

State of West Virginia Elevator Maintenance RFQ: GSD1600000004



SEALED BID

BUYER: Laura Hooper

Solicitation No.: CRFQ_GSD1600000004

BID OPENING DATE: 09/01/2015

BID OPENING TIME: 1:30 p.m.

FAX NUMBER: 304-558-3970

Pricing Pages

Bid Documents / Bid Bond

Executive Summary

**Otis Organization and
Maintenance Philosophy**

Safety

**Maintenance Scheduling and
Dispatching**

Otis Personnel

Notes

EXHIBIT A - CRFQ_GSD160000004 PRICING PAGE

Item #	EV#	Location Name	Capacity	Type	Land	Monthly Cost	QTY	Yearly Cost
Capitol Complex, Building 1								
1	EV0001639	Elevator #1, East Wing	2,500	Elev/Trac	5	400	12	\$ 4,800.00
2	EV0001639	Elevator #2, East Wing	2,500	Elev/Trac	5	400	12	\$ 4,800.00
3	EV0001639	Elevator #3, MB, AG Office	1,800	Elev/Trac	3	400	12	\$ 4,800.00
4	EV0001639	Elevator #4, MB	2,500	Elev/Hyd	4	200	12	\$ 2,400.00
5	EV0001639	Elevator #5, MB, House Side	2,500	Elev/Trac	4	400	12	\$ 4,800.00
6	EV0001639	Elevator #6, MB, Senate side	2,500	Elev/Trac	4	400	12	\$ 4,800.00
7	EV0001639	Elevator #7, MB, Gov. Office	1,800	Elev/Trac	3	400	12	\$ 4,800.00
8	EV0001639	Elevator #8, West Wing	2,500	Elev/Trac	5	400	12	\$ 4,800.00
9	EV0001639	Elevator #9, West Wing	2,500	Elev/Trac	5	400	12	\$ 4,800.00
10	EV0001639	W/C Lift, West Wing	750	WC Lift	2	200	12	\$ 2,400.00
11	EV0001639	W/C Lift, East Wing	750	WC Lift	2	200	12	\$ 2,400.00
Capitol Complex, Building 3								
12	EV0001639	Elevator #1	3,000	Elev/Trac	9	400	12	\$ 4,800.00
13	EV0001639	Elevator #2	3,000	Elev/Trac	9	400	12	\$ 4,800.00
14	EV0001639	Elevator #3	3,000	Elev/Trac	9	400	12	\$ 4,800.00
15	EV0001639	Elevator #4	3,000	Elev/Trac	9	400	12	\$ 4,800.00
Capitol Complex, Building 4								
16	EV0001639	Elevator #1, Left	2,500	Elev/Trac	8	400	12	\$ 4,800.00
17	EV0001639	Elevator #2, Right	2,500	Elev/Trac	8	400	12	\$ 4,800.00
18	EV0001639	W/C Lift,	450	WC Lift	2	200	12	\$ 2,400.00
Capitol Complex, Building 5								
19	EV0001639	Elevator #1	3,500	Elev/Trac	11	400	12	\$ 4,800.00
20	EV0001639	Elevator #2	3,500	Elev/Trac	11	400	12	\$ 4,800.00
21	EV0001639	Elevator #3	3,500	Elev/Trac	11	400	12	\$ 4,800.00
22	EV0001639	Elevator #4	3,500	Elev/Trac	11	400	12	\$ 4,800.00
23	EV0001639	Elevator #5, Executive	2,500	Elev/Trac	11	400	12	\$ 4,800.00
24	EV0001639	Elevator #6, Frt	5,000	Elev/Trac	12	400	12	\$ 4,800.00
Capitol Complex, Building 6								
25	EV0001639	Elevator #1	3,500	Elev/Trac	9	400	12	\$ 4,800.00
26	EV0001639	Elevator #2	3,500	Elev/Trac	9	400	12	\$ 4,800.00
27	EV0001639	Elevator #3	3,500	Elev/Trac	9	400	12	\$ 4,800.00
28	EV0001639	Elevator #4	3,500	Elev/Trac	9	400	12	\$ 4,800.00
29	EV0001639	Elevator #5	5,000	Elev/Trac	10	400	12	\$ 4,800.00
Capitol Complex, Building 7								
30	EV0001639	Elevator #1	2,000	Elev/Hyd	3	200	12	\$ 2,400.00
31	EV0001639	Elevator #2, Frt	10,000	Elev/Hyd	3	200	12	\$ 2,400.00
Capitol Complex, Building 8								
32	EV0001639	Elevator #1, Governors Mansion	750	Priv Res	4	200	12	\$ 2,400.00
Capitol Complex, Building 13								
33	EV0001639	Elevator #1, Parking Garage	2,500	Elev/Hyd	4	200	12	\$ 2,400.00
34	EV0001639	Elevator #2, Parking Garage	2,500	Elev/Hyd	4	200	12	\$ 2,400.00
Capitol Complex, Building 15								
35	EV0001639	Elevator #1, 2019 Wash. St E.	2,500	Elev/Hyd	2	200	12	\$ 2,400.00
Capitol Complex, Building 17								
36	EV0001639	Elevator #1, 2101 Wash. St E.	2,100	Elev/Hyd	3	200	12	\$ 2,400.00
Building 20, Leon Sullivan Way								
37	EV0001639	Elevator #1	6,000	Elev/Trac	6	400	12	\$ 4,800.00
38	EV0001639	Elevator #2	4,000	Roped/Hy	6	200	12	\$ 2,400.00

EXHIBIT A - CRFQ_GSD1600000004 PRICING PAGE

Item #	EV#	Location Name	Capacity	Type	Land	Monthly Cost	QTY	Yearly Cost
		Building 22, Lee and Dickinson						
39	EV0001639	Elevator #1, Tax & Revenue	2,000	Elev/Trac	6	350	12	\$ 4,200.00
40	EV0001639	Elevator #2, Tax & Revenue	2,000	Elev/Trac	6	350	12	\$ 4,200.00
41	EV0001639	Elevator #3, Tax & Revenue	2,000	Elev/Trac	6	350	12	\$ 4,200.00
		Building 36, One Davis Square						
42	EV0001324	Elevator #1	2,500	Elev/Hyd	5	200	12	\$ 2,400.00
43	EV0001324	Elevator #2	2,500	Elev/Hyd	5	200	12	\$ 2,400.00
44	EV0001324	Elevator #3	2,000	Elev/Hyd	2	200	12	\$ 2,400.00
45	EV0001324	Elevator #4	4,000	Elev/Trac	5	350	12	\$ 4,200.00
		Building 37, DEP Kanawha City						
46	EV0002973	Elevator #1	3,000	Elev/Hyd	3	200	12	\$ 2,400.00
47	EV0002973	Elevator #2	3,000	Elev/Hyd	3	200	12	\$ 2,400.00
48	EV0002973	Elevator #3	3,000	Elev/Hyd	3	200	12	\$ 2,400.00
49	EV0002973	Elevator #4	5,000	Elev/Hyd	3	200	12	\$ 2,400.00
		Building 23, Beckley, WV						
50	EV0001642	Elevator #1	2,500	Elev/Trac	4	350	12	\$ 4,200.00
51	EV0001642	Elevator #2	3,500	Elev/Hyd	5	200	12	\$ 2,400.00
		Building 25, Parkersburg, WV						
52	EV0001295	Elevator #1	2,500	Elev/Hyd	6	200	12	\$ 2,400.00
53	EV0001295	Elevator #2	6,000	Elev/Trac	5	350	12	\$ 4,200.00
		Building 32, Huntington, WV						
54	EV0002878	Elevator #1	5,000	Elev/Hyd	2	200	12	\$ 2,400.00
55	EV0002878	Elevator #2	3,000	Elev/Hyd	2	200	12	\$ 2,400.00
		Building 34, Weirton, WV						
56	EV0003074	Elevator #1	3,500	Elev/Hyd	2	200	12	\$ 2,400.00
57	EV0003074	Elevator #2	5,000	Elev/Hyd	2	200	12	\$ 2,400.00
		Bldg. 54, Fairmont, WV						
58		Elevator #1	4,500	Elev/Trac	5	350	12	\$ 4,200.00
59		Elevator #2	3,500	Elev/Trac	5	350	12	\$ 4,200.00
		Bldg. 55, Logan, WV						
60	EV0003593	Elevator #1	5,000	Elev/Trac	5	350	12	\$ 4,200.00
61	EV0003593	Elevator #2	2,500	Elev/Trac	5	350	12	\$ 4,200.00
		Bldg. 86, Smith Street, Chas						
62	EV0002254	Elevator #1	3,000	Elev/Hyd	5	200	12	\$ 2,400.00
63	EV0002254	Elevator #2	3,000	Elev/Hyd	5	200	12	\$ 2,400.00
		Bldg. 74, South Charleston						
64	EV0001202	Elevator #1	2,100	Elev/Hyd	3	200	12	\$ 2,400.00
		Bldg. 84, Greenbrier St., Chas						
65	EV0002792	Elevator #1	2,500	Elev/Hyd	3	200	12	\$ 2,400.00
		Bldg. 88, Players Club Dr., Chas						
66	EV0002066	Elevator #1	2,500	Elev/Hyd	2	200	12	\$ 2,400.00

