transportation, private boat ride, and all taxes, gratuities, and management fees.*



# 2017 EXHIBITORS

## A-B

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ACCESS Elevator & Electric Supply  
ACLA USA, Inc.  
Adams Elevator Equipment Company  
ADCO Elevator Drilling, LLC  
Advance Carbon Products  
Advance Welding Service Inc.  
AFD Industries, Inc.  
Alliance Elevator Solutions  
ALP Industries, Inc.  
Alps Wire Rope Corporation  
Archi-Tread, Inc.  
Ascend™ - a division of Inpro®  
Automated Integration  
Automatisation JRT, Inc.  
Benfield Electric Supply  
Blain Hydraulics GmbH  
Brugg Lifting  
Bruno Independent Living Aids  
Bucher Hydraulics, Inc.

## C-D

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C.E. Electronics  
C.J. Anderson & Company  
Cambridge Architectural  
Cambridge Elevating Inc.  
Canton Elevator, Inc.  
Captivate  
CEDES Corporation of America  
Cobbs Allen  
Columbia Elevator Products  
Concept Elevator Group  
Connor & Gallagher  
Courion  
Custom Elevator Manufacturing. Co.,  
Inc.  
David Weber Oil Co.  
Delaware Elevator Manufacturing  
Delco Elevator Products Ltd.  
Draka / Prysmian Group  
Dupar Controls, Inc.

## E

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ECS Corporation  
EHC Global  
Eklunds, Inc.  
Electrical Motor Repair Co.  
Electro-Mech Industries (EMI)

Electronic Controls, Inc.  
EleVader by ParkUSA  
Elevation Innovation  
Elevator Controls Corporation  
Elevator Dynamics, LLC  
Elevator Equipment Corporation  
(EECO)  
Elevator Motors Corporation  
Elevator Products Corporation  
(EPCO)  
Elevator Systems Inc.  
Elevator World  
Elevators EV International  
ELGO Electronic, Inc.  
ELSCO (Elevator Safety Company)  
EMS Group, Inc.  
Expert Service Solutions

## F-G

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FabACab  
Federal Elevator Systems  
FIELDBOSS  
Formula Systems North America, Inc.  
GAL Canada Elevator Products  
Corporation  
GAL Manufacturing Corp.  
Garaventa Lift  
Gillespie Corp.  
Global-Tardif Elevator Manufacturing  
Group  
Gorman Co., Inc.  
Gunderlin Ltd  
Gustav Wolf Steel Wire & Wire Ropes

## H-L

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Handicare  
HARMAR  
Hidral USA, Inc.  
Hollister-Whitney Elevator  
Corporation  
Huskie Jameson  
Hydroware Inc.  
I.T.I. Hydraulik  
iBusiness Technologies  
Imperial Electric  
Inclinor Company of America  
Innovation Industries, Inc.  
Integrated Display Systems Inc.  
International Steel & Counterweights

James Monroe Wire & Cable Corp.  
Janus Elevator Products Inc.  
JM Associates/Burnham + Co a  
Division of HUB International NE  
KEB America, Inc.  
Kings III Emergency Communications  
KONE Spares  
Laird Plastics  
Lift Business Advisors, Inc.  
Lift Solutions, Inc.  
Lift-U Division of Hogan Mfg., Inc.  
Lustre Products Ltd.  
LWI Elevator Panel Co.

## M-O

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Machine Room Guarding  
MAD Elevator Fixtures, Inc.  
Magnetek, Inc.  
Man-D-Tec, Inc.  
Mathis Electronics, Inc.  
Matot, Inc.  
Maven Group LLC  
Maxton Manufacturing Company  
MEI - Total Elevator Solutions  
MK Battery  
Mongrain Vertical Transport Inc.  
Monitor Elevator Products, LLC  
Monteferro America  
Motion Control Engineering (MCE)  
National Association of Elevator  
Contractors (NAEC)  
National Elevator Cab & Door Corp.  
National Fixture USA  
Nationwide Lifts  
Nightstick by Bayco Products, Inc.  
Norman Lamps, Inc.  
Northeast Lock Corp.

