

ABOUT COLUMBIA ELEVATOR

AT THE LEADING EDGE...

Columbia Elevator Products Co., Inc. and its three affiliated companies seek to "raise the bar" for designed Architectural products required in the North American elevator industry. Columbia's multi-faceted and highly-trained Engineering and Sales teams work with the industry to design and manufacture a full range of quality, UL and CSA-inspected Door Systems, Cabs and Operators, including Oversized Label applications for the commercial, LULA and residential markets. Above all, Columbia is committed to providing the highest level of service to its customers, architects and specifiers, while always producing the highest-quality, safest products, at competitive prices and timely delivered.

Columbia leads the industry by prominently displaying Underwriter Laboratories (UL) labels on every product it manufactures: Door Systems, Cabs, Operators and Wireways. All Columbia Operators bear CSA labels as well. Columbia also offers Entrance assemblies that are tested and certified by Warnock-Hersey Int. Inc. for compliance with NFPA 105 for smoke penetration, an industry first.



COLUMBIA ELEVATOR PRODUCTS CO., INC.
THE LEADING EDGE IN CABS & DOOR SYSTEMS

888-858-1558 • WWW.COLUMBIA-ELEVATOR.COM

BACKGROUND: COLUMBIA ELEVATOR PRODUCTS

Founded by Louis Blaiotta and headed today by his son, Louis "LJ" Blaiotta, Jr., Columbia Elevator is a family enterprise that, since its launch in the mid-60s, has evolved from a humble genesis into the multi-state, 150-employee, 325,000+ square-foot, rapidly-growing company it is today. Its mission is to provide the elevator industry with a single source for all of their entrance, door, cab and operator (including track and hangers) requirements; to be an ethical, professional company that is responsive, creative, produces a high quality product that is high in value-added, with quick delivery and easy installation designs.

Columbia is the only elevator company of any size offering online (Internet) quotations to customers. The company offers unique parametric modeling that provides nearly instant, custom 3-D models of its products to use in the architectural drawing process. Add Columbia's automated engineering that runs the CNC (Computer Numerically Controlled) machinery in its factories... its unique UL-labeled cab products (not required and far beyond industry standards)... its patented InstaFast™ products for vastly-increased elevator cab safety and assembly speed... and the genesis for the company's slogan, "The Leading Edge in Elevator Cabs and Door Systems," becomes apparent.

A major development has been Columbia's recent dramatic expansion to multiple manufacturing locations nationally, while enhancing the company sales/ marketing/ engineering functions at its legacy headquarters in Port Chester, NY. The first expansion occurred in 2003, with the addition of a second distribution center in Port Chester. Next, in late 2005, came the addition of a plant in Miami, Florida, resulting in an aggregate operational footage of 110,000 sq. ft. and the complete reorganization of Columbia's manufacturing and fulfillment regimen. The company began operating from two locations, each specializing in its own discipline: one plant in Port Chester primarily creating entrances and the other in Miami making cabs. At the same time, Columbia opened a shipping facility near its Port Chester headquarters to provide its customers with a seamless order-through-shipment experience.

In late 2007, Columbia acquired Elevator Solutions in Winfield, Kansas. This 90,000 square-foot

addition strategically complements Columbia's existing two factories in New York and Miami, bringing the company's current operational footage to over 200,000 sq. ft. Elevator Solutions was already in the business of manufacturing elevator entrances, doors and cabs, similar to Columbia's existing business model, but was also offering an additional product line of door operator equipment that has become a permanent addition to Columbia's line. Elevator Solutions' central location in the state of Kansas now provides Columbia with a widely broadened footprint in terms of delivery service. Eighty percent of the North American population is now within 500 miles of one of Columbia's factories, and the company has extended its reach into the Canadian market with a sales office in the Greater Toronto Area (GTA), Canada's largest elevator market. This is resulting in reduced costs and delivery time for our customers and a significant competitive edge for them.

The newly-expanded Columbia organization has in place an exclusive strategic alliance with Fermator of Spain, the world's largest door and entrance company, supplying their Door Operator technology and components to the entire North American market. This is particularly relevant to Columbia's current strategy for the burgeoning residential elevator market, seen by many in the elevator industry as the next "big thing."

During the summer of 2009, Columbia moved to a modern, 170,000 square-foot plant in Bridgeport, Connecticut, replacing the original, much smaller Port Chester, NY facility, and bringing Columbia's total production space to 325,000 square feet.