EXHIBIT A - CRFQ_GSD1600000004 PRICING PAGE

		Total Monthly Charge						\$ 19,900.00
		Total Yearly Charge				A		\$ 238,800.00
			(sample 1.25)					
67		Cost for Parts Markup (%)	1.2	X \$10,000		B		\$ 12,000.00
			(enter this number as a unit price of mark-up cost in line item 67 in WVOASIS)					
			(sample \$85)					
68		Flat Hourly Rate (Open-end Services)	\$120	X 200 Hours =		C		\$ 24,000.00
			(enter this hourly rate in the hourly rate of Item 68 in WVOASIS)					
		Add Columns A+B+C= D Your Bid						
		Total Bid				D		\$ 274,800.00

Note: When entering prices through VSS in WVOASIS, enter each of the unit prices as listed here in the pricing pages. Cost for Parts Mark-up and Flat hourly for open-end services are estimates and for evaluation purposes only

CONTACT INFORMATION

Company Name: Otis Elevator

Company Address: 4768 Chimne Drive
Charleston, WV 25302

Contractor Contact Name: Eric Painter

Contractor Phone Number: 304-965-8185

Contractor Fax Number: 860-998-3953

Contractor Email Address: eric.painter@otis.com

Please provide the following numbers below:

24 Hour Phone Number for Caliback Services: 800-233-6847

Fax/email for Release Order Receipt: 860-998-3953 / eric.painter@otis.com

References

1. Reference Name:	Paul Cole
Position:	Director of Maintenance / Elevators
Address:	One Waterfront Place, Morgantown, WV 26506
Telephone Number:	304-293-8106
Project Name:	West Virginia University
Project Description:	153 Various elevators on college campus
2. Reference Name:	Mark Cutlip
Position:	Director of Physical Plant
Address:	One John Marshall Drive
Telephone Number:	304-696-3253
Project Name:	Marshall University
Project Description:	73 Various elevators on college campus
3. Reference Name:	Charlie Simpson
Position:	Maintenance Director
Address:	209 West Fincastle, Tazwell, VA 24651
Telephone Number:	276-988-2222
Project Name:	Tazwell County Public Schools
Project Description:	Various elevators in county

CERTIFICATION AND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Otis Elevator WV Contractor License # WV002662

(Company)

* 

(Authorized Signature) (Representative Name, Title)

(304-965-8185) (860-998-3953) (09/01/2015)

(Phone Number) (Fax Number) (Date)

* The undersigned has been granted specific authority only to sign this solicitation request subject to the Otis Acknowledgement # Otis - GSD1600000004 attached hereto and made part hereof.

Otis Elevator Company

North American Area
4768 Chimney Drive
Charleston, WV 25302



Otis

A United Technologies Company

September 1, 2015

Reference: **State of West Virginia, Request for Quotation GSD160000004
Elevator Maintenance Clarifications to RFP
Acknowledgment Letter #Otis – GSD160000004**

INSURANCE

We will supply the required insurance certificate evidencing the insurance carried by us conditioned on the understanding that it represents full compliance with all insurance requirements applying to us on this project. Otis does not provide copies of its insurance policies, certified or otherwise. Coverage will be on an occurrence basis and in accordance with the coverage limits outlined in the contract documents. Renewal certificates will be provided during the term of the contract.

You shall maintain “All Risk” insurance upon the full value of our Work and material delivered to the job site, at no cost to Otis.

17. TIME

Notwithstanding any other provision in the contract to the contrary, neither party shall be liable for any loss, damage or delay due to any cause beyond either party’s reasonable control, including but not limited to acts of government, labor disputes, strikes, lock outs, theft, weather, natural or man-made disaster, civil commotion, mischief or act of God.

36. INDEMNIFICATION

Notwithstanding any other provision to the contrary, we agree to indemnify you only for losses due to personal injury, or property damage to the extent caused by our negligent acts or omissions, or the negligent acts or omissions of our employees, agents and subcontractors during the performance of this contract, but not to the extent caused by others. Each party shall defend itself in the event of a lawsuit.

WARRANTY

Otis' warranty is limited to the repair or replacement, at Otis' discretion, of defective materials and the correction of defective workmanship within a reasonable time for defects that are reported to Otis during the term of this contract. This warranty excludes damage due to external causes such as fire, water and weather, improper use, misuse, neglect or work by others. THIS WARRANTY IS GIVEN IN LIEU OF ALL OTHER WARRANTIES, EITHER EXPRESSED OR IMPLIED, INCLUDING ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

OCCUPATIONAL HEALTH & SAFETY

We agree to abide by Customer's Safety Policy as long as said policy is not in conflict with our own Safety Policy.

Otis agrees to accept liability for the cost of penalties incurred by you pursuant to governing Occupational Health & Safety acts that result from our acts or omissions on the condition that the cost of any similar penalties imposed on Otis because of your acts or omissions or anyone employed by you shall be borne by you.

SAFE ACCESS

Customer agrees to provide Otis with unrestricted ready and safe access to all areas of the building in which any part of the Units are located and to keep all machine rooms and pit areas free from water, stored materials and excessive debris.

Otis Elevator Company



State of West Virginia
DRUG FREE WORKPLACE CONFORMANCE AFFIDAVIT
West Virginia Code §21-1D-5

STATE OF WEST VIRGINIA,

COUNTY OF KANAWHA, TO-WIT:

I, ERIC PAINTER after being first duly sworn, depose and state as follows:

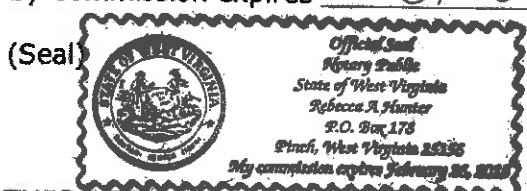
1. I am an employee of OTIS ELEVATOR; and,
(Company Name)
2. I do hereby attest that OTIS ELEVATOR
(Company Name)

maintains a valid written drug free workplace policy and that such policy is in compliance with **West Virginia Code §21-1D**.

The above statements are sworn to under the penalty of perjury.

By: Eric Painter
 Title: SALES MANAGER
 Company Name: OTIS ELEVATOR
 Date: 8/24/15

Taken, subscribed and sworn to before me this 24 day of August 2015
 By Commission expires 2-26-23



Rebecca A. Hunter
(Notary Public)

THIS AFFIDAVIT MUST BE SUBMITTED WITH THE BID IN ORDER TO COMPLY WITH WV CODE PROVISIONS. FAILURE TO INCLUDE THE AFFIDAVIT WITH THE BID SHALL RESULT IN DISQUALIFICATION OF THE BID.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: GSD1600000004

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

OTIS ELEVATOR
Company
Dr. Baer
Authorized Signature
8/27/15
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.
Revised 6/8/2012

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

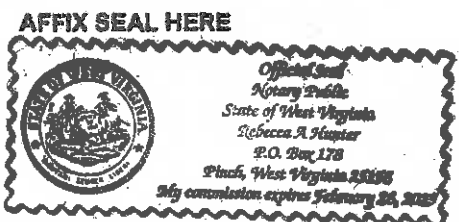
Vendor's Name: OTIS ELEVATOR
Authorized Signature: [Signature] Date: 8/24/15

State of West Virginia
County of Marion to-wit:

Taken, subscribed, and sworn to before me this 24 day of August, 2015

My Commission expires 2-26, 2023

NOTARY PUBLIC [Signature]
Purchasing Affidavit (Revised 07/01/2012)



10. VENDOR DEFAULT:

10.1. The following shall be considered a vendor default under this Contract.

10.1.1. Failure to perform Contract Services in accordance with the requirements contained herein.

10.1.2. Failure to comply with other specifications and requirements contained herein.

10.1.3. Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.

10.1.4. Failure to remedy deficient performance upon request.

10.2. The following remedies shall be available to Agency upon default.

10.2.1. Immediate cancellation of the Contract.

10.2.2. Immediate cancellation of one or more release orders issued under this Contract.

10.2.3. Any other remedies available in law or equity.

11. MISCELLANEOUS:

11.1. **Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Eric Painter

Vendor's Address: 4768 Chimney Drive
Charleston, WV 25302

Telephone Number: 304-965-8185

Fax Number: 860-998-3953

Email Address: eric.painter@otis.com

CONTRACTOR LICENSE

Authorized by the

West Virginia Contractor Licensing Board

Number: WV002662

Classification:

SPECIALTY

OTIS ELEVATOR COMPANY
DBA OTIS ELEVATOR COMPANY
8 FARM SPRINGS ROAD
FARMINGTON, CT 06032

Date Issued

SEPTEMBER 25, 2014

Expiration Date

SEPTEMBER 25, 2015



**WEST VIRGINIA
CONTRACTOR
LICENSING
BOARD**

Innesce Hunter
Authorized Company Signature

Michael A. Carl
Chair, West Virginia Contractor
Licensing Board

This license, or a copy thereof, must be posted in a conspicuous place at every construction site where work is being performed. This license number must appear in all advertisements, on all bid submissions and on all fully executed and binding contracts. This license cannot be assigned or transferred by licensee. Issued under provisions of West Virginia Code, Chapter 21, Article 11.



BID BOND

KNOW ALL MEN BY THESE PRESENTS, That we, the undersigned, Otis Elevator Company
of 4768 Chimney Drive Charleston, WV 25302, as Principal, and Liberty Mutual Insurance Company
of 175 Berkeley Street Boston, MA 02116, a corporation organized and existing under the laws of the State of MA
with its principal office in the City of Boston, as Surety, are held and firmly bound unto the State
of West Virginia, as Obligees, in the penal sum of Five Percent of Amount Bid (5% of amt. bid) for the payment of which,
well and truly to be made, we jointly and severally bind ourselves, our heirs, administrators, executors, successors and assigns.

