



**MODERNIZE
ELEVATORS
WITH
CONFIDENCE**

WHY MODERNIZE?



Today's building marketplace is highly competitive. Either keep tenants moving up and down smoothly and efficiently... or they'll move in another direction – *out the door*.

Building Owners and Managers Association (BOMA) research

indicates that dissatisfaction with elevators is the second most frequent reason tenants break (or do not renew) their leases. For the manager of a corporate building, tenant annoyance with unsatisfactory

elevator service can reflect poorly on building management.

Modernizing your elevators will help you compete against newer buildings. It tells your tenants that you care about keeping building appearance and services at their peak.



**WHAT SHOULD YOU
EXPECT FROM
YOUR ELEVATOR
MODERNIZATION
CONTRACTOR?**

Elevator modernization projects encompass a broad range of complex issues. Depending on your specific needs, your elevator contractor must have in-depth understanding of structural considerations, electrical and

electronic systems, architectural and general construction coordination, traffic handling, commercial design, and advanced elevator technology.

You need an elevator modernization contractor with vast resources. *You'll find that partner in Montgomery Elevator Company.*

Montgomery has helped shape the elevator and escalator industry for over a century. Many of the technological advancements we've spearheaded have become industry standards.

We've encountered and solved virtually every imaginable modernization challenge. Our experience enables us to provide solutions tailored to your exact needs and goals.

Insurance indemnity protection is another prime consideration. Thus, Montgomery's exceptional liability umbrella capability is a point of exceptional value to you!

**MINIMIZING
DISRUPTION
IS ESSENTIAL:**

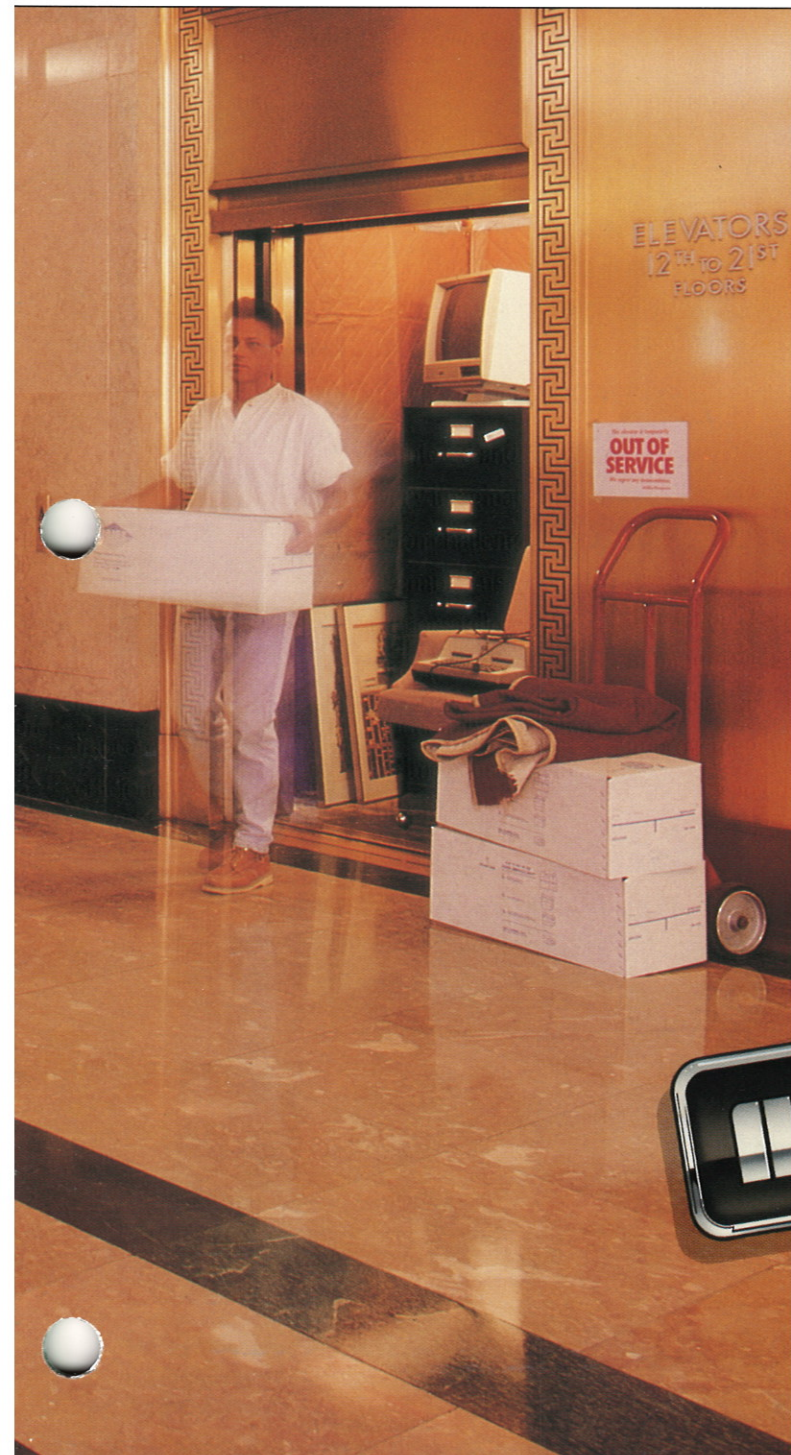
Few other projects have as much potential for improvement – or for havoc – as an elevator modernization.