## P-R

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Palmer Pads (W.E. Palmer Co)  
Parts Specialists, Inc.  
Peelle Company  
PFlow Industries, Inc.  
Phoenix Modular Elevator  
Plymouth Engineered Shapes  
Pneumatic Vacuum Elevators, LLC  
Porta, Inc.  
Precision Escalator Products  
Precision Stairlifts

PTL Equipment  
Quad City Safety  
Quality Elevator Products, Inc.  
Rath Microtech  
Residential Elevators  
Retro Elevator  
REULAND  
Reynolds & Reynolds Electronics Inc.  
Rigidized Metals Corporation  
Rimex Metals (USA) Inc.  
Ring Communications, Inc.  
Ritz Safety  
Rocky Mountain Elevator Products

## S-U

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Schaefer GmbH  
S.E.E.S. Inc. / Southern Elevator & Electric Supply  
Savaria Concord Lifts, Inc.  
Schmersal Inc.  
Schumacher Elevator Company  
SCS Elevator Products Inc.  
Siemens Corporation  
Site Service Software, Inc.  
Smart Elevator Tech, LLC  
SmarTork  
Smartrise Engineering  
SnapCab  
Spano Fastening Systems  
Spider  
Sprecher + Schuh  
Staying Home Corporation  
Stone Brokers of America  
Technical Specialties  
Texacone  
Titan Machine Corp.  
TORIN DRIVE International  
Trico Manufacturing  
Tri-Tronics Company  
Truxes Company  
Unitec Parts Company  
UpVate

## V-Z

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Vator Accessories, Inc.  
Vertical Express  
Vertical Solution Co., The  
Vertitron Midwest, Inc.

Victaulic Company  
Virginia Controls, Inc.  
Wachendorff Automation GmbH  
Waupaca Elevator Company, Inc.  
WECO Elevator Products LTD  
Weidmuller  
Wessex Lift Co Ltd  
Westcoast Innovative Pro Pads  
Wildeck, Inc.  
Wire Rope Works Messilot Ltd.  
Wirerope Works, Inc.  
Wittur  
Woodfold Mfg., Inc.  
WORLD electronics  
Wurtec, Inc.  
ZZIPCO

\*current as of 6/16/2017

# REGISTRATION INFORMATION

## Convention Registration

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Registration will be in the individual delegate's name, not by company. Only individuals who have paid a registration fee will have a name badge. Name badges and tickets will be required for admission to all scheduled meal functions. Name badges are nontransferable. Names will appear on badges exactly as you indicate on your registration form. Please print clearly.

Monday, August 14, 2017, is the deadline for registering for the convention at the discounted rates.

## Registration fees

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Complete your registration online at [www.naeconvention.com](http://www.naeconvention.com) or complete and return your form along with the appropriate fees (US Funds only) to: NAEC, 1298 Wellbrook Circle, Conyers, GA 30012. Payment must accompany registration forms. You may pay by check or credit card. Visa, MasterCard, American Express and Discover are accepted. Registration confirmation will be emailed to you within 30 days of receipt of registration.

## Cancellations and Refunds

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Full registration fees and optional activity fees will be refunded if cancellation notice is received in writing on or before Monday, August 21, 2017. Seventy-five percent (75%) of registration fees will be refunded through Friday, September 1, 2017. No refund will be made for cancellation after Friday, September 1, 2017. All cancellations and changes must be submitted in writing to: NAEC, 1298 Wellbrook Circle, Conyers, GA 30012 or [Megan@naec.org](mailto:Megan@naec.org).

## Expo Only Registration

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Admission to the Exhibit Hall will be open to anyone 18 years or older interested in attending. Admission to the Exposition is included in Delegate and Spouse/Guests registration. Please contact NAEC for an EXPO Only Registration Form at 770.760.9660 or [Megan@naec.org](mailto:Megan@naec.org). The Exposition will be open Wednesday, September 13th, 9:30am-5:00pm and Thursday, September 14th 9:30am-3:00pm in the Orange County Convention Center.

# GENERAL INFORMATION

## Suitcasing Policy

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What is Suitcasing? Suitcasing is when a non-exhibiting company solicits business in exhibit hall aisles, another company's booth or public spaces within the convention center. Suitcasing practices include passing out brochures and business cards in the aisles or conducting meetings in special areas of the show floor such as the Delegate Lounge and Food Court.

What is NAEC's Suitcasing Policy? Any attendee who is observed to be soliciting business in the aisles or other public spaces, in another company's booth, or in violation of any portion of the NAEC Exhibition Policy will be asked to leave immediately without refund. Additional penalties may be applied. Please report any violations you may observe to show management.

