



Canadian Elevator Contractors Association  
Association Canadienne des Entrepreneurs en Ascenseurs

**CECA'S 45TH ANNUAL CONVENTION**  
**JUNE 3-6, 2019**  
**HILTON LAC LEAMY (OTTAWA-GATINEAU)**

**Education Sessions**

**Sponsored: [Peelle](#)**

**Wednesday, June 5th, 2019, 12pm-12:50pm**

**Topic: Vertical Door Safety Upgrades**

**Description:** The options available to upgrade Vertical Sliding Doors to improve safety and performance.

**Presenters:** Michael J Ryan is Vice President of Business Development for The Peelle Company. Ryan is located at Peelle's New York Head Quarters and is responsible for growing sales of new products and developing markets. Ryan was previously Vice President of Sales and Marketing managing the North American Market for freight elevator doors and related products. He has been with Peelle since 1980 in a variety of sales and management positions. Ryan is a past board member of the National Association of Elevator Contractors (NAEC), and their past Exhibit Advisory Chairmen; past Chair of the Elevator Escalator Safety Foundation (EESF); past board member of the Canadian Elevator Contractors Association (CECA) and Chair of CECA's 2017 Collingwood Convention; and member of NEII's Communications Committee. Ryan was the New York's Pop/Joe Golf Outing "Man of the year" and is a past recipient of NAEC's President's Award and William C Sturgeon's Distinguished Service Award.

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**Monday, June 3rd, 2019**

**Education Session 1: 1pm-1:50pm [FieldBoss](#)**

**Topic: Elevator Construction Project Management**

**Description:** An open discussion on elevator construction Project Management best practices.

**Presenter:** Andrew Koontz has over 30 years' experience working in the vertical transportation industry. Andrew is currently the Vice President, Vertical Transportation at Related Group for Hudson Yards. Prior to that, Andrew worked as the Executive VP at City Elevator and was the Former Elevator Construction Project Manager for the Freedom Tower in NYC.

## **Monday, June 3rd, 2019 (Cont'd)**

### **Education Session 2: 2pm -2:50pm [Norm Benn Training Centre Inc.](#)**

#### **Topic: Making Sense: WHY Young and Experience Mechanics have More Accidents and Injuries**

**Observation:** The statistics continue to show that a high frequency of accidents and injuries occur during the first five years and after 25 years of a mechanics' career. Most of these injuries are either life changing or fatal. The simple conclusion has been a lack of knowledge and experience among young mechanics and complacency among the experience mechanics. With this in mind, the focus continues to be training, retraining and individual responsibility. Generally, whatever we have done and continue to do is not achieving results.

**Description:** This training session will present the evolution of accident prevention strategies; the thinking and practices relating to risk, accident and hazards; understanding of personal relevance as they apply to young and experienced mechanics and successful methods for general and targeted accident and injury prevention.

**Presenter:** Geetram (Geet) Ramsamooj B.Sc., M.Sc., CRSP is currently Managing Director of Norm Benn Training Centre and Professional Trainer in Health, Safety and Organizational Behaviour. With over 40 years of experience, he is a smart-ISO coordinated management system (CMS) Lead Auditor and Instructor; ISO External Auditor for 9001, 14001 and OHSAS 18001 and Senior Independent Assessor for Safe-to-Work, Trinidad. Geet has experience in many business sectors and government. His experience/skills include management systems – ISO 9000, 14000 and 18000, industrial technology-elevating devices, health, safety, environment, psychology, counselling, industrial relations, conflict resolution and technical writing. Geet has co-authored the Safety Seminar Modules for Elevating Devices Mechanics and co-edited the Continuing Education Manual for Elevator Mechanics approved by TSSA and presented by the Norm Benn Training Centre Inc. Geet has also published numerous articles, manuals, workbooks for Health and Safety as well as developed and implemented policy and procedures for large and small organizations. Geet's professional papers are extensive: Managing Industrial Hygiene and Organizational Behaviour, Strategies for Integrating Health & Safety into the Management Agenda, Evaluating Learning and Natural Gas and It's Associated Hazards are to name a few. Geet's academic qualifications and international experience combined with his innovative and enthusiastic style ensure quality service focusing on organizational transformation and behavior change. Geet is not only an advocate for life long learning but actively participates in continuous learning.