Additionally, Columbia has always been on the cutting edge of safety. In 1975 Columbia Elevator was issued an Underwriters Laboratory label procedure for its entrance. In December 1989 the company filed and tested a new classified elevator cab procedure in accord with ASME/A17.1 Rule 204.2a which presently remains a Columbia exclusive: the only UL - classified procedure in use. Columbia also offers the industry's only entrance tested in compliance with NFPA 105 for smoke penetration.

Columbia Elevator has built and maintained its reputation in the industry as an innovator that delivers a quality product on a timely basis.

BACKGROUND: ELEVATOR SOLUTIONS INTERNATIONAL (ELSOL)

ELSol's roots trace back to 1949, when Charlie Loomis formed Western Manufacturing to provide metal fabricated parts for several industries. He located the facility in an industrial park area in south central Kansas, called Strother Field. Over the following years, Western began providing elevator cabs, doors and entrances to the USA market. In 1973 Western was purchased by one of its largest customers, Montgomery Elevator.

Montgomery dedicated the facility to satisfy its own internal need for elevator components, and in 1981 constructed a new facility at Strother Field. The name was changed to Montgomery APD (Architectural Products Division) in 1984.

In 1995 Montgomery, including APD, was purchased by KONE from Finland. The new owners added more space for manufacturing and warehouse in 1997 to prepare for the transfer of the MAC door operator product line which was completed in 1998. In 1999 the facility was renamed KONE Elevator APD.

Spun off to independent manufacturer Wittur/Selcom USA in 2001, and again in September 2004 to a group of elevator executives, the facility was renamed Elevator Solutions International Inc. This newly formed company since has grown steadily through its acquisition in the fall of 2007 by Columbia Elevator Solutions.



LEGACY HQ, PORT CHESTER NY



WINFIELD KS PLANT



BRIDGEPORT CT PLANT



MIAMI FL PLANT

THE COLUMBIA ELEVATOR GROUP

Manufacturing facilities serve as logistic distribution hubs for the entire Columbia Group line – Entrances, Cabs & Operators – for speediest delivery to customer sites nationwide.

Each such location features a manufacturing specialty for maximized quality and efficiency.

COLUMBIA ELEVATOR PRODUCTS CO. INC.

Port Chester, New York
Legacy Headquarters;
New York Sales Office

COLUMBIA NORTHERN CORP.

Bridgeport, Connecticut
Operational Headquarters;
Manufacturing facility, specializing in Entrances;
Northeast Sales Office

COLUMBIA SOUTHERN INC.

Miami, Florida
Manufacturing facility, specializing in Cabs;
Southeast Sales Office

COLUMBIA ELEVATOR SOLUTIONS

Winfield, Kansas
Manufacturing facility, specializing in Operators;
Central U.S. Sales Office

COLUMBIA CANADA

Toronto
Canadian Sales Office

BENEFITS TO COLUMBIA CUSTOMERS

- One-Stop Shopping for Cabs, Entrances, Doors, Operators & Parts, Architectural Parts; in-house Design, Engineering and Manufacturing capabilities
- Nearly 100 years of aggregate experience
- 40+ years experience designing and manufacturing Operators, designing & manufacturing both styles of Operator equipment, Harmonic & Linear, Commercial, LULA and Residential applications
- Strong management and engineering teams
- 325,000+ square feet of production space. During summer '09, Columbia occupied a new facility, a modern 170,000 square-foot plant in Bridgeport CT, replacing the much smaller Port Chester facility, and allowing for greater flexibility to produce, stage and ship large-scale projects throughout the northeastern US.
- Experiential sensitivity to the demands of OEMs and elevator contractors; three (3) separate manufacturing locations, strategically located to meet the needs of major OEMs and elevator contractors; multiple manufacturing plants for maximized flexibility and avoidance of major shutdowns
- 80% of North American population within 500 miles of a Columbia factory; maximized logistics, especially for new construction projects
- Five (5) year relationship with Fermator, to manufacture Operators with their technology
- 20-acre Kansas property prime for expansion when needed; is located within 200 ft of operational airport, with capabilities to land large jets; has existing rail spur; has an MRP system (BAAN) for expanded handling capability
- Federally registered as an SBE (Small Business Enterprise)



CONNECTICUT STAFF



KANSAS STAFF



FLORIDA STAFF