The Condition of the above obligation is such that whereas the Principal has submitted to the Purchasing Section of the
Department of Administration a certain bid or proposal, attached hereto and made a part hereof, to enter into a contract in writing for
Elevator Maintenance, Solicitation # GSD1600000004, 2019 Washington Street East, Charleston, WV 25305

NOW THEREFORE,

(a) If said bid shall be rejected, or

(b) If said bid shall be accepted and the Principal shall enter into a contract in accordance with the bid or proposal
attached hereto and shall furnish any other bonds and insurance required by the bid or proposal, and shall in all other respects perform
the agreement created by the acceptance of said bid, then this obligation shall be null and void, otherwise this obligation shall remain in
full force and effect. It is expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no
event, exceed the penal amount of this obligation as herein stated.

The Surety, for the value received, hereby stipulates and agrees that the obligations of said Surety and its bond shall be in no
way impaired or affected by any extension of the time within which the Obligees may accept such bid, and said Surety does hereby
waive notice of any such extension.

WITNESS, the following signatures and seals of Principal and Surety, executed and sealed by a proper officer of Principal and
Surety, or by Principal individually if Principal is an individual, this 24th day of August, 2015.

Principal Seal

Otis Elevator Company

(Name of Principal)

By Sandra Diaz

(Must be President, Vice President, or
Duly Authorized Agent)

Sandra Diaz, Attorney-in-Fact

(Title)

Surety Seal

Liberty Mutual Insurance Company

(Name of Surety)

Evangelina L. Dominick

Attorney-in-Fact
Evangelina L. Dominick

**IMPORTANT - Surety executing bonds must be licensed in West Virginia to transact surety insurance, must affix its seal, and
must attach a power of attorney with its seal affixed.**

SPECIAL POWER OF ATTORNEY

OTIS ELEVATOR COMPANY, a Corporation organized and existing under the laws of the State of New Jersey, on behalf of itself, its subsidiaries and affiliates, (collectively referred to as the "Corporation"), hereby makes, constitutes and appoints AON RISK SERVICES NORTHEAST, INC., on behalf of certain of its employees as the Corporation's true and lawful attorneys-in-fact:

Annette Leuschner
Cynthia Farrell
Halina Kazmierczak
Jessica Iannotta
Sandra Diaz
Vivian Carti

with full power to execute, seal and deliver on behalf of the Corporation, surety bonds and documents ancillary thereto issued in the course of the Corporation's business, subject to the provisions of the Insurance Brokerage and Service Agreement effective March 1, 2007, among Aon Risk Services, Inc. of Connecticut, Aon Risk Services, Inc. of New York, currently known as AON RISK SERVICES NORTHEAST, INC. and UNITED TECHNOLOGIES COMPANY, as amended or supplemented from time to time, and to bind the Corporation, thereby as if such writings had been duly executed and acknowledged by officers of the Corporation.

IN WITNESS WHEREOF, the Corporation has caused this Special Power of Attorney to be signed by its duly authorized representative this 30th day of April 2015.

OTIS ELEVATOR COMPANY

By: Bryan K. Pollard
Name: Bryan K. Pollard
Title: Assistant Secretary

UNITED STATE OF AMERICA)
STATE OF CONNECTICUT) ss: TOWN OF FARMINGTON
COUNTY OF HARTFORD)

On this 30 day of April 2015, before me, a Notary Public in and for said County and State, personally appeared Bryan Pollard, who acknowledged himself to be the ASST SECRETARY of OTIS ELEVATOR COMPANY, the Corporation named in the foregoing instrument, and that as such, being authorized so to do, executed the foregoing instrument for the same for the purposes therein contained by signing such document in his capacity as ASST SECRETARY.

Patricia McCary
Notary Public

PATRICIA MCCARY
NOTARY PUBLIC
MY COMMISSION EXPIRES OCT. 31, 2017

THIS POWER OF ATTORNEY IS NOT VALID UNLESS IT IS PRINTED ON RED BACKGROUND.

This Power of Attorney limits the acts of those named herein, and they have no authority to bind the Company except in the manner and to the extent herein stated.

Certificate No 6931987

American Fire and Casualty Company
The Ohio Casualty Insurance Company

Liberty Mutual Insurance Company
West American Insurance Company

POWER OF ATTORNEY

KNOWN ALL PERSONS BY THESE PRESENTS: That American Fire & Casualty Company and The Ohio Casualty Insurance Company are corporations duly organized under the laws of the State of New Hampshire, that Liberty Mutual Insurance Company is a corporation duly organized under the laws of the State of Massachusetts, and West American Insurance Company is a corporation duly organized under the laws of the State of Indiana (herein collectively called the "Companies"), pursuant to and by authority herein set forth, does hereby name, constitute and appoint, Annette Leuschner, Cynthia Farrell; Debra A Deming; Edward Reilly, Evangelina L. Dominick, Glenn J. Pelletiere; Jessica Iannotta; Kelly O'Malley, Robert P. McDonough; Sandra Diaz; Thomas Rhatigan, Valorie Spates; Vivian Carti

all of the city of New York, state of NY each individually if there be more than one named, its true and lawful attorney-in-fact to make, execute, seal, acknowledge and deliver, for and on its behalf as surety and as its act and deed, any and all undertakings, bonds, recognizances and other surety obligations, in pursuance of these presents and shall be as binding upon the Companies as if they have been duly signed by the president and attested by the secretary of the Companies in their own proper persons.

IN WITNESS WHEREOF, this Power of Attorney has been subscribed by an authorized officer or official of the Companies and the corporate seals of the Companies have been affixed thereto this 1st day of April, 2015



American Fire and Casualty Company
The Ohio Casualty Insurance Company
Liberty Mutual Insurance Company
West American Insurance Company

By: David M. Carey
David M. Carey, Assistant Secretary

STATE OF PENNSYLVANIA ss
COUNTY OF MONTGOMERY

On this 1st day of April, 2015, before me personally appeared David M. Carey who acknowledged himself to be the Assistant Secretary of American Fire and Casualty Company, Liberty Mutual Insurance Company, The Ohio Casualty Insurance Company, and West American Insurance Company, and that he, as such, being authorized so to do, execute the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed my notarial seal at Plymouth Meeting, Pennsylvania, on the day and year first above written.



COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Teresa Pastella, Notary Public
Plymouth Twp., Montgomery County
My Commission Expires March 28, 2017
Member, Pennsylvania Association of Notaries

By: Teresa Pastella
Teresa Pastella, Notary Public

This Power of Attorney is made and executed pursuant to and by authority of the following By-laws and Authorizations of American Fire and Casualty Company, The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company which resolutions are now in full force and effect reading as follows:

ARTICLE IV - OFFICERS - Section 12 Power of Attorney. Any officer or other official of the Corporation authorized for that purpose in writing by the Chairman or the President, and subject to such limitation as the Chairman or the President may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Corporation to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact, subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Corporation by their signature and execution of any such instruments and to attach thereto the seal of the Corporation. When so executed, such instruments shall be as binding as if signed by the President and attested to by the Secretary. Any power or authority granted to any representative or attorney-in-fact under the provisions of this article may be revoked at any time by the Board, the Chairman, the President or by the officer or officers granting such power or authority.

ARTICLE XIII - Execution of Contracts - SECTION 5. Surety Bonds and Undertakings. Any officer of the Company authorized for that purpose in writing by the chairman or the president, and subject to such limitations as the chairman or the president may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Company by their signature and execution of any such instruments and to attach thereto the seal of the Company. When so executed such instruments shall be as binding as if signed by the president and attested by the secretary.

Certificate of Designation - The President of the Company, acting pursuant to the Bylaws of the Company, authorizes David M. Carey, Assistant Secretary to appoint such attorneys-in-fact as may be necessary to act on behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations.

Authorization - By unanimous consent of the Company's Board of Directors, the Company consents that facsimile or mechanically reproduced signature of any assistant secretary of the Company, wherever appearing upon a certified copy of any power of attorney issued by the Company in connection with surety bonds, shall be valid and binding upon the Company with the same force and effect as though manually affixed.

I, Gregory W. Davenport, the undersigned, Assistant Secretary, of American Fire and Casualty Company, The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company do hereby certify that the original power of attorney of which the foregoing is a full, true and correct copy of the Power of Attorney executed by said Companies, is in full force and effect and has not been revoked.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the seals of said Companies this 24th day of August, 20 15



By: Gregory W. Davenport
Gregory W. Davenport, Assistant Secretary

Not valid for mortgage, note, letter of credit, currency rate, interest rate or dual value guarantees.

To confirm the validity of this Power of Attorney call 1-610-832-8240 between 9:00 am and 4:30 pm EST on any business day.



LIBERTY MUTUAL INSURANCE COMPANY
FINANCIAL STATEMENT — DECEMBER 31, 2014

Assets	Liabilities
Cash and Bank Deposits	Unearned Premiums
\$744,221,142	\$6,288,178,795
*Bonds — U.S Government	Reserve for Claims and Claims Expense
1,718,117,704	16,879,324,618
*Other Bonds	Funds Held Under Reinsurance Treaties
11,205,872,087	211,983,009
*Stocks	Reserve for Dividends to Policyholders
9,533,437,819	1,246,547
Real Estate	Additional Statutory Reserve
277,742,849	40,877,587
Agents' Balances or Uncollected Premiums	Reserve for Commissions, Taxes and
4,150,041,316	Other Liabilities
Accrued Interest and Rents	2,664,248,124
129,261,358	Total
Other Admitted Assets	\$26,085,858,680
<u>14,896,464,393</u>	Special Surplus Funds
Total Admitted Assets	\$53,954,363
<u>\$42,655,158,668</u>	Capital Stock
	10,000,000
	Paid in Surplus
	8,829,117,542
	Unassigned Surplus
	7,676,228,083
	Surplus to Policyholders
	<u>16,569,299,988</u>
	Total Liabilities and Surplus
	<u>\$42,655,158,668</u>



* Bonds are stated at amortized or investment value; Stocks at Association Market Values.
 The foregoing financial information is taken from Liberty Mutual Insurance Company's financial statement filed with the state of Massachusetts Department of Insurance.