Please Support Our Exhibitors and Our Show – if you are approached by non-exhibiting companies soliciting your business during the trade show, we encourage you to not engage in a business matter with them at that time. Please report the incident to show management.

## Tropical Escape Dinner Ticket Exchange

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Dinner vouchers included in your ticket packet should be exchanged for a ticket with a table assignment. Vouchers will be exchanged on a first-come, first-served basis. Ticket exchange will occur during the registration desk's published operating hours through 5:30pm, Wednesday, September 13, 2017.

## Registration Hours

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Registration will be located in the Orange County Convention Center. Registration hours are:

Sunday, September 10 - - - - - 1:00pm – 5:30pm  
Monday, September 11 - - - - - 7:30am – 5:30pm  
Tuesday, September 12 - - - - - 7:30am – 5:00pm  
Wednesday, September 13 - - - - - 7:30am – 5:30pm  
Thursday, September 14 - - - - - 7:30am – 3:30pm

## Questions

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Please contact Megan Ragan at [Megan@naec.org](mailto:Megan@naec.org), 770.760.9660, 800.900.6232 (US only), 888.847.7530 (US/Canada).

## Lodging

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We encourage all members to stay at one of the convention hotels. The Association secures room blocks and enters into contractual agreements with the hotels years in advance of the meeting guaranteeing a predetermined percentage of occupancy of the hotel's guest rooms. To protect the value of guest rooms set aside for the event, hotels include a performance clause that provides for monetary damages if fewer rooms than agreed upon are occupied. Failure to meet performance thresholds may result in a significant financial loss to the Association. All meetings will be held in the headquarters hotel, Hyatt Regency or the Orange County Convention Center.

## Hotel Information

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### Hyatt Regency Orlando– Headquarters Hotel

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Location: 9801 International Drive, Orlando, FL 32819  
Phone: 407.284.1234

Reservation Phone: 407.284.1234

Reservation Online: link located at [www.naecconvention.com](http://www.naecconvention.com)

Convention Room Rates: Single, Double, Triple or Quad \$185 plus applicable tax

Check-in: 3:00pm - - - - - Check-out: 11:00am

Reservation Deadline: Reservations must be received by August 14, 2017, where upon rooms will revert back to open booking to the public. If you wish to cancel, please do so at least 72 hours prior to arrival to avoid cancellation penalties.

### Rosen Centre Hotel

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Location: 9840 International Drive, Orlando, FL 32819  
Phone: 407.996.9840

Reservation Phone: 800.204.7234

Reservation Online: link located at [www.naecconvention.com](http://www.naecconvention.com)

Convention Room Rates: Single or Double \$169 plus applicable tax

Check-in: 3:00pm - - - - - Check-out: 11:00am

Reservation Deadline: Reservations must be received by August 14, 2017, where upon rooms will revert back to open booking to the public. Notice of cancellation must be received 72 hours prior to arrival to avoid cancellation penalties.

### Hospitality Suites

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Hotel suites which will be used for hospitality and entertainment must be cleared through NAEC. No exhibits may be set up in hospitality suites. No activity in hospitality suites may conflict with any planned convention event. Suites and meeting space will not be released to non-exhibiting suppliers for entertainment or meeting purposes. Requests must be submitted in writing to: Alesa McArthur, NAEC, 1298 Wellbrook Circle, Conyers, GA 30012 or [Alesa@naec.org](mailto:Alesa@naec.org).

## IMPORTANT

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While we have a number of rooms blocked at Hyatt Regency Orlando and The Rosen Centre Hotel for the convention, any unsold rooms will be released for sale to the public on the dates mentioned above. Waiting until those dates will not ensure that you will get a room. Rooms are sold on a first-come, first-served basis. PLEASE MAKE YOUR RESERVATIONS TODAY!

**BEWARE OF HOUSING SCAM** NAEC has partnered directly with the Hyatt Regency Orlando and The Rosen Centre Hotel as the exclusive hotels of the 68th Annual NAEC Convention and Expo in Orlando. All accommodation bookings should be done directly through the hotel. NAEC does not endorse or have a relationship with any other housing company! Visit [www.naecconvention.com](http://www.naecconvention.com) for direct links to hotel sites.