What will happen while the modernization takes place?

Will it create even greater dissatisfaction?

Will you be greeted every morning by crowds of disgruntled people waiting to use the remaining elevators?

With Montgomery, things don't have to get worse before they get better! We have perfected methods to keep building disruption at an absolute minimum while giving you an immediate and lasting improvement in elevator efficiency and desirability.



YOUR MONTGOMERY
SALES PROFESSIONAL
IS THE KEY.

Your Montgomery Sales Professional is a vertical transportation specialist...a true catalyst for results.

When you call, you get an expert in elevator equipment design, in building population logistics, in traffic pattern management, and in practical planning.

You also get a source for up-to-the-minute code information, design ideas and innovative modernization solutions.

The recipient of the most comprehensive training in our industry, your Montgomery

Sales Professional is supported by the extensive, diverse resources of our nearly 4,000 employees.

Your Sales Professional will help plan and execute the unique course of action your modernization project requires. The success of your project becomes a matter of intense personal pride.

You'll find that we share your concerns. Throughout America, Montgomery is a builder, a landlord, a tenant, and a building manager. With over 200 offices and manufacturing facilities, we understand the pressures you face. Who better to recommend cost-effective solutions?

Your modernization solution begins by calling your Montgomery Sales Professional.

Performance data is analyzed by Montgomery specialists to identify actual building traffic profiles.

DEFINING

YOUR NEED:

Your Montgomery Sales Professional starts the modernization by asking questions. *Our people are trained to listen carefully and critically.* This is the best way to determine your needs, desires and goals.

Your present equipment is thoroughly inspected to determine its condition and its potential for improved performance.

We often install specially designed electronic measuring devices to record real-time and historical system response and performance data. This data is analyzed by Montgomery specialists to identify actual building traffic profiles.

This information is used by your Sales Professional to prepare a detailed Montgomery Situation Analysis specific to your building.

In addition to highlighting areas of needed improvement, the Situation Analysis describes your building's "personality" and the performance characteristics of your present elevator system.

The Montgomery Situation Analysis provides a basis for effective modernization design and a benchmark to measure improvement.



Corporate engineering supplies design application expertise on a per-project basis.

Controls Division experts custom tailor Montgomery electronics to fit your building requirements.

The building Situation Analysis is presented and explained by your Montgomery Sales Professional...supported by the diverse talents of Montgomery personnel on a local and national level.

Montgomery's Field Engineering Staff provides on-site, specialized service training prior to project turnover.

Branch Modernization Management assures adherence to Montgomery's Modernization System Approach.

PROPOSING

THE SOLUTION:

Your Montgomery Sales Professional will use the insight gained from the Situation Analysis, along with input from our modernization team, to create a detailed Modernization Proposal for your review.

Modernization may include many products, applications and procedures. The opportunities – and choices – are unlimited.

Careful on-site inspections are integral to the preparation of your Montgomery Modernization Proposal.



Most projects involve improving performance. However, perhaps your goal is improved appearance. If so, we can serve as a commercial design consultant who also provides needed products and services.

Your need may also include compliance with a variety of Codes and Laws, such as ANSI and the Americans with Disabilities Act (ADA).