I, TIM MIKOLAJEWSKI, Assistant Secretary of Liberty Mutual Insurance Company, do hereby certify that the foregoing is a true, and correct statement of the Assets and Liabilities of said Corporation, as of December 31, 2014, to the best of my knowledge and belief.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of said Corporation at Seattle, Washington, this 20th day of March, 2015.

T. Mikolajewski

 Assistant Secretary

EXECUTIVE SUMMARY – Otis Elevator Company

The purpose of this executive summary is to emphasize our general management philosophy to the State of West Virginia. As the world largest elevator company, Otis understands the critical need for your elevators to be reliable. Given your substantial investment in elevators, combined with the associated exposure and public safety issues, we know that we can provide the best service to State of West Virginia. Otis Elevator is **THE BEST** choice for your service needs.

Otis has been in business since 1853, and has been regularly engaged in the business of installing and servicing elevators since that time. With over 160 years of experience, internationally, nationally, and locally, we are very competent to service traction and hydraulic elevators as well as various other types of horizontal transportation systems. www.otishistory.com

Otis, a wholly-owned subsidiary of United Technologies Corporation, is the world's largest manufacturer and installer of elevators, escalators, moving walkways and other horizontal transportation systems.

There is no doubt we have the best experience, knowledge, local resources and access to parts for all of your equipment. Familiarity with your type of operations allows us to mold our maintenance program into what works for you, with minimal inconvenience to your facilities.

We understand that in order to provide **THE BEST** service, input from you is critical. Aggressive account management and partnering initiatives encourage constant feedback and allow us to take your concerns and use them to improve the level of service we provide to you. Communication is extremely important, and as we continue to build a relationship, this communication will only improve.

Your Otis West Virginia Team

All technicians have completed union requirements to progress from Helper to Mechanic, and receive continuous training:

On-the-job
Classroom
Field Education Articles

Computer-based
Interactive peer/supervisor
Technical Information Publications

Otis technicians understand West Virginia . . .

Policies
Procedures
Price sensitivity

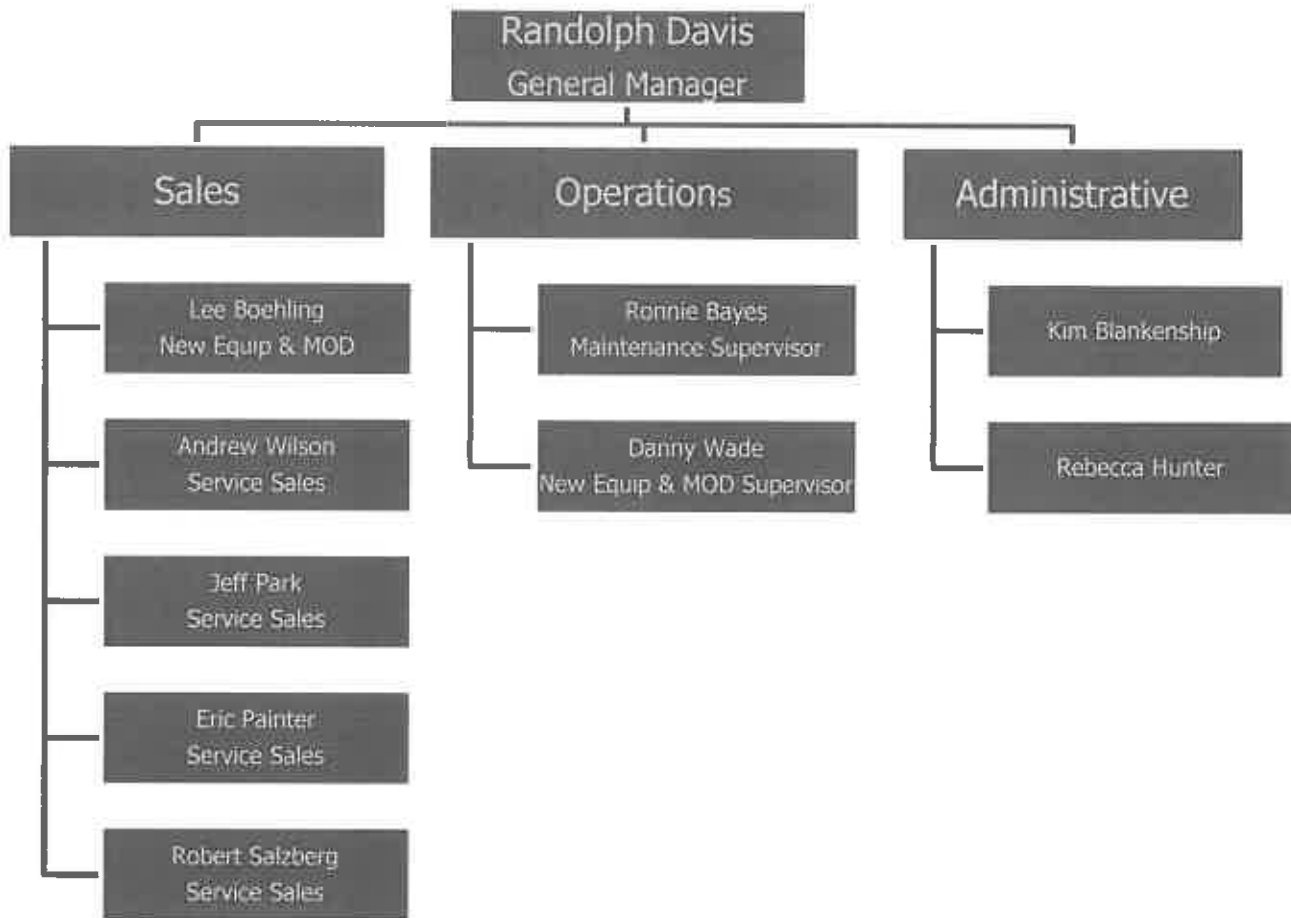
Culture
Priorities and Needs
Value for investment

Competitor equipment being serviced by Otis technicians:

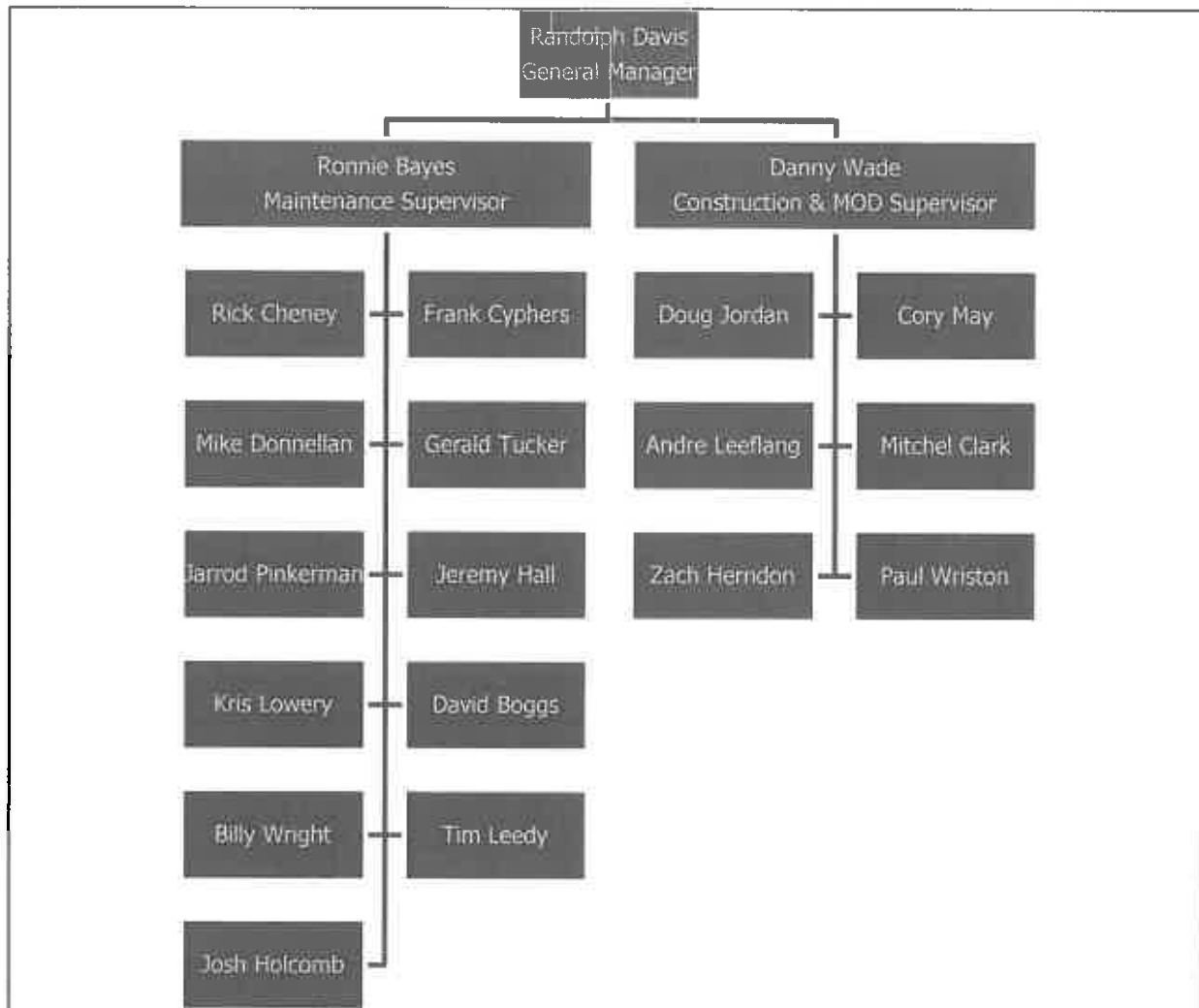
Schindler/Westinghouse
MCE
Cemco
Northern
G.A.L.

