



## Columbia Elevator Products Co., Inc.

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 NAEC Member Since July 1969

### Company History and Leadership



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

Founded by Louis Blaiotta and headed today by his son, Louis "LJ" Blaiotta, Jr., Columbia Elevator, since its launch in the mid-60s,

has evolved from a humble genesis atop a rented desk to the 146-employee, 400,000+ square-foot, rapidly-growing enterprise it is today. Its mission is to serve the elevator industry as a single source for entrances, doors, cabs, operators, tracks, hangers and spare parts for MAC; to be an ethical, professional company that is responsive and creative; and to produce a high quality product that is high in value-added, with quick delivery and easy installation designs.

### Business Scope and Projects

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 Entrances," becomes apparent.

A major development has been Columbia's recent dramatic expansion: an all-new, 170,000 sq. ft. facility in Bridgeport, Connecticut, housing the upgraded Columbia Northern manufacturing plant, all company sales/ marketing/ engineering functions, and the Columbia Logistic Distribution Center. This follows the 2005 addition of the Miami, Florida plant (Columbia Southern) and the 2007 acquisition of Elevator Solutions in Winfield, Kansas, now Columbia Elevator Solutions. Elevator Solutions was already in the business of manufacturing elevator entrances, doors and cabs, but was also offering an additional product line of door operator equipment that is today a permanent addition to the Columbia line. Columbia's central location in the state of Kansas provides the company with a broad 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, and a significant competitive edge, for Columbia customers.

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."

Columbia Elevator continues to build on its reputation as an innovator, delivering a quality product on a timely basis.

### Favorite Aspects of NAEC Membership

Being a long time member of NAEC has provided Columbia with great exposure to the entire North American elevator industry. Throughout the year, the Association allows Contractors and Suppliers to come together and develop business ties – at the Convention, the Spring Conference and rotating educational conferences.

Further, meaningful friendships and camaraderie between the members – often lasting a lifetime – bring people together as an "extended family." Plus, now, with the addition of the "United" conventions, we benefit from the ability to come together with an even wider circle of our peers.

### Service and Participation in NAEC

Columbia Elevator Products is represented at all NAEC conventions and conferences. In addition to exhibiting at conventions they have served as speakers for educational sessions.

Members of the Columbia organization have served the association in key roles too numerous to list, below are just the highlights:

- Lou Blaiotta:** NAEC Board Member 1972-1975; Recipient of the 1991 Distinguished Service Award
- LJ Blaiotta:** Currently serves on the Exhibitor Advisory Committee
- Tom Rennick:** NAEC Board Member 1998-2001; 1999 Conference Chair; member of the 1995 World Expo Team



New facility in Bridgeport, Connecticut