Once again, your best choice is Montgomery. We have the expertise and the products to satisfy compliance.

PHASED

MODERNIZATION

UPGRADES:

Many building owners have a combination of needs. Some things might warrant immediate attention (e.g. code requirements) while “additional phases” might address system performance and/or aesthetics.

Montgomery product application flexibility lets you proceed as your budget permits.

Regardless, you can be confident of receiving maximum “dollar utility.” We consider your future plans to avoid installing equipment that could become obsolete or incompatible when your next modernization phase occurs.

YOU’LL APPRECIATE

OUR PROPOSAL:

Chances are, you’ll recognize many of the ideas in our Proposal. It will incorporate your thoughts as well as our own.

As with any proposal, you should carefully evaluate it to make sure it meets all your needs and expectations.

A Montgomery Modernization Proposal:

- is written in clear, easily understood language.
- spells out everything in detail.
- projects and quantifies the improvement you can expect when we propose system performance enhancement.
- defines accountability for every facet of the project.
- specifies the same superior quality Montgomery components used in the latest Montgomery elevators.



Montgomery roller-guide assemblies assure a smooth and quiet ride.

Montgomery designed and built field service tools provide simple methods for fine tuning after Modernization completion.

Door operation must be smooth and silent. That's why we make our own components.

EFS TOWER
Elevator Modernization and Maintenance Program
Prepared For

EFS
DEVELOPMENT
CORPORATION

montgomery

Montgomery cab designs, many from our own Architectural Products Division, offer the widest possible selection of appearance variations.

Montgomery Preventive Maintenance programs underscore **OUR SERVICE COMMITMENT.**

Montgomery advanced elevator logic and power controls are the standard by which all others are judged.

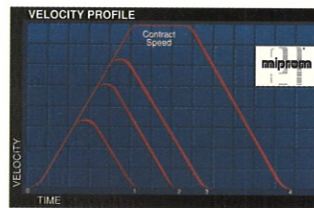
MORE PRODUCTS

TO ENHANCE ELEVATOR

PERFORMANCE:

Elevator Modernization has been a Montgomery specialty for decades. That's why we continue to invest in Research & Development to produce products specifically designed to respond to your elevator modernization needs.

Because building conditions and budgets differ greatly, we offer a variety of elevator performance modernization approaches. These products use the latest in Montgomery microcomputer technology to deliver dramatic improvement in elevator efficiency and ride quality.



***Optimum use of contract speed, with the smoothest acceleration/deceleration transitions, is a Miprom 21™ standard feature.**



The complete Elevator Control System

Modernization which provides total performance enhancement. Miprom 21 DTM™ includes the same microcomputer logic and digital S.C.R. drive used in Montgomery's Miprom 21™ logic/control system.*