Thyssen-Krupp/Dover/U.S. Elevator
Montgomery-Kone
Fujitec
Virginia Controls
Elevator Controls

West Virginia Organization



Operations



OTIS Elevator Company GSD1600000004

From the Eiffel Tower to Chicago's Hancock Center, from the Petronas Towers in Kuala Lumpur to suburban office parks and health-care facilities throughout North America, Otis has collaborated with the world's most renowned architects and developers.

With sales over \$6.2 billion and a network of offices covering more than 200 countries and territories, Otis is the world's leading manufacturer of elevators, escalators and other people-moving equipment. We provide customers with solutions -- from environmentally safe hydraulic cylinder protection and a breakthrough elevator door system, to revolutionary high-rise and horizontal transportation systems. Our expertise in engineering, electronics and information technology results in the highest quality equipment on the market.

While global in scale, Otis performs with the spirit of a local service company. In more than 350 North American towns and cities, Otis people are committed to safety and reliability. We've instituted the industry's most rigorous quality testing and have raised safety standards to an unprecedented level. We've created state-of-the-art maintenance processes that feature 24-hour-on-site monitoring, diagnostics and automatic dispatching. What's more, Otis maintenance is designed to meet our highest performance standards for the life of the equipment.

United Technologies Corp.

- 26.6 billion in revenues in 2000
- 156,367 employees
- Major operating units:
 - Otis Elevator
Elevators, escalators and people movers
 - Pratt & Whitney
Gas turbine engines
 - Carrier
Air conditioning, heating and ventilating equipment
 - Flight Systems (Sikorsky helicopters, Hamilton-Sundstrand aerospace systems and components, space suits)

Local Office – West Virginia

4768 Chimney Drive
Charleston, WV 25302

Phone: (304) 965-2780

Fax: (304) 965-2787

Overview: Who We Are

- World's largest company in the manufacture and service of elevators, escalators, moving walks and other horizontal transportation systems
- Wholly owned subsidiary of United Technologies Corporation

Size and Scope

Employment:

- Approximately 9,500 in North America; approximately 62,000 worldwide
- Two-thirds of employees are field installers and mechanics averaging 15 years of experience at Otis.

Revenues:

- \$6.2 billion worldwide

Installed Base:

- More than 1.4 million Otis elevators and escalators in operation throughout the world

Service Base:

- More than 1.2 million elevators and escalators serviced by Otis worldwide

Market Position:

- Approximately 65,000 elevators and escalators sold annually

Global Presence

Countries:

- Products offered in more than 200 countries and territories

Manufacturing:

- Major manufacturing facilities in the Americas, Europe and Asia

Engineering and Test Centers:

- Engineering headquarters in Farmington, CT and facilities in Japan, France, Germany and Spain
- Strategic Integration Teams (SITs) in Bloomington, IN; Cernusco, Italy; Bologna, Italy; and Tianjin, China
- 29-story test tower and engineering center dedicated in Bristol, CT in 1987
- Quality Assurance Center (adjacent to Bristol test tower) to test components and subassemblies opened in 1992
- 45-story test tower dedicated in Shibayama, Japan in 1998

Well-Known North American Installations

- CN Tower, Toronto (glass-enclosed observation elevators)
- Delta Air Lines, Cincinnati, Ohio (shuttle system)
- John Hancock Center, Chicago (elevators)
- Luxor Hotel, Las Vegas (inclined elevators in a pyramid-shaped hotel)

OTIS Elevator Company GSD1600000004

Milestones

1853 Elisha Graves Otis founds the company in Yonkers, New York, after he invents a safety mechanism for a lifting platform

1888 Win contract to install elevators in Eiffel Tower

1925 Install first control system with a "memory" at St. Luke's Hospital, in Chicago, permitting automatic operation without an operator

1967 Install 255 elevators and 71 escalators in the World Trade Center in New York City

1983 Introduce OTISLINE®, a computerized, 24-hour-a-day dispatching service for mechanics in North America

1987 Dedicate 29-story test tower and engineering center in Bristol, CT

1988 Introduce Remote Elevator Monitoring (REM®), a diagnostic system for checking elevator performance from distant locations in North America

1989 Introduce innovative linear induction motor elevator in Japan

1992 Open Quality Assurance Center in Bristol, CT

1993 Win \$50-plus million contract, the largest new equipment award ever in industry history, for Petronas Towers in Kuala Lumpur, Malaysia

1997 Form Hangzhou Xizi Otis Elevator Company in China's Zhejiang Province. This is Otis' fifth joint venture company in China

1998 Otis introduces the SKYWAY™ system: The world's fastest AC gearless elevator system, featuring the largest load capacity and the world's first flexible double-deck elevator

1999 Invest more than \$500 million to form LG Otis Elevator Company, a new joint venture company with LG Industrial Systems in Korea

1999 Launch e-business strategy with revised web site (www.otis.com) and new e-business products: e*Direct (on-line elevator specifying and ordering) and e*Service (on-line service customer web site).

Products

Elevators:

- Gearless elevators for high-rise buildings, geared elevators for mid-rise buildings (up to 20 stories) and hydraulic elevators for office buildings, apartments and other low-rise structures
- Double-deck elevators
- Heavy duty freight and service elevators
- Artificial intelligence and fuzzy logic self-adaptive dispatchers
- A high-speed variable frequency family of regenerative drives for gearless applications

Modernization:

- Improved performance and reliability of elevator systems through the refurbishment of elevator cabs and the installation of modern controllers such as the Elevonic® system for geared and gearless elevators and the Otis 211M™ system for hydraulic elevators

Escalators and Moving Walks:

- Escalators for facilities of all kinds and TRAV-O-LATOR® moving walks for train stations, airport terminals, shopping centers and special applications

Shuttle:

- Short-haul horizontal transportation system designed for urban centers, airports, hospitals, resorts and senior citizen complexes

Research and Development

- Maintain world leadership by investing heavily in advanced elevator, electronic and computer technology
- Invested more than \$100 million in 2000 for engineering and research and development
- Engineering centers in several countries connected electronically, making possible the instant and efficient exchange of technology worldwide

The Otis Advantage

The Philosophy GSD1600000004

The Otis Vision

Otis satisfies customers and employees by providing elevators and escalators that are superior to competitors, are delivered complete to job sites on time, are installed and turned over on time and are maintained by Otis with zero callbacks for the life of the building.

Otis Elevator's superior human and physical resources are dedicated to the achievement of the Otis Vision, and to meeting or exceeding Insignia/ESG's expectations relating to:

Increased equipment reliability

Reduced callbacks

Minimal down-time

Reduced lead times for parts procurement and service/repair

Minimized surprise repairs

Stringent safety standards

Ensured quality control

Parts reliability

Fewer service interruptions

Improved performance

Enhanced ride comfort

Increased guest satisfaction

Peace of mind

The Otis Advantage

The Action GSD1600000004

Continuous service improvement through:

- **Comprehensive Field Training**
 - Target 60 hours of training per employee per year
 - Real-time On-the-Job
 - Classroom
 - Computer-based Self-Paced Programs
 - Informal peer group and supervision sessions
 - Field Education Articles
 - Technical Information Publications
- **Standardized Best Practices -- Maintenance and Repair**
 - Online and periodical updates
 - Technical Information Publications
 - Parts Leaflets
 - Otis Bulletin
 - Guiderail Gazette
- **Technical and Administrative Support**
 - Local Service Supervisors
 - Local Account Managers
 - Regional engineering experts
 - OtisLine®
 - Otis ROLE®
 - Otis' Competitor Products Maintenance Team
- **Safety**
 - #1 Otis focus
 - Otis policies and practices founded on "Safety First" philosophy
 - Reduced liability exposure
 - Minimal lost time incidents
 - **Lowest Accident Incident Rate and Severity Rate in the industry (NEII)**

