

THREE ELEVATOR TIPS FOR BUILDING OWNERS

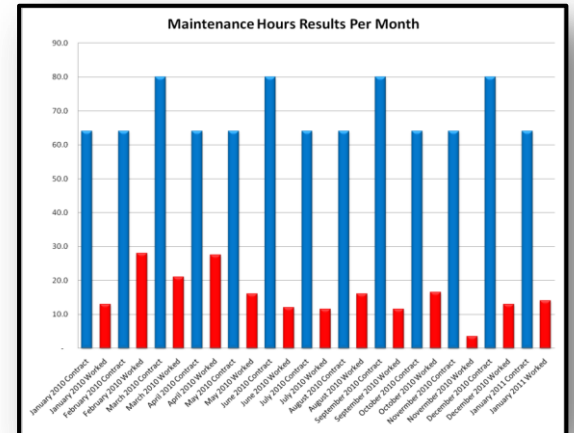
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ONE: OWNERS ARE PAYING FOR SERVICE THEY ARE NOT RECEIVING

Buildings have a monthly preventative service maintenance contract which has hefty monthly fee. In 100% of our engagements, the building is not receiving the maintenance service they are paying for. Throughout the country, it is common practice for buildings to be charged for preventative maintenance services they are not actually receiving. This results in the loss of tens of thousands to hundreds of thousands of dollars. Deferred maintenance starts piling up, the equipment is losing time off its lifespan and the building is probably doing unnecessary repairs, even premature modernizations.

TWO: ELEVATORS ARE BEING NEGLECTED

Property managers and engineers do not have any elevator training or experience. This makes it difficult to determine the level and quality of maintenance being performed. They rely solely on their elevator service provider for all the information concerning their equipment and service. The elevator service providers are not held to any accountability or transparency, meaning that there are no processes implemented to oversee their activities. They grade their own report cards with contracts written in their own terms. Meanwhile, the building managers and engineers have no idea what service is being done to their equipment. When we walk management into a machine room or look at maintenance invoices, it is clear that crucial maintenance is not being completed. For example, in a car you know when to physically check the oil level by referencing the oil light in the dashboard. With an elevator, however, there are no indicators of whether the oil levels are correct, if the ropes are rouge, or if the controller is arcing.



THREE: ELEVATOR CONTRACT TERMS & CONDITIONS DUPE OWNERS



If your portfolio has two or more buildings, you should have a national contract. Pending on the type of equipment in your building and the area of the country, you should have the correct service provider based on the needs of building. The preventative maintenance service contract should be written with terms and conditions that are best for the building and ownership and not be in favor of the service provider. If you have a contract that was presented by the service provider, the building is losing money and in jeopardy of incurring unnecessary costs.

Overall, understanding both the business and technical aspects of the elevator industry has allowed The Elevator Consultants to save our clients costly operating expenses 100% of the time. This allows owners to be more competitive in the sale of their properties, rental square footage and tenant satisfaction