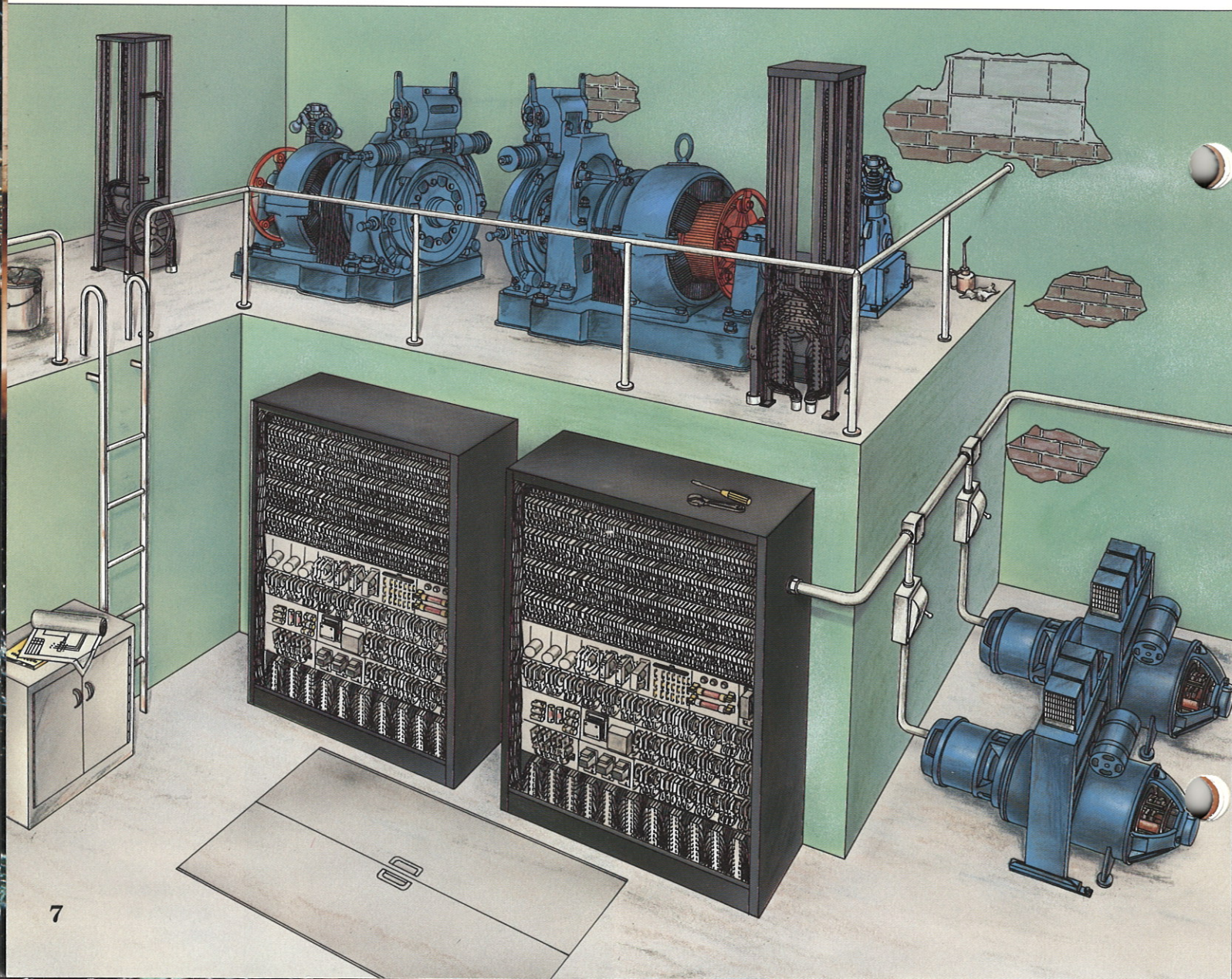
The Solid State Generator Field Control

Modernization product which incorporates the same advanced logic control excellence contained in Miprom 21™. With Miprom 21 GFM™, existing motor generators are reconditioned and reused...offering improved motion control while also affording significant modernization economy.*



The Microcomputer Overlay Modernization system for logic

upgrade of existing relay-based elevator control systems. Montgomery designed TMS 21™ to allow incremental upgrade without extensive rework.



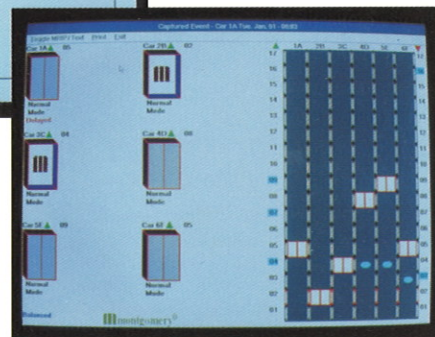
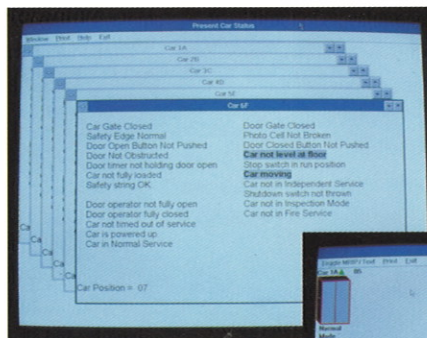
F.A.S.T. PAK™: The Microcomputer Control system designed to upgrade existing relay-based control systems to meet current local and national code requirements.