### **Education Session 3: 3pm – 3:50pm [Gorman Co. Ltd.](#)**

#### **Topic: Necessity of Oil Filtration and Oil Analysis in Hydraulic Elevators**

**Description:** 80% of the failures in an oil system are caused by oil condition or contamination, yet the hydraulic oil in the hydraulic elevator has been ignored as the source of component failure for over 40 years. My presentation teaches the attendee how to identify the symptoms of oil contamination and its effect on the hydraulic equipment and how it causes many of the most common maintenance issues experienced by the mechanics. This topic is a win/win for both the building owner and the service companies. By explaining the need for analysis and filtration and providing industry specific limits for five critical data points, both the service company and the building owner can agree on what it means to clean the oil and what a reasonable goal is.

Following this process can result in an increase in the life of the hydraulic system of 5 times or more. The building owner benefits from consistent operation from their elevator equipment and the service companies can offer a value-added service that they can charge for. To read more articles and to view the power point presentation please visit [www.OilScrubber.com](http://www.OilScrubber.com)

**Presenter:** Michael Johnson, Director Of Operations at Gorman Company, Inc

**Tuesday, June 4th, 2019**

**Education Session 4: 3pm-3:50pm [Expert Service Solutions](#)**

**Topic: Software and Better Business Management**

**Description:** How back office ERP systems and mobile technologies can bring efficiencies to the management of an elevator contracting business

**Presenter:** Pratik Desai, Vice President Expert Service Solutions, Inc.

**More information:** ESS is a Software technologies and services provider that has been working in the Elevator industry with both contractors and consultants for the past 15 years and providing software tools for business planning functions. Our 2 main products are Mobile Service (MS) and Mobile Office Manager which work jointly or independently and are presently in use by many contractors. Mobile Service the premier mobile application use by independent contractors is a field operation software solution. Mobile Service was designed to allow a field worker to complete calls by entering description of work completed, labor time, materials used & to capture customer's signature. The goal of Mobile Service is to build customer loyalty by tracking service history while also reducing phone traffic between the office and the field worker. Along with eliminating data entry redundancies, streamlining payroll process and reducing the turnover time to invoice customers. Our goal is to educate small and medium sized contractors of the benefits of going paperless and the advantages of using mobile technologies in the field. Our newest product "Mobile Office Manager" is a full-blown ERP system that manages even more business planning functions like sales, accounting, customers, vendors, projects to name a few. We developed this tool because of a growing need we saw that independent contractors needed a tool that is focused on the elevator industry. Along with the need for an industry specific tool we have also brought to market in MOM a cost-efficient tool to contractors that doesn't have the big price tag of large ERP systems but still provides the same results. During the presentation we plan to present the benefits of using one all encompassing software solution for the many areas of the elevator business.

**Education Session 5: 4pm-4:50pm [ABCO Elevator](#)**

**Topic: Employee engagement**

**Description:** Simple process to orientate your organization and start building the platform for employee engagement. Its simpler than you think and harder than you want.

- Defining Success
- Your Mission
- Vision
- Core values
- Clearly Defined Responsibilities
- Clearly Defined Ideal employee. How I have created it with my company.

**Presenter:** Lonnie MacKenzie: Abco Elevator #20 Founder and CEO of Abco Elevator. A 3rd Generation Elevator Technician, he has been in business for 10 years. He resides in Belle Plaine, Saskatchewan with his wife and 6 children. Lonnie is the owner of Think Tank enterprise, 3 Elevator companies and Variable systems. He has created a number of software solutions including Up Lift Learning and assisted in the creation of a CRM system. Lonnie specialize in Organizational health, Vision, culture and safety. He is a public speaker and loves awkward silences... He grew up on a farm and considers himself a good team player who enjoys collaborating with others to accomplish common goals. Lonnie believes family, friendships and the willingness to chase down your dreams are what truly shapes your successes in life. "Failure is a good teacher but a terrible friend, and success is a good friend but a terrible teacher. In life, we need both teachers and friends."

