

FOR IMMEDIATE RELEASE
2016-02-01

Elevator Consultants merger: KJA Consultants Inc. acquires Ayling Consulting Services Inc.

Toronto, Ontario, Canada – Today two of the most successful elevator consulting companies in Canada have merged operations with the principals and employees of Ayling Consulting Services Inc. joining KJA Consultants Inc. The company will continue to operate under the KJA brand and offer excellent advice and engineering on elevators and escalators to Owners, Managers and Developers in Canada and worldwide.

About ACSI

With over 100 years of industry experience, Ayling Consulting Services Inc. is devoted to offering clients the best in vertical transportation consulting. The key ACSI Principals joining KJA are:

Cliff Ayling founded Ayling Consulting Services Inc., after many years experience in the elevator and consulting industries. As a University of Toronto graduate, Ayling is also a Licensed Elevating Devices Mechanic and a Registered Elevating Devices Contractor. Ayling is currently part of the Ontario Association of Certified Engineering Technicians and Technologists and a member of Technical Standards and Safety Authority, Elevating Devices Advisory Council. He is also the past Chairman and current member for the Technical Standards and Safety Authority, Field Advisory Committee for Elevating Devices and Task Force Elevator Guarding, run under the auspices of the Technical Standards of Safety Authority. Ayling is also a CSA B44 Appendix J – Elevator Maintenance Task Force Committee Member.

Ian Hambly is a Ryerson Polytechnical Institute graduate with Honours Applied B.A. Hambly is also a Licensed Elevating Devices Mechanic and a Registered Elevating Devices Consultant Contractor. Starting in the elevator industry in 1980, his resume includes positions with Dover Elevators last serving as Area Manager in Toronto over a 19 year period, Vice President of ThyssenKrupp Elevator, Regional Manager of Lerch Bates Consulting Toronto, Technical Standards and Safety Authority, Senior Manager, Senior Vice President of Fujitec Elevator Canada Inc. and as President of MAD Elevator Fixtures. Ian joined Ayling Consulting Services Inc. in the fall of 2008.

Cliff Ayling says “We are excited to make this transition to continue to serve our clients from a larger, national platform headquartered in Toronto. We are excited that our staff Brian Hillier, Forrest Delyzer and Dan Hron will join the KJA teams in Toronto and Ottawa and form part of an elevator consulting powerhouse of 45 people across



Canada. We look forward to the increased depth of resources available to continue to provide excellent service and advice for our existing and new clients.”

About KJA

KJA Consultants Inc. is an engineering consulting firm of 40 people specializing in vertical transportation systems. The firm is totally independent, having no affiliation with any industry contractor or developer. The firm was founded in 1965 and has offices in Calgary, Edmonton, Vancouver, Montreal, Ottawa and Toronto. KJA is the largest vertical transportation consulting firm in Canada and has completed projects around the world.

Mark Davies is the President of KJA. Mark Davies has owned KJA for over five years and is heavily involved in client relations, daily operations and elevator traffic simulations. Prior to the elevator consulting business Mark had 20 years of real estate experience in property and asset management of all asset classes in both the private and public sector. Mr. Davies has significant experience with hospitality, office, retail and public facilities. He has been involved in due diligence, acquisitions, dispositions, leasing, development studies and asset management for significant hotel portfolios including hotels in the United States.

Rob Isabelle is the Chief Operating Officer for KJA. Rob has over 30 years of elevator industry experience on both the consulting and contractor side. Rob has been leading the company and providing direct consulting services to clients since 2012 along with prior consulting and executive roles at KJA from 1985 to 1997. Rob has worked in Canada, the U.S. and internationally in senior roles for Thyssen Krupp and Monitor Elevator Products.

Mark Davies is “...especially proud of the addition of this talented group of individuals who are respected and widely known in the real estate and elevator industries in Canada to the KJA team. The fact that KJA was chosen as the preferred partner for Cliff and Ian speaks volumes to the respect and growth KJA has earned in the Canadian market. We look forward to providing great service to our clients and assisting them in managing their elevator projects in these turbulent times.