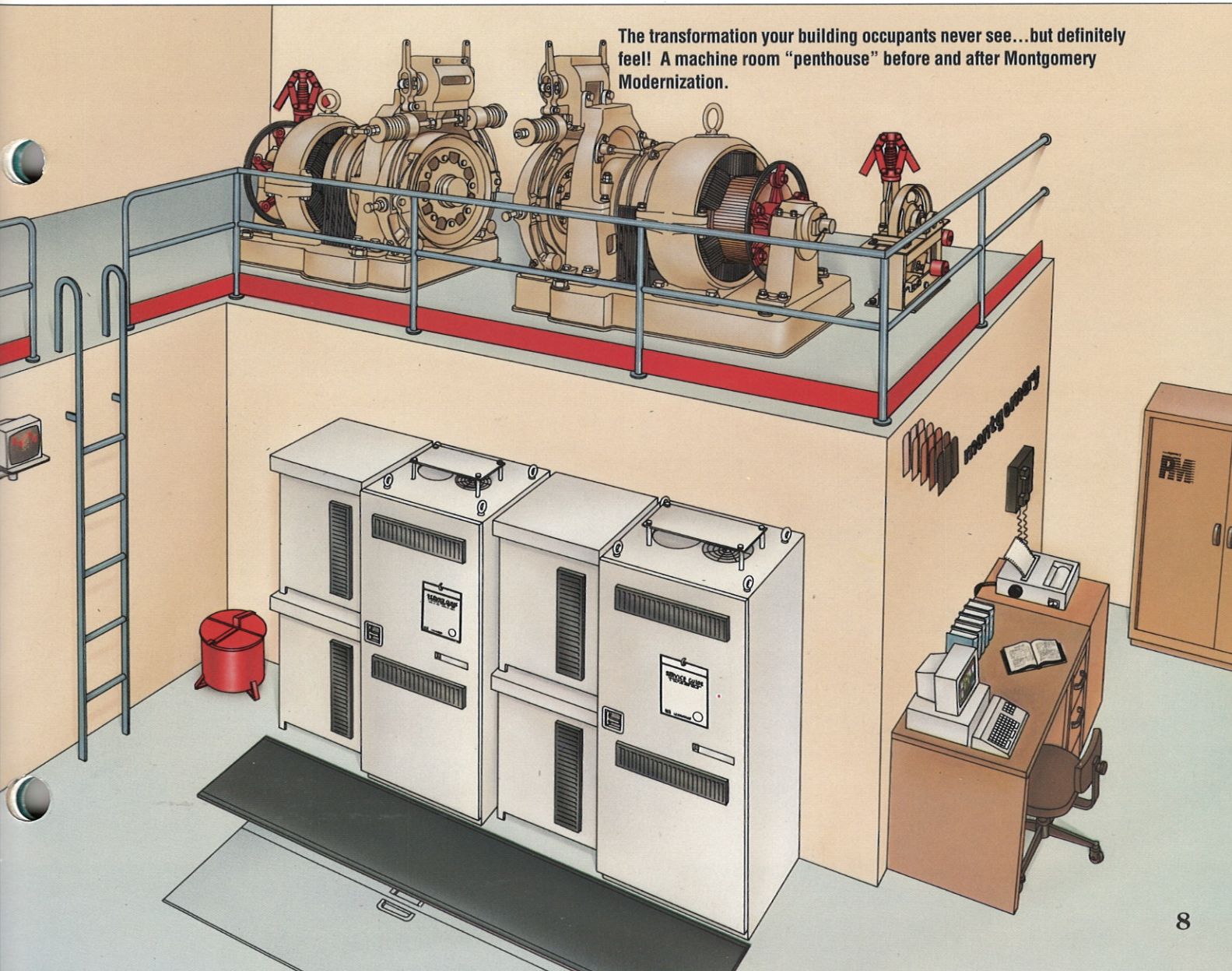
Now you can monitor the performance of your elevator systems with the application of Montgomery's IPD™ (*Interactive Performance Display*). IPD™ works in conjunction with all of the Montgomery system upgrades containing Miprom 21™ logic control and a serial link.

IPD™ offers a large variety of displays permitting immediate observation (real-time) of elevator operation, status of elevators, status of safety systems, etc. Additionally, IPD™ provides a menu-driven window inquiry system permitting change of display as well as provision of both real-time and historic statistical data.

IPD™ is extremely valuable in overall building management by determining traffic patterns within the structure as well as unanticipated changes in those patterns. IPD™...another innovation from Montgomery... designed to provide critically important management and operational data, including hard copy records and disk memory storage for long-term evaluation and baseline comparison.



The transformation your building occupants never see...but definitely feel! A machine room "penthouse" before and after Montgomery Modernization.