## **Wednesday, June 5th, 2019**

### **Education Session 6 Premium slot: 12pm-12:50pm [Peelle](#)**

#### **Topic: Vertical Door Safety Upgrades**

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**Presenters:** Michael J Ryan is Vice President of Business Development for The Peelle Company. Ryan is located at Peelle's New York Head Quarters and is responsible for growing sales of new products and developing markets. Ryan was previously Vice President of Sales and Marketing managing the North American Market for freight elevator doors and related products. He has been with Peelle since 1980 in a variety of sales and management positions. Ryan is a past board member of the National Association of Elevator Contractors (NAEC), and their past Exhibit Advisory Chairmen; past Chair of the Elevator Escalator Safety Foundation (EESF); past board member of the Canadian Elevator Contractors Association (CECA) and Chair of CECA's 2017 Collingwood Convention; and member of NEII's Communications Committee. Ryan was the New York's Pop/Joe Golf Outing "Man of the year" and is a past recipient of NAEC's President's Award and William C Sturgeon's Distinguished Service Award.

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### **Education Session 7: 4:30pm – 5:20pm [EmerCom Technologies Inc.](#)**

#### **Topic: Emergency Communication for Elevators**

**Description:** Technology changes like unregulated phone lines (fewer "land-lines"), VoIP and video require new skills and knowledge upgrades. This session will cover the basic principles, advantages and hazards with a glimpse into the future.

**Presenter:** Peter Rampf is an engineer with experience in automation, security, video and emergency communication. Peter works for EmerCom Technologies (after Webb Electronics), involved in all details of emergency elevator communication including concept, design, manufacture, sales and customer support. His earlier career covered camera manufacture and digital video for remote access to ATM cameras across Canada.

## **Thursday, June 6th, 2019**

### **Education Session 8: 3pm-3:50pm [FieldBoss](#)**

#### **Topic: Four 15-Minute Process Redesign Strategies for Operational Excellence & Risk Mitigation**

**Description:** Top Four Processes Your Organization Can Streamline

1) MCP and category testing compliance checklists and customer reporting.

Workflow demonstration of MCP and a category test or safety checklist on a mobile device, performed as a mechanic visit. Then demonstrate how to make available internal copies of the records that can be used as a customer report following work completion for anyone in need of the information.

2) Improving the customer maintenance experience.

Monitor maintenance completion through the month via a dynamic dashboard. Automation where copies of maintenance performed is sent to customers that drive sales opportunities from the field through the maintenance mechanics while keeping the customer informed of an upcoming quote to repair wear and tear items.

- 3) Streamlining timesheet submission and approval to expedite payroll, job costing, and invoicing. Demonstrate how mechanic service activities populate timesheets, daily or periodic internal review, and automatic alerts to catch missed or improper time entry. As time is approved, job costing is updated prompting review and the billing of open jobs becomes more timely. This result is increased cash flow by reducing the time from work completion to invoice.
- 4) Managing violations, testing, safety, training and other date sensitive items that impact business risk.

Demonstrate role based dynamics dashboards for both operations and field staff. (15 min)

**Presenter:** Jonathan Taub is the President of Rimrock Corporation, developers of FIELDBOSS LIFT Elevator Contractor Management. Jonathan is a CPA and Certified Microsoft Technology Specialist. With over 20 years' experience, he has overseen more than 200 complex business system implementations. For the past five years, Jonathan has been exclusively focused on the inner workings for elevator contractor's and their unique and fast-moving challenges posed to the owners and staff working in this demanding industry.

### **Education Session 9: 4pm-4:50pm [Flavesco](#)**

#### **Topic: Elevator Machine Guarding: Mitigate the risk - Safety in the machine room**

**Description:** The primary objective of the educational session will be to raise awareness that injuries in the workplace due to hazards cannot be minimized by training alone. The session will cover additional steps which can be taken to help mitigate as much risk as possible with the primary focus being machine room guarding. The topic of machine room guarding will cover the various types of guarding available on the market, pros and cons for the varying solutions as well as the impact they have on regular maintenance. The extent of the discussion will cover additional details such as OSHA standards and regulations as well as a brief outline of the design process used to develop Flavesco machine guarding.

**Presenters:** Experienced member(s) of the Flavesco team.