Otis Locations

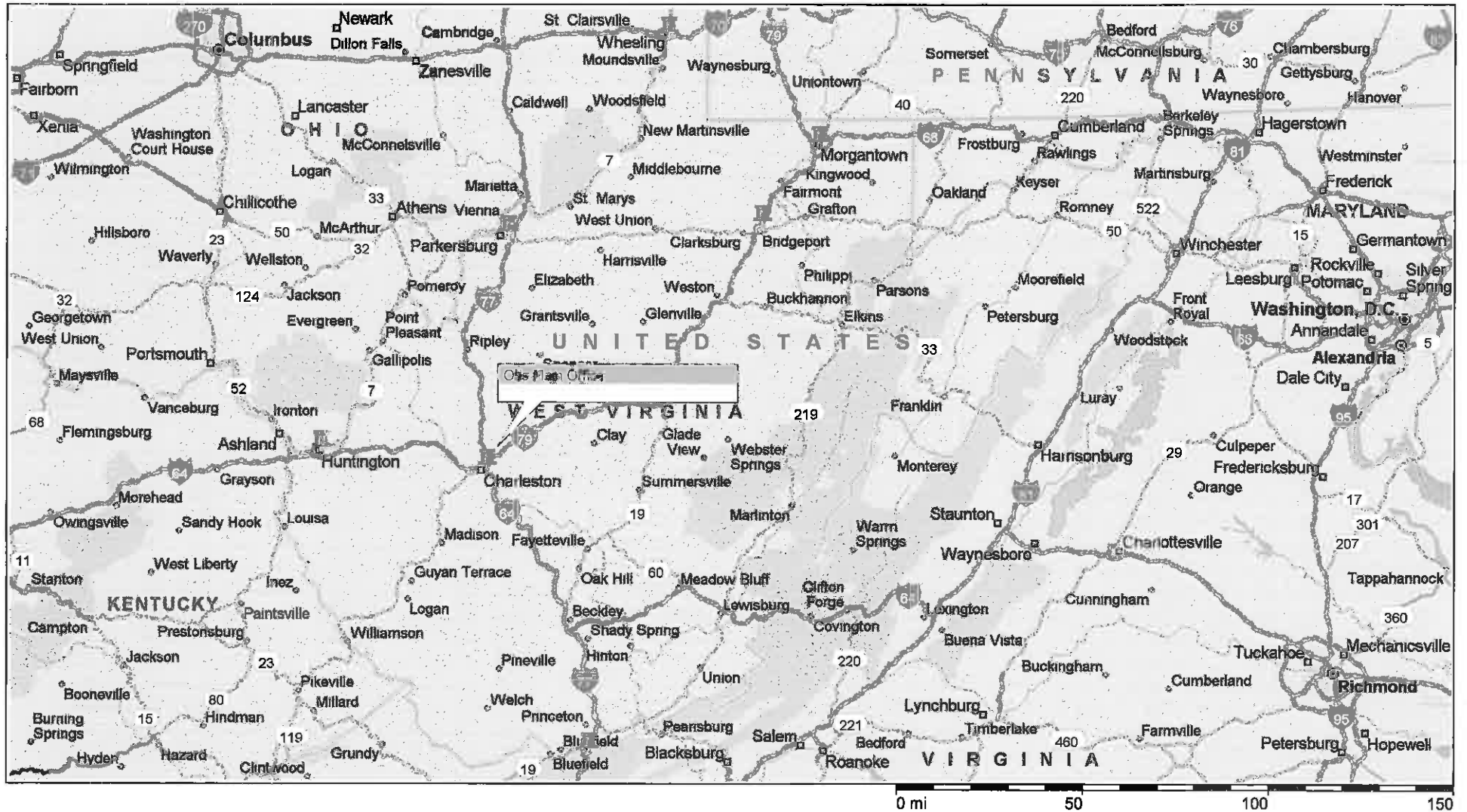
Main Office

- Charleston, WV

Field Locations

- Huntington, WV
- Clarksburg, WV
- Morgantown, WV
- Parkersburg, WV
- Bluefield, VA
- Wheeling, WV

United States, North America



Environment, Health & Safety

OTIS NSAA EH&S



ALL SAFE Every one. Every job. Every day.

All Safe. Every one. Every job. Every day.

Search this site...

Stop & Think

No if and but

Richard Walker - JH-076

- Applications Link
- OSHA-Correl
- Service Training
- Access Certificates Training
- Safety Purch. Agreements
- Safety Forms
- Supervisor Tool Box
- Smiley Communications
- Workable Standards
- OSHA Web Site
- Slide Support EH&S Information for Kids
- Online EH&S Training Resources
- FE Resources

NSAA EH&S Safety Managers

Regional EH&S Managers

Regional managers include: Bob Givens (Denver), Sarah Smith (New York), John Smith (New York), Bob Givens (Denver), Sarah Smith (New York), John Smith (New York), Bob Givens (Denver), Sarah Smith (New York), John Smith (New York).

- Training
 - Facility EH&S Training
- Policies
 - Policy and Procedures
- Incident Investigation
 - Incident Investigation
- Safety Poster Contest
 - OSHA Safety Poster Contest

Otis is committed to the safety of our employees and the public. Otis' safety program is the best in the industry. Otis has the best safety statistics in the elevator business.



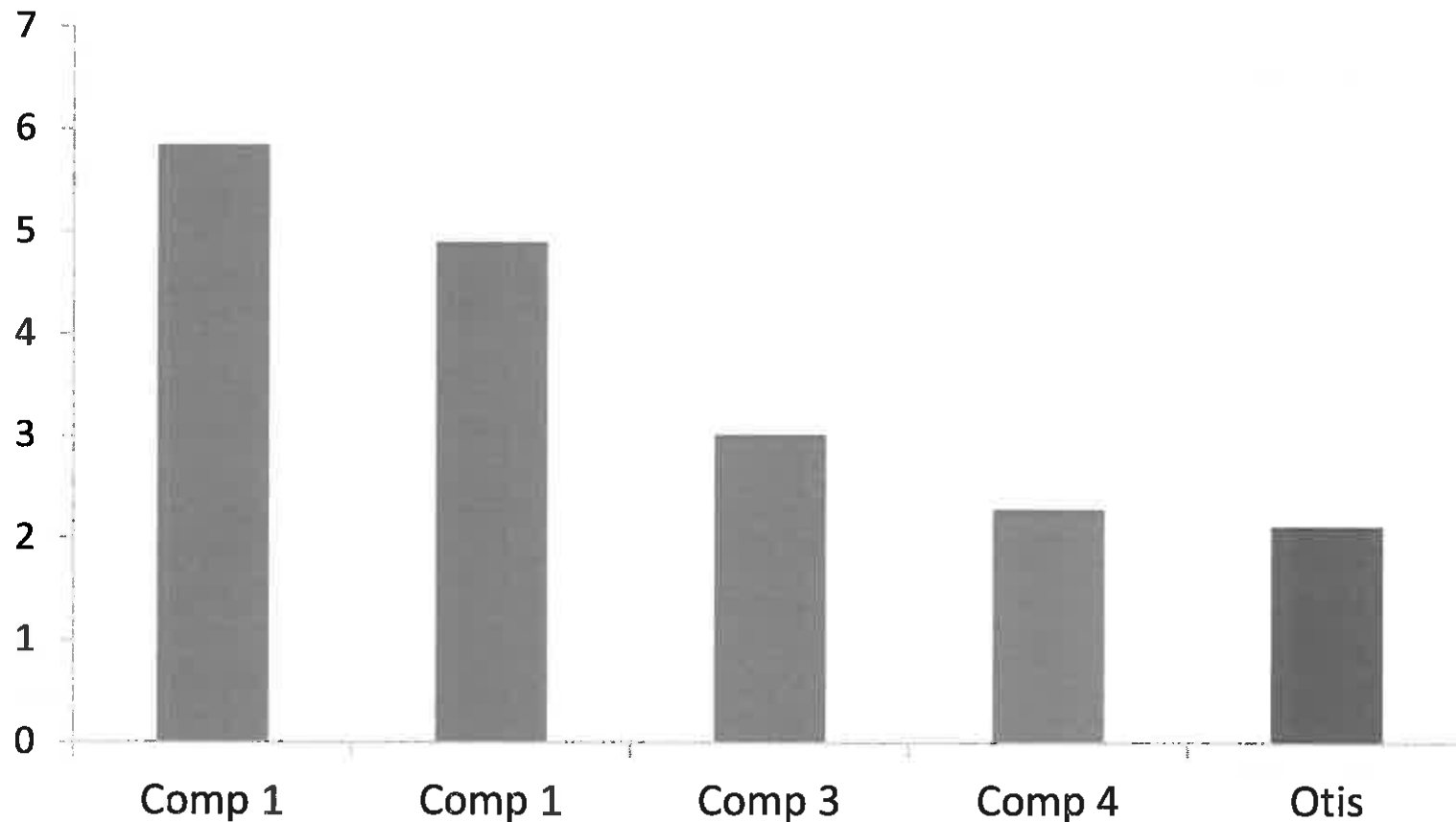
**Every one
Every day
Every job**

NATIONAL ELEVATOR INDUSTRY STATISTIC 2013

Total Recordable Incidence Rate (TRIR)



TRIR



Formula: $\frac{\text{\# OSHA Recordables} \times 200,000}{\text{Total Hours worked}}$