MONTGOMERY **MODERNIZATION**

SYSTEM APPROACH:

We are the obvious choice for modernizing **Montgomery** equipment. However, over 65% of the modernization projects we perform involve renovating equipment made by other manufacturers.

Why are we selected?
Because our Modernization System Approach has proven itself best at tackling the myriad of details necessary to complete projects on time and on budget.

KEEP THE ADVANTAGE **WITH MONTGOMERY**

SERVICE:

Prior to the initiation of elevator modernization, Montgomery will join with your building management team to communicate to building tenants the scope of the modernization, the sequence of work, along with the projected service improvement.

Before new performance enhancing components can be installed, removal of necessary existing components must be accomplished. Montgomery Field Modernization Personnel perform equipment removal without causing substantial disruption or inconvenience to your building tenants. Care and caution best describe this activity.

New Montgomery heavy-duty, high performance solid-state door operators may be installed as part of the modernization to insure safe, efficient and silent door operation. Door modernization will include installation of new proximity-style safety edges which initiate reopening without obstruction contact.

New cab enclosures provide visual improvement within the enhanced riding environment. Montgomery offers an unlimited variety of cab designs and finishes to blend with your lobby finish designs. The Montgomery STL® cab design allows quick installation without major building flow disruption.

Montgomery's full line of fixture components offer the opportunity to choose pushbutton design and faceplate configuration which best suit the aesthetic needs of your building. Montgomery fixture systems meet all local and national codes and are in compliance with the Americans with Disabilities Act (ADA).

The Miprom 21-DTM™ microcomputer Logic/Digital Motion Control System offers the industry's most sophisticated technology. Miprom 21-DTM™ improves the performance of any conventional elevator control system.

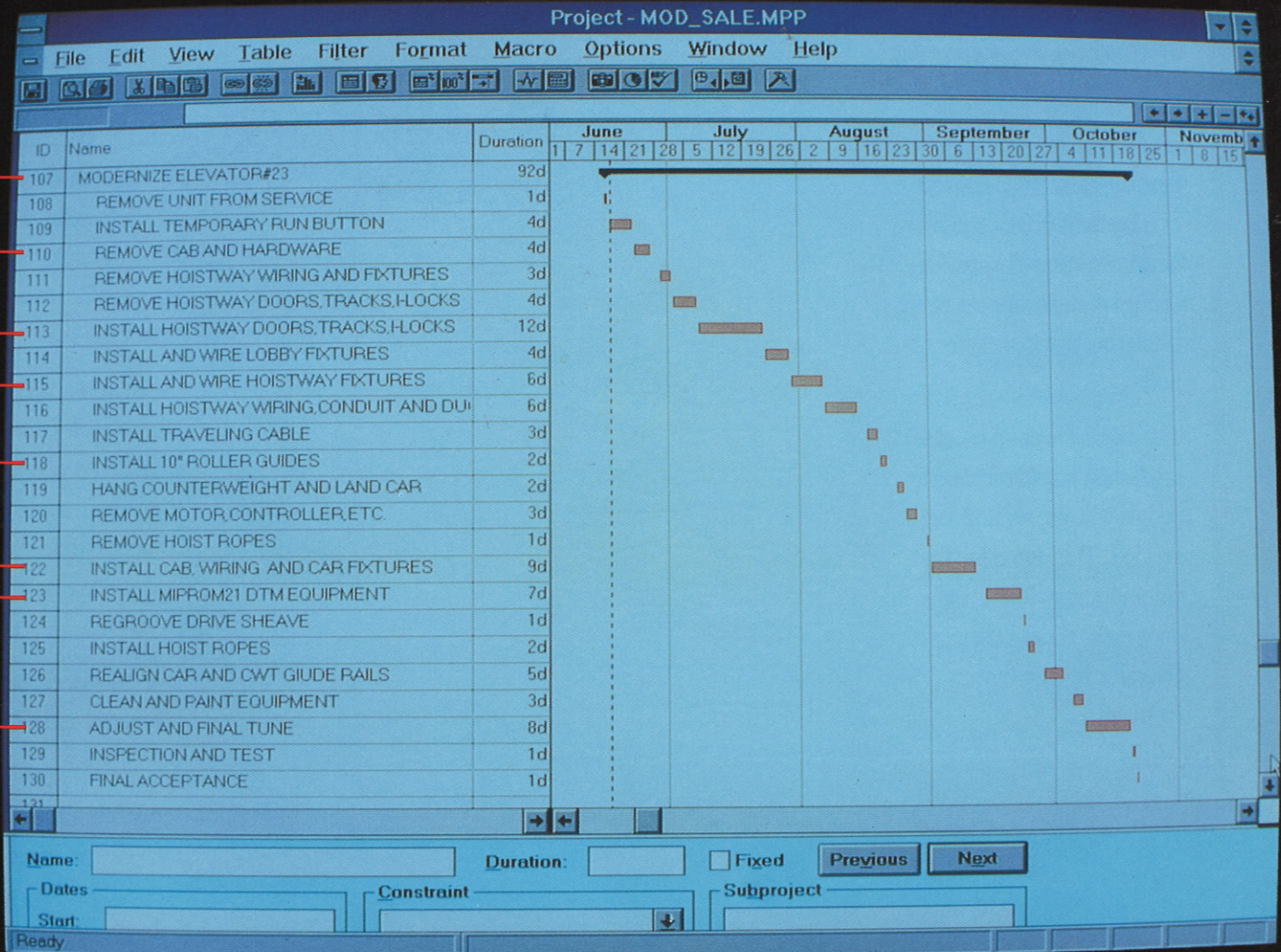
Installation of new Montgomery roller guide assemblies will provide quiet, smooth motion for superior ride quality.

