



AVS ELEVATOR

24HR: ELEVATOR SERVICE - 503 UP-N-DOWN

HOME TO HIGH-RISE MOBILITY:

Go straight to the top by choosing AVS Elevator.

Your elevator & mobility service, installation and repair company.

We are Safe, We're local, we're available around the clock. AVS Elevator provides you a cost effective, alternative from the major conglomerate corporations. - call us today! (503) UP-N-DOWN - (503) 876-3696

DATE: JANUARY 15TH 2009

(REVISED 5/25/2018)

BY: ADVANCED VERTICAL SOLUTIONS, LLC

DBA: AVS ELEVATOR / OREGON ELEVATOR

WWW.AVSELEVATOR.COM - WWW.503UPNDOWN.COM

FRANK A STALEN: SECOND GENERATION ELEVATOR CONSTRUCTOR

OREGON REGISTERED RMI-EM18, BCD769E

AUTHORIZED CONTRACT NEGOTIATION & SIGNATURE REPRESENTATIVE

24HR: (503) UP-N-DOWN - 24HR: (503) 876-3696

EMAIL: FRANK@AVSELEVATOR.COM

AVS Elevator presents itself as the only certified, International Union of Elevator Constructors signatory Independent, dedicated to the State of Oregon and its local communities. AVS Elevator is proud to announce ourselves as the only local independent elevator company awarded to the State of Oregon, DAS - ORCPP: Oregon Cooperative Procurement Program #AVS-2577. As of 2019, with revenues exceeding 7 million dollars, AVS Elevator exceeded the First Tier 1 Emerging Small Business classifications #8621 and shown the stability needed for steady growth and retaining customer satisfaction. We are your locally owned and operated full-service Home to High-Rise elevator installation service and repair company dedicated to the State of Oregon.

As a 4th generation native Oregonian and 3rd-generation directed company, AVS Elevator provides you with a cost effective, reliable, and resourceful alternative from the major conglomerate corporations. It is our pleasure to thank you for this opportunity and for the recognition of AVS Elevator.

ADVANCED VERTICAL SOLUTIONS, LLC

D.B.A.: AVS ELEVATOR - OREGON ELEVATOR

BY:

FRANK A STALEN: REGISTERED OREGON RMI-EM18
BDC LICENSE NUMBER 769E



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STABILITY AND EXPERIENCE

As a second generation elevator constructor with over 30 years experience in the greater Portland area, along with mentorship from past generation's elevator constructors, Frank A. Stalen and the AVS Elevator team has the experience and resources to compete with its larger competitors. Along with a highly trained, Union & State certified work force, we bring the best in service and customer satisfaction with competitive pricing. Frank started AVS in 2009, and has experienced steady growth and outstanding customer satisfaction ever since. With revenues exceeding 7 million as of 2019, AVS Elevator has as of 8/1/2017 exceeded it's Tier 1 Emerging Small Business classifications and proven the stability needed for steady growth and the best in customer satisfaction.

AVS Elevator key personnel are part of a State and Union Certified Workforce. This provides you with a safe and experienced staff. Quality of workmanship, time and attention to detail are the cornerstone of the AVS culture. Our continuing safety education along with National Elevator Industry Educational Program, and Union and State certifications, bring the best in quality and service to our customers and the riding public.

With the highest-caliber staff, the focus is on quality of work, safety, reliability and customer communication! AVS Elevator 24 Hour on call tech's have an average of 25 years or more experience servicing and responding to call backs in the greater Portland area. Our field adjusters have had OEM and NEII training on most makes and models on the market today.

REFERENCE INFORMATION

NOAA MOC-P, Port of Newport

600 SE Bay Blvd
Newport OR 97365
Rick Fuller - Facilities Manager
(541) 961-3904
rfuller@portofnewport.com
Contract date - July 2012

Green Investments

11550 SW. 67th Ave.
Tigard Or 97223
Joe Green, Jr.
(503) 639-8214
jogreen@greencastlellc.com
Contract date - August 2011

Pacific Northwest Properties

6600 SW 105th Ave
Beaverton OR 97008
Brad Stern - Facilities Director
(503) 626-3500
brad.stern@pnwprop.com
Contract date - October 2013

Oregon Department of Justice

1162 Court St NE
Salem OR 97301
Debbie Davis - Secretary
(503) 986-5886
debbie.davis@ojb.state.or.us
Contract date - October 2012

Hoffman Construction Co.