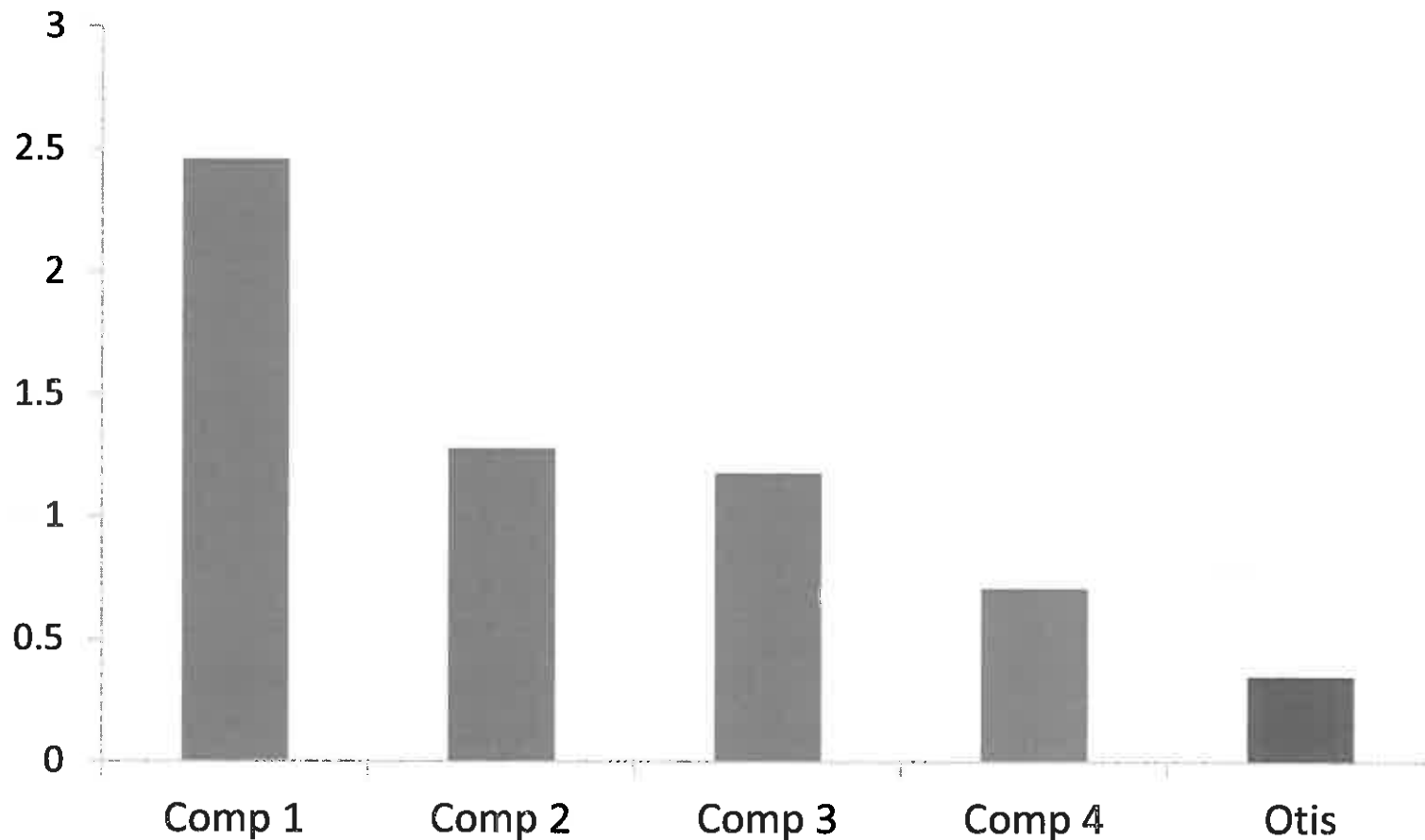
All United States employees Only

NATIONAL ELEVATOR INDUSTRY STATISTIC 2013

Lost Time Incidence Rate (LTIR)



LTIR



Formula: $\frac{\# \text{ Lost Time Incidents} \times 200,000}{\text{Total Hours worked}}$

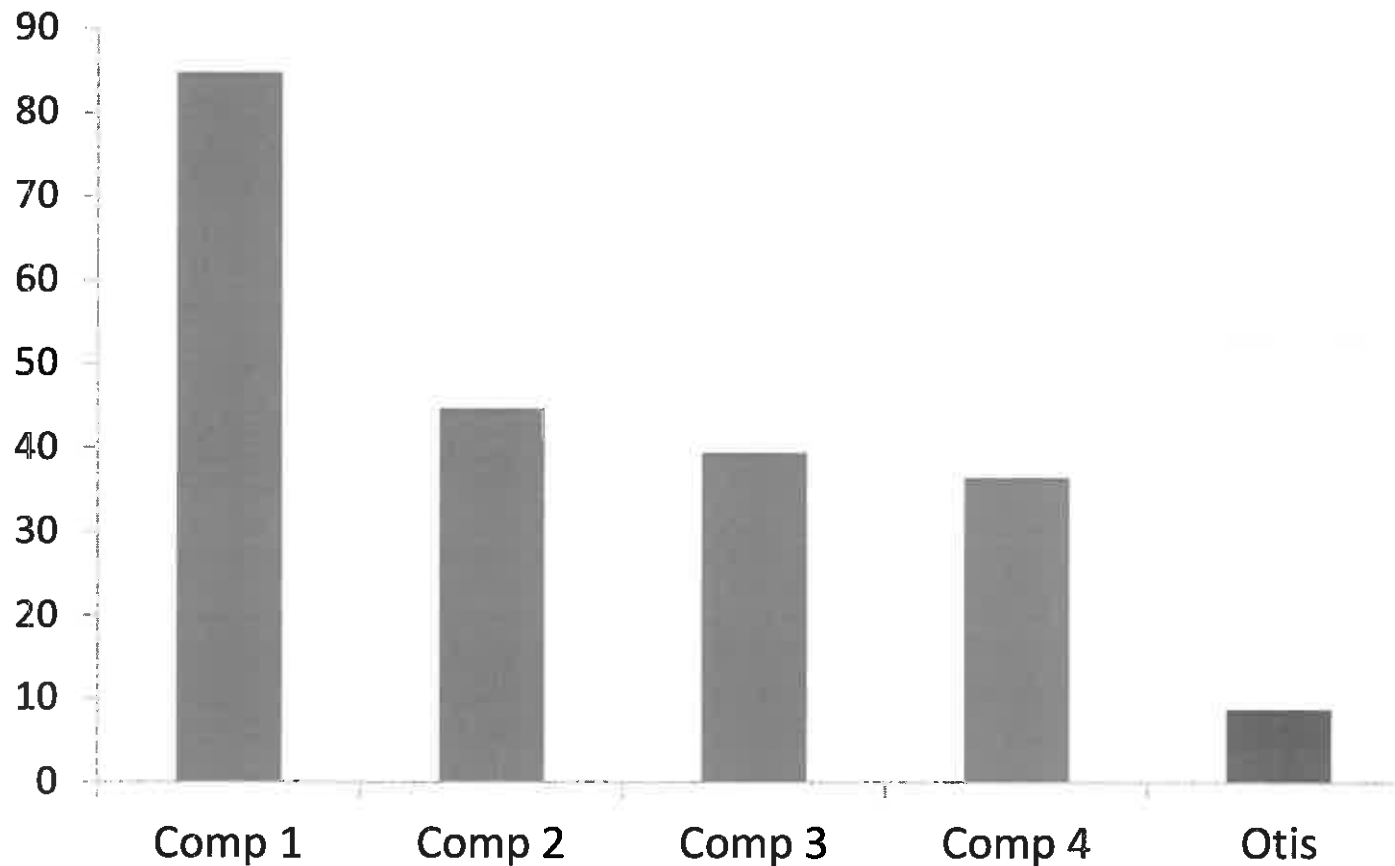
All United States employees Only

NATIONAL ELEVATOR INDUSTRY STATISTIC 2013

Lost Day Severity Rate (LDSR)



LDSR



Formula: $\frac{\# \text{ Lost Time Days} \times 200,000}{\text{Hours worked}}$

All United States employees Only

Maintenance Scheduling & Dispatching

Objectives & Metrics

Schedule the Right Tasks

- * **Applicable tasks will be activated and scheduled**
- * **Ensure contract agreement scope of work applied**

Modify as needed

- * **Task modified to meet local /state codes**
- * **Two week look ahead for procedures**

Communicate

- * **All parties informed as to what is scheduled and when**

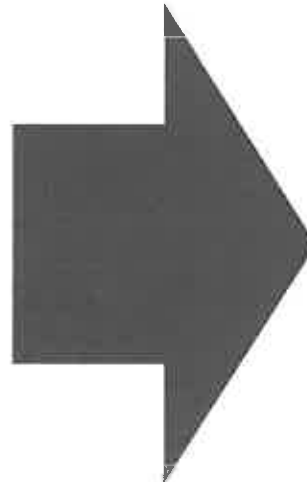
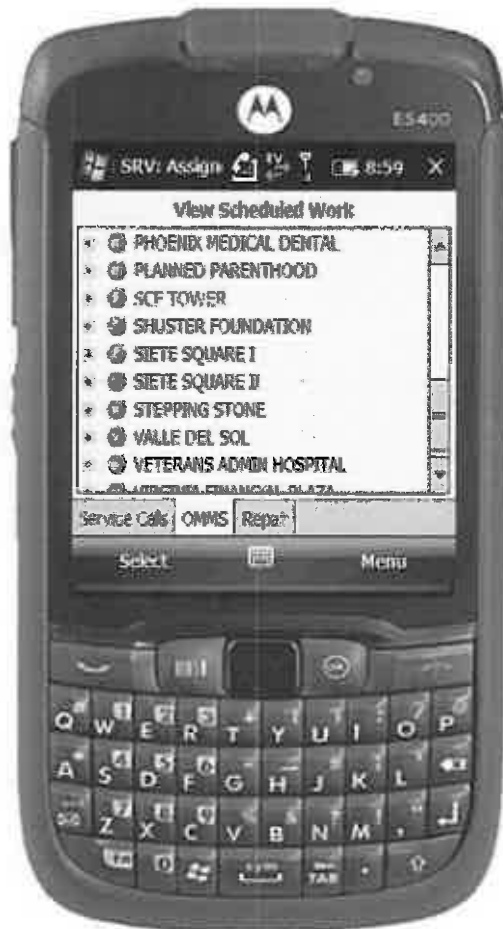
Perform, Measure & Manage

- * **Otis' obligation to perform**
- * **Completions tracking**
- * **Audits process**

NEW DEVICE – NEW DIRECTION

**Pick Any Job
& No Scheduled Hours**

“This Job Next” with “Scheduled Hours”



Next Scheduled Job:
 Informs mechanic which job he is expected to go to next.

Assigned Jobs:
 List all jobs assigned to the mechanic, read only.