Final adjusting of the elevator system is accomplished by highly trained Montgomery technicians using the latest electronic field tools. Final system adjustment and start-up is done based on real-time conditions and established quality standards.



Montgomery service personnel are superbly trained at our five regional training centers and corporate headquarters.

Our Modernization System Approach has proven itself best at tackling the myriad of details necessary to complete projects on time and on budget.



This CRT display depicts a typical Montgomery "CPM" schedule for a complete logic, power, aesthetic and code compliance modernization.

REDUCING ELEVATOR

WAITING TIME

DURING INSTALLATION:

Imagine your overall elevator service improving *during modernization*...despite losing the use of one or more elevators for renovation. Montgomery does it every day.

Depending on the type of modernization, we can provide temporary microprocessor overlays which take command of your existing elevator logic control system. We can install these overlays in a matter of hours.

The overlay instantly decides the fastest way to respond to people who are waiting for service. This doesn't make older elevators faster...but does make them smarter. Overall response time is reduced.

Typically, logic and power system enhancement with Montgomery overlays will cut elevator waiting time as much as 40 percent. That often more than compensates for any elevators which are individually out of service during renovation.



Our commitment to TOTAL CUSTOMER SATISFACTION began with our founder, A.E. Montgomery, in 1892.

WE'VE SPENT OVER

100 YEARS PREPARING

FOR YOUR CALL.

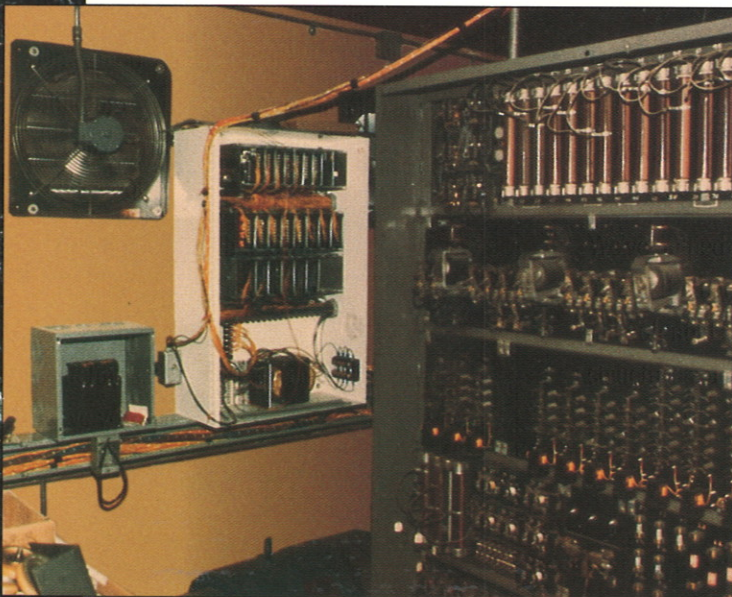
Leadership in the vertical transportation industry takes excellence in many different disciplines. It takes a dedication to product quality and reliability throughout our U.S. manufacturing facilities (over one million square feet). It takes unmatched experience and superb training. And it takes the availability of our people at over 225 locations throughout the U.S.