201 Se Oak St.
Portland Oregon 97214
Dan Johnston
(503) 693-6608
info@hoffmancorp.com
Contract date - 12/15/2015

III Investments

6775 Sw 111th Ave.
Beaverton Oregon 97008
Donald Walton - Owner
503-646-2079
donaldwalton@comcast.net
Contract date - October 2013

Oregon Department of Corrections

The Dome Building
2575 Interstreet NE
Salem OR 97301
Susan Roberts
(503) 945-0952
Susan.j.roberts@doc.state.or.us
Contract date - November 2012

Mccormick and Schmicks

Jakes Famous Crawfish
401 SW Stark
Portland OR 97205
Brian McConnell
(503) 226-1419
jkrfoh@ldry.com
Contract date - January 2013

Progressive Development Group

900 Hawthorne Building
1510 Se 9th
Portland Or 97293
Paul Niedergang
(503) 235-2396
paul@progresspdx.com
Contract date - May 2011

Other referances available upon request...



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CORPORATE RESPONSIBILITY

In developing AVS Elevator, we set out to establish workforce diversity and community involvement. As part of our hiring policy, we seek the most talented, capable, and stable personnel, with a recognition that diversity in our workforce not only provides differing and complementary perspectives, but also provides diverse support in each employee's community they reside in. It is important and a pillar of our culture to provide value to our employees beyond a paycheck and to contribute to our respective communities we live in. A benefit of being a locally, family owned business, we have the ability to set this culture by example and provide the time employees need to foster the culture of giving. AVS employees are active in mentoring youth and supporting local programs. AVS also provides a no-cost and/or reduced cost elevator services to our local churches, disabled veterans, and mobility impaired neighbors in our respective communities.

SUSTAINABLE BUSINESS PRACTICES

At the onset of establishing AVS Elevator, we deliberately structured the business to be scalable, repeatable, and sustainable. Our hiring orientation includes a review of our sustainability practices, and we encourage our employees to implement the same culture of sustainability through out their daily routines. It is our desire to achieve a B Corporation status by voluntarily meeting higher standards of transparency, accountability, and performance. Certified B Corps are distinguishing themselves in a cluttered marketplace by offering a positive vision of a better way to conduct business. AVS has engaged the Sustainability At Work personnel to ensure we adhere to those practices to achieve certification. The sustainable business practices that we have deployed thus far since our company inception on 2009 are listed below.

- We actively seek to recycle all materials, paper and other shipping materials, metal, wood, plastics and glass at our office. All freight materials are reused and/or recycled.
- We utilize environmentally sensitive and low-voc inherently biodegradable oil's paints and lubricants in our elevator services. Any recoverable oil we retrieve is delivered to a local recycling center.
- Any metal we reclaim from a work site is delivered to a local recycling center, as well as batteries, computer hardware, and light bulbs.
- We have implemented a paperless office management culture, leveraging personal equipment devices, cloud services, and collaboration software.
- Hazardous waste is properly inventoried for disposal and delivered to an appropriate Metro location.
- Systematically change out incandescent lighting with LED lighting at all locations we are contracted for.

COST OF OWNERSHIP

This is a focus of our company when discussing elevator maintenance and repairs. We understand the cost pressures our customers face, and have deliberately established our business with a focus on providing value to our employees while keeping our overhead low. With employees having ownership of there work, our productivity and efficiency is maximized, coupled with our quality of work and service. With our outsourcing strategy for administrative tasks, commission structure, and low overhead costs, we can reduce our fee structure for our customers. We are not driven by making as high a profit as we can; rather providing excellent service, longevity in the marketplace, and receiving a fair profit for our services rendered. Elizabeth House, Assist. Project Manager, Kirby Nagelhout Construction Company stated: *"AVS Elevator was immeasurably helpful to KNCC in the coordination and installation of a material lift for our client in Central Oregon! Frank Stalen's knowledge of code and compliance is vast, and his willingness to help us understand the mechanics behind the machines he specializes in exceeded our highest expectations. Calm and cool through the typical challenges of this line of work, Frank and Rich were assets to our team and we appreciate all that AVS Elevator has done, not only for KNCC, but for our client."*



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MAINTENANCE CONTROL PROGRAM

We have proactively implemented our AVS Elevator Maintenance Control Program (MCP) for all service customers. The AVS - MCP is written in accordance with A.S.M.E. 17.1 of the latest adopted code 2010. The State of Washington is currently requiring the MCP program, and as a result, it is expected that the State of Oregon will follow soon. Therefore, we are currently working on an updated version to ensure our delivery of service stays current with the newly released code.