New Jobs:
 Informs mechanic when new jobs, such as CBs are assigned to him.

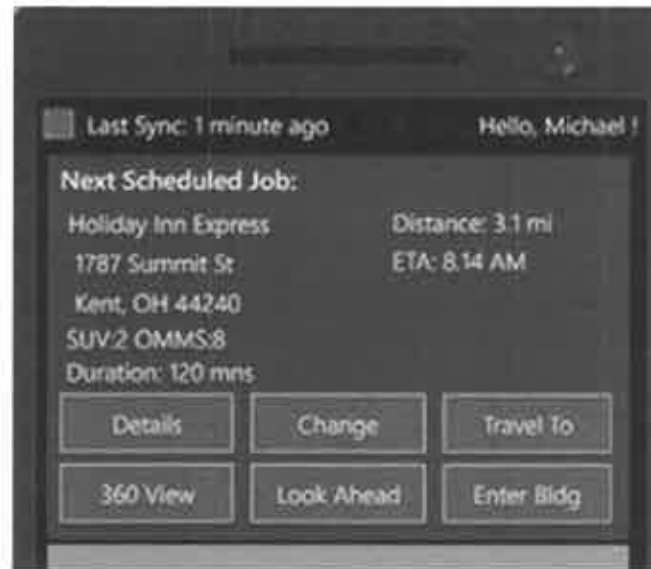
NEXT SCHEDULED JOB

Next Job:

Building name & address
 Type of work
 Scheduled work time

Details:

Machine numbers and
 scheduled task details.



Distance & ETA:

Calculated from mechanic location
 and building geo code.

Travel To:

Mechanic indicates when travel to
 building begins.

360 View:

View database of this job only,
 history, contacts, map, notes,
 Upgrade Recommendations,
 etc...

Change:

If necessary mechanic can
 modify next scheduled job.

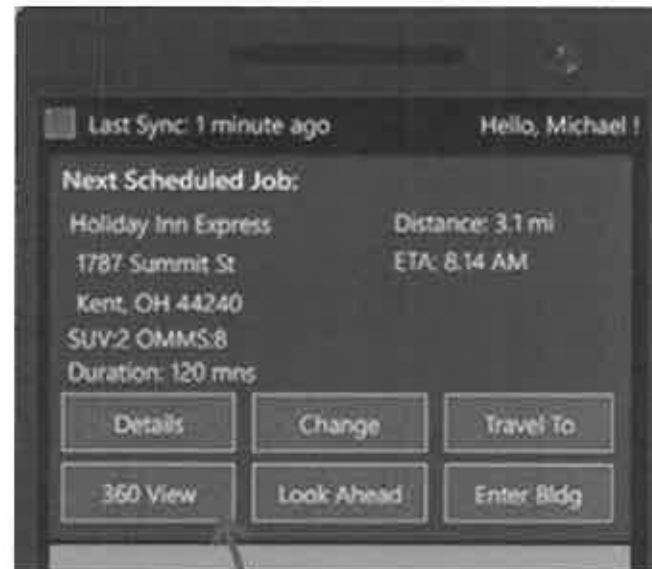
Look Ahead:

Mechanic can see next two
 buildings scheduled .

Enter Building:

Mechanic indicates when entering
 the building.

"360 VIEW" BUTTON

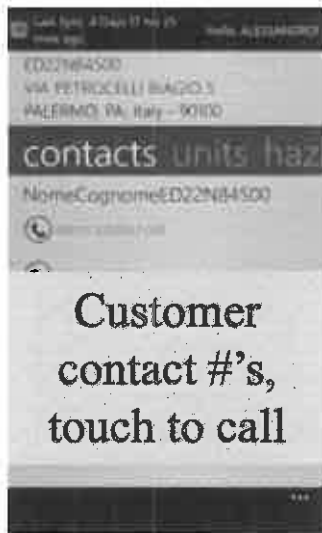
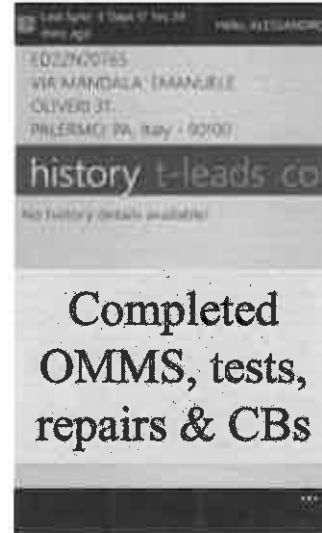
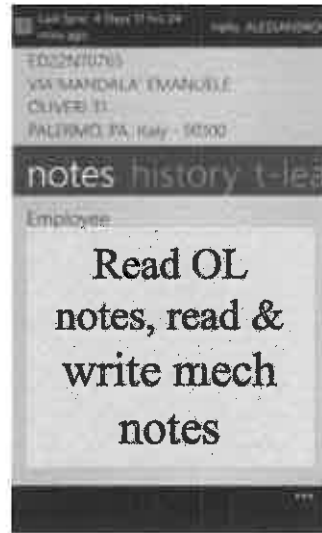
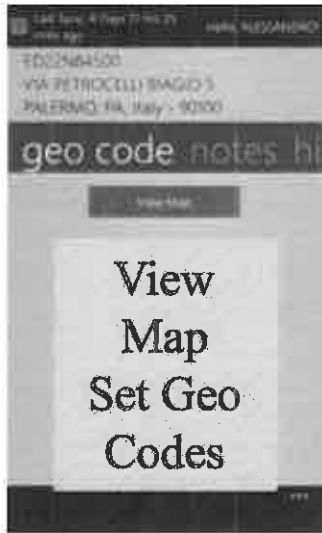


360 View:

View database of this job only,
history, contacts, map, notes,
Customer Recommendations,
etc...



JOBS 360° INFORMATION ABOUT THIS JOB



Key Management Personnel RFB90002826N



Randolph Davis

Current Position: General Manager – West Virginia/Roanoke, Virginia

Current Responsibilities: Provide leadership and direction for all new equipment, maintenance and modernization activities.

Years in the Industry: 10

Prior Experience: Randolph is the General Manager for our offices in Roanoke, VA and Charleston, WV. Randolph brings ample account management experience with facilities similar to the State of West Virginia portfolio. Prior to working for Otis, Randolph worked as a Regional Sales Manager for Carrier. Randolph brings over 23 years of experience working for United Technologies.

Education: Bachelor of Science, Pennsylvania State University; MBA, Providence College

Key Management Personnel GSD1600000004



Eric Painter

Current Position: Sales Manager

Current Responsibilities: Service and modernization sales.

Years in the Industry: 19

Prior Experience: Engineer with Halliburton Energy Services.

Education: Bachelor of Science, West Virginia University

Hobbies: Fishing, Backpacking, and Skiing.

Key Management Personnel GSD1600000004



Ronnie Bayes

Current Position: Maintenance Supervisor

Current Responsibilities: Supervises maintenance and repair of elevators and escalators. Ensures Otis employees are properly trained in all necessary technical knowledge and safety procedures.

Years in the Industry: 29

Prior Experience: Robotics micro-electronics technicians/adjuster

Education: 2 years College, 2 Electronic Technical

Hobbies: Woodworking, building, landscaping, fishing and hunting

Key Management Personnel GSD1600000004



Danny Wade

Current Position: New Equipment & Modernization Manager

Current Responsibilities: Coordinates the day to day operations of elevator installation/restoration.

Years in the Industry: 35

Hobbies: Enjoys working on cars, motorcycle restoration, and cooking.

Key Management Personnel GSD1600000004



Mike Hopper

Current Position: Regional Modernization Manager

Current Responsibilities: Provide modernization sales support and training to all Otis sales operations in West Virginia, Virginia, North Carolina, South Carolina, Tennessee, Alabama, Florida, Georgia, and Puerto Rico. Trains all new employees in modernization at the Otis Development Program (O.D.P).

Years in the Industry: 29

Prior Experience: Service Sales Representative, New Equipment Sales Representatives, Branch Manager, Regional Service Sales Manager

Education – QEI Certification

Key Management Personnel GSD1600000004



Rebecca Hunter

Current Position: Business Services Representative

Current Responsibilities: Administers business demands

Years in the Industry: 8

Prior Experience: 16 years in business administration

Hobbies: Scrapbooking, writing, photography, candle making, music.

OTIS- West Virginia Examiners GSD1600000004

Richard L. Chaney – Charleston location, route mechanic 34 years of service.

NEIEP Certified

J. Michael Donnellan, Jr. – Charleston location, route mechanic 26 years of service.

NEIEP Certified

Frank Cyphers – Clarksburg location, Local Representative 32 years of service.

NEIEP Certified

Tim Rowe – Clarksburg location, route mechanic 17 years of service.

NEIEP Certified

Gerald Tucker – Parkersburg location, Local Representative 33 years of service.

NEIEP Certified

Josh Holcomb – Charleston location, route mechanic 9 years of service.

NEIEP Certified

Andre' Leeflang – Charleston location, construction mechanic 16 years of service.

NEIEP Certified

Jarrold Pinkerman – Huntington location, route mechanic 14 years of service.

NEIEP Certified

Jeremy Hall – Huntington location, route mechanic 11 years of service.

NEIEP Certified

Kris Lowery – Clarksburg location, route mechanic 11 years of service. **NEIEP Certified**

David Boggs– Morgantown location, route mechanic 11 years of service. **NEIEP Certified**

• Otis- West Virginia Examiners GSD1600000004

Billy Wright – Morgantown location, route mechanic 30 years of service. NEIEP Certified

Tim Leedy – Morgantown location, route mechanic 15 years of service. NEIEP Certified