We've spent a over a century perfecting our elevator modernization process. It has proven unsurpassed in projects across the nation. It can start working for you as soon as you call.

Do you lease space? We can help you attract and retain tenants.

Do you operate a corporate building? We can improve employee productivity and satisfaction.

We've helped building owners across the nation receive the full potential from their structures. Let our experience serve you.



Overlays from Montgomery can provide an immediate improvement in elevator service while modernization occurs.

FORGING AHEAD

TOGETHER:

With your acceptance of our proposal, we will proceed as partners in the modernization of your elevator equipment. This is where all our inquiry, thought, review and planning pay off.

Before installation begins, we'll give you a computer-prepared schedule for fabrication and materials delivery. You'll know what to expect and when to expect it.

Our equipment will be delivered precisely when required – to minimize the need for storage at your building.

Montgomery products are delivered on our own vehicles. This extra Montgomery quality-control procedure helps prevent delays.

Throughout all phases of your project, your Montgomery Sales Professional will be fully accountable. We don't "pass the baton" to someone else.

Your Sales Professional will coordinate details with branch and field modernization personnel. We make an extra effort to minimize disruption.

We are acutely sensitive to the needs of your tenants and the importance of carrying on normal building operations.

Number of weeks
until completion:

8

7

6

5

4

3

2

1

montgomery

WATCH THESE DOORS FOR A GRAND OPENING.

We are modernizing our elevators to make them more attractive and to provide you with better service. When renovation is completed, you can expect:

- Shorter lobby waits.
- Finely detailed cab interiors.
- Quieter, more efficient door operation.
- Smoother elevator performance.
- Faster arrival at your desired floor.

• Watch our progress and thank you for your patience. You'll enjoy the results!

***EFS Tower
Building Management***



We understand the vital importance of minimizing tenant inconvenience and concern. We help by keeping them informed about the progress of your modernization.

Vector® Hall
Pushbutton Station.



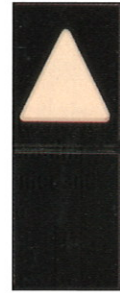
Select™ Digital Position
Indicator, Scrolling
Message Center and
Hall Lantern.



Vector® Hall Lantern
with Digital Position
Indicator.



STL® Cab



Vector® Hall Lantern
(Vertical Fixture).

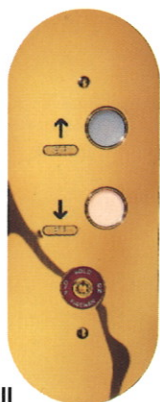




Select™ Pushbutton Design
(one of four variations).



STL® Cab



Select™ Hall
Pushbutton Station.

MORE CHOICES IN

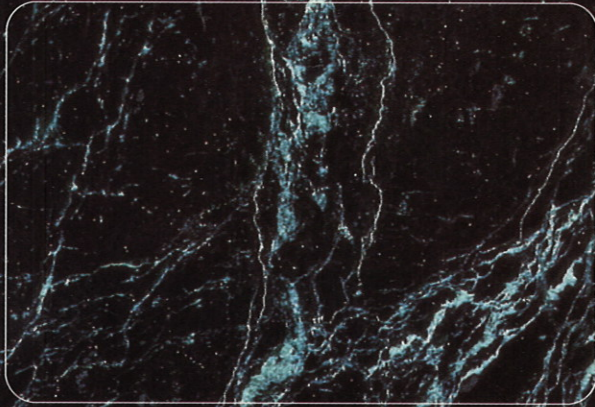
MODERNIZATION

AESTHETICS:

From door operator enhancements to signal fixture replacement...from aesthetic modernization to a complete redesign and reconfiguration of your vertical transportation system...Montgomery is the quality choice.

Transforming your building begins by contacting your nearby Montgomery Sales Professional. We look forward to your





montgomery[®]

ELEVATORS ESCALATORS
POWER WALKS POWER RAMPS

Montgomery Elevator Company
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Offices in principal cities of North America/Representatives Worldwide

SF2507
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