Note: The current industry average elevator preventative maintenance is 15 minutes or less for the average lift. We started this company because this norm is unacceptable and is the driving source for the projected national - MCP program's, and that the safety of riding passengers demands more attention; deliberate and assured quality. Thus, our reasoning for proactively developing company required policy of following our AVS Elevator MCP.

CALL BACKS

Once we receive a call back, we systematically troubleshoot by the manufactures recommendations when applicable and repair the problem, and proceed in testing in accordance per the AVS Elevator's MCP to ensure the safety, reliability and longevity of your lift. A summary of the milestones within the MCP is as follows:

1. Respond to call, mobilize on-site, check in with site contact, target 30 minutes.
2. Remedy the problem as directed by the manufacture.
3. Conducting tests per the AVS-MCP and A17 state logs to ensure safety and reliability beyond standard practices.
4. Check out with site contact and relay status of lift.

EMERGENCY CALL BACKS

Emergency callouts can be defined as situations of entrapment of passengers, imminent danger of injury to the general public, imminent danger of damage to elevator equipment or building containing said equipment, or where elevator service disruption restricts the ability individuals to egress building. When AVS receives a call for service, the call is answered 24 hours a day by the AVS - Sound Telecom Network. The call is then immediately transferred to our key personnel. AVS Elevator 24/7 retains two on-call employees who can be to our counties and locations of elevators we provide service to, within 30 minutes. Due to our tracking system and location check-in, our employees are deployed to the emergency based on location, and who can respond to the call and be on-site in the least amount of time. Our licensed and certified employees are prepared to handle any elevator emergency efficiently, safely and professionally.

AVS RESOURCING

AVS Elevator routinely demonstrates worldwide resourcing and technical ability beyond our competitors. Worldwide resourcing in today's markets gives the Independent elevator companies a competitive edge over the majors (Otis, Kone, Thyssen, Schindler), as they confine themselves to their own products and engineering resources. One in particular is from Glab Maintenance Services, Chelsea D, who stated the following:

"After calling just about every Elevator Company in town about this job, you have been the only one to help us get this lift back up and running, so that is impressive in itself. The store was happy with the work done also. I personally appreciate your quick response to my phone calls & emails & keeping us updated on your site visits, estimates and work done. Communication is a vital part of what we do with managing jobs & keeping our client updated, so when we find companies that value this, it makes our job so much easier. I have been very happy with your elevator company and look forward to working with you further."



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AVS OUTSOURCING

Our resources are dedicated to the customer locally rather than overseas as is with most big box Companies. Because we are locally owned, we have the ability to tap into resources beyond the restrictions that the major conglomerates are locked in to within their own organization. An example of this is the issue that arose with Holiday Retirement Center. The current service provider TKE was unable to repair the main elevator control system. They convinced the customer that a completely new elevator was required (an expense over \$50,000). We were called in because of our relationship with the customer contact, and were able to find a resource in New York that allowed us to repair the elevator. We found a resource beyond the confines of the local elevator industry to solve this issue with a modern PLC control (total expense of \$2,500). This example is one we have seen become a common practice in our area, and our focus on cost of ownership guides our direction. Holiday Retirement Centers', Dennis Giusto – Area Maintenance Director, stated:

"I just wanted you to know how much I appreciate the effort and time you and your team provided us in the urgent elevator repair we had. The service you provided us was well beyond any service I have ever experienced from any Elevator Company. This all began with the first call to your company. I see us working together more in the near future. It is great to work with an Elevator Company that not only provides excellent elevator service but understands the customers needs. Thank you again." by Dennis Giusto

PERSONALIZED SERVICE

AVS Elevator is a personalized company that gives every account the customer service they deserve by an experienced union certified elevator man that holds ownership of his work. We are safe, fun and friendly making every customer feel like they are number one. The most important brand we offer is our personal attention and availability to our customers 24/7.

Dear Frank

I can't thank you enough for the fine work you did getting our elevator going Up-n-Down and seeing this project completed has been like seeing sunny skies after a long dark period.

The signed maintenance agreement is enclosed and we have already had a surprise inspection from the state inspector!

Your patience and professionalism is certainly amazing and much appreciated! I am glad you are overseeing the maintenance of the elevator!

*Humbly,
Jan S. President*



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D.b.a AVS Elevator your elevator & mobility service, installation and repair company.
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alternative from the major conglomerate corporations. - call us today! (503) UP-N DOWN - (503) 876 - 3696*



Real solutions of independent living strategies for those wishing to age in place and for the physically challenged.

Taking back America one customer at a time!

Taking your expectations to the next level !

[NOAA](#)

[The Port of Newport](#)

[Oregon Department of Justice](#)

[Oregon Department of Corrections](#)

[Hoffman Construction](#)

[Green Castle Homes](#)

[Progressive Development Group, Inc](#)

[Grain Craft Foods](#)

[Kueblers Furniture Inc.](#)

[Park Corporation](#)

[Vinson Properties llc](#)

[Noah & Associates C. M.](#)

[Waverley Condos](#)

[TKLD Properties LLC](#)

[The State of Oregon](#)

[Pacfic NW Properties](#)

[Portland Public Schools](#)

[JBK Properties](#)

[Regency Management, Inc.](#)

[Best Western](#)

[Wilson Condominiums](#)

[Oregon Military Department](#)

[Sherwood School District](#)

[Fortis Construction](#)

[PDX Metro](#)

[Rice Museum of Rocks and Minerals](#)

[Shields Manufacturing](#)

[LCG Pence Construction](#)

[VersaLogic Corp.](#)

[Corban University](#)

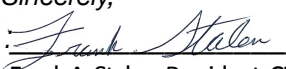
AVS Elevator presents itself as your only State and Union contracted, locally owned and operated, full service mobility, residential and commercial elevator, service installation, and repair company dedicated to the State of Oregon.

It is our pleasure to thank our newest clients and their staff for the recognition of our qualities. We look to continually instill and improve on these processes and qualities, through our efforts that we may pass these on to you, our new and valued clients.

AVS Elevator would like the opportunity to introduce ourselves showing you our sincerity in providing you the best in service and customer satisfaction in the industry.

- 24 Hour Service
- Professional and Personal
- No long term contracts
- V.A. Contracting
- Commercial and Residential
- ORCPP AVS #2577
- AHIA - VGM Member
- State & Union Certified
- Over 100 years experience
- Locally Owned & Operated
- Home to High-Rise Mobility

Sincerely,



Frank A. Stalen, President CEO
24HR:(503)UP-N-DOWN



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NOTABLE AND VALUED CLIENTS

NOAA MOC-P | HOMEFORWARD | OREGON DEPARTMENT OF JUSTICE | THE PORT OF NEWPORT |
III INVESTMENTS | OREGON DEPARTMENT OF CORRECTIONS | PACIFIC NW PROPERTIES |
MAIN STREET LLC | AMERICA'S BEST INNS & SUITES HOTELS | GREEN CASTLE HOMES |
THE CITY OF NEWPORT | PROGRESSIVE DEVELOPMENT GROUP, INC. | PARK CORPORATION
THE CITY OF LYONS | CADD CONNECTION | THE STATE OF OREGON - ORCAP #2577
CLEAR CREEK DISTILLERY | EMANUAL CHURCH | KUEBLERS FURNITURE INC. | ROD CHAPLE
CITY OF KEISER | LCG PENCE CONSTRUCTION | 3800 BUILDING | HOFFMAN CONSTRUCTION
US FOREST SERVICE | ANGELL JOB CORPS | SIUSLAW NATIONAL FOREST | OREGON CORRECTIONAL
PATRIC ALLEN AND SONS LLC | BALDWIN GENERAL CONTRACTING | BASE CAMP BREWING
SPRING MOUNTAIN BIBLE CHURCH | MARK HOLET RESIDENCE | SMITH & BEVILL | EMBERS
E.L. SMITH - HOOD RIVER LAW | ECONO LODGE | KERWINS WINERY | PORTLAND STATE UNIVERSITY
GLAB MAINTENANCE SERVICES | FISH EMERGENCY SERVICES INC | MARK HAMILTON
PARK CORPORATION | VINSON PROPERTIES LLC | BLUE MOUNTAIN COMMUNITY MANAGEMENT
WAVERLEY CONDOS | MAYA'S TAQUERIA | MT. SCOTT PARK PRESBYTERIAN | EBB PROPERTIES
WILSON CONDOMINIUMS | LATUS HARLEY DAVIDSON | WOOD STREET LLC | DOUBLE H WESTERN
PAUL E. OKAMOTO, D.C., FACO | FIRST BAPTIST CHURCH | SMITH & BEVILL | SELLER ENGINE SOFTWARE
JBK PROPERTIES | REGENCY MANAGEMENT, INC. | SARAH MEIGS GALLERY | LUMBER ROOM
STEPHEN G. TANDY | JEFFRY TUBBE RESIDENCE | WAYNE WEIGANDT RESIDENCE
JAKES CRAWFISH | JAKES GRILL & JAKE'S CATERING | LANDRY'S RESTAURANTS | MAIN STREET, LLC
STEVE & AMY HOLMES RESIDENCE | ROBERT KAHN RESIDENCE | FRED CHARLEY
RESIDENCEGEORGE HAMILTON RESIDENCE | GREG MASON RESIDENCE | SKOG RESIDENCE |
JEFFREY P CHICOINE RESIDENCE | GOLDEN WEST HOMES | JOSEPH HUGHES CONSTRUCTION
TYRON CREEK LANDSCAPING | CADD CONNECTIONS | MT. HOOD SKI BOWL | MT. SCOTT FUNERAL HOME
OREGON SCHOOL FOR THE DEAF | OREGON DEPARTMENT OF EDUCATION | PDX CONTEMPORARY ART
PDX METRO | TILLAMOOK BUILDING | PELICAN PUB AND BREWERY | RODEWAY INN |
RICE NW MUSEUM OF ROCK AND MINERALS | WAVERLY LANDING HOA | WILLAMETTE DENTAL GROUP
BILL PUTNEY | JANICE SEITZINGER | CLACKAMAS PARKS AND REC. | OREGON ORTHOTIC
UNIVERSITY PLACE HOTEL | VERA LOGIC CORP | VIETNAMESE CHRISTIAN CHURCH | WEBB PLAZA



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By: Frank A. Stalen

President: AVS Elevator

January 15th, 2014

Advanced Vertical Solutions, LLC D.B.A. AVS Elevator is built on the life long experience as a 4th generation native Oregonian and 2nd generation elevator constructor. Frank A. Stalen and his father Paul J. Stalen have spent their elevator careers and lives in the City of Portland, contributing to its local communities. Their combined Oregon history brings AVS Elevator an in-depth study of the elevator industry dating back to the early 1950's and an understanding of its place in our ever growing economy and local communities.

The birth of AVS Elevator came from a steady decline of the service offered by the industry as a whole. For example, the annual service work load for the average elevator constructor has elevated from approximately 50 elevators to 300 per man and growing. Safety, reliability and customer service has been marginalized as profit taking and ever growing overhead percentages drive the work loads of the elevator constructors beyond the breaking point by the industry conglomerates.

"We have set out to bring you an alternative choice and to fill a void in the industry."

In developing our business plan with Mercy Corps Northwest. We set out to establish a sustainable company with a diverse and community focused workforce. We recognize that a diverse work force provides differing and complementary perspectives, and also provides diverse support in each of our employee's community they reside. This is an important pillar of our culture to understand and to provide value to our employees beyond a paycheck and to contribute to our respective communities we live in.

A benefit of being a local, family owned business, we have the ability to set this culture by example and provide the time employees need to foster the culture of giving.

AVS Elevator organized in October 2009 on these foundations. We are not interested in being just another elevator company. Our commitment to manageable work loads, and giving our elevator constructors ownership of their work, providing a higher quality of life for all of our staff and provides you the best elevator service and customer satisfaction, dedicated to the State of Oregon and it's local communities.

"We proudly provide no-cost and/or reduced cost elevator services to our local churches, disabled veterans, and mobility impaired neighbors when needed in our respective communities."

AVS Elevator is, signatory to the International Union of Elevator Constructors. This provides AVS Elevator a State and Union trained work force that is safe and highly skilled and available for work 24/7.

AVS Elevator is your only Tier 1 Emerging Small Business elevator company and would like to thank the City of Portland and its staff for this opportunity to serve the local community and for the City of Portland's recognition of its local Emerging Small Business's. Our experienced and divers team at AVS Elevator is environmentally focused and serving Oregon's local communities, one person at a time.

AVS Elevator is also proud to announce its self as your only local independent elevator company to qualify and be excepted into The Oregon Cooperative Procurement Program "ORCPP" #2577. This allows qualified agencies and organizations access to state contracts to purchase goods and services directly from verified local companies.

Go straight to the top by making AVS Elevator your elevator service and repair company. We're local, we're available around the clock, and our team has over 60 years local experience serving the Greater Portland area. By choosing the AVS team, you choose the safe cost-effective, reliable and resourceful alternative – Thank you!