



Otis Elevator
Company
1853-1978



OTIS MAGAZINE AUTUMN 1978

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Otis Elevator Company
1853-1978

In September 1978 the Otis Elevator Company celebrates its 125th anniversary. We tell the story of the birth of a new industry

This issue of Otis Magazine celebrates the 125th anniversary of a company which was founded on 20 September 1853. But the story goes back a few more years.

Elisha Graves Otis was born on 3 August 1811, on a farm near Halifax, Vermont. He was the youngest of six children born to Stephen and Phoebe Glynn Otis.

In his early years he made several attempts at establishing various businesses. However, chronically poor health led to continual financial woes.

Finally, in 1845 he tried to change his luck with a move to Albany, New York. He worked as a master mechanic in the bedstead factory of O. Tingley & Co. and stayed about three years. During that time he invented and put to use a railway safety brake and other ingenious devices.

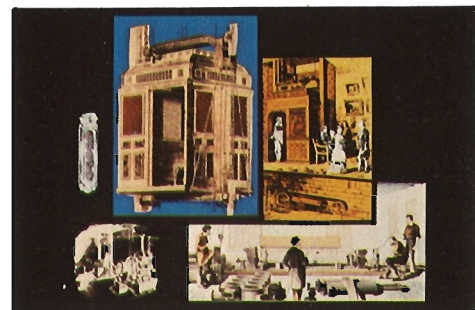
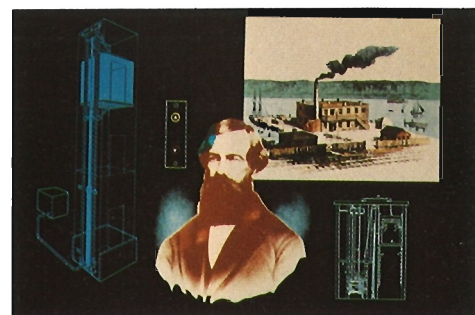
By 1852 he had ventured to Yonkers, New York, to organise and install machinery for the bedstead firm of Maize & Burns. Josiah Maize needed a hoist to lift heavy equipment to the upper floor.

Although hoists were not new, Elisha Otis' inventive mind turned to the problem of safety. If he could just devise a machine that wouldn't fall—one that would stay up—yes, that would do it, a wagon spring! A good, tough, steel wagon spring, meshing with a ratchet. If the rope gave way, the spring would catch and hold.

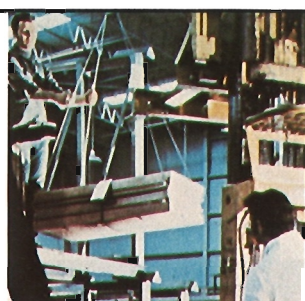
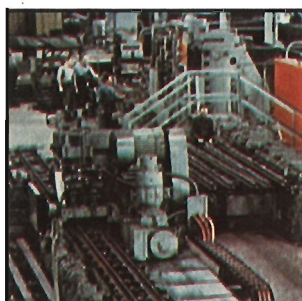
In 1853 Elisha Otis had no way of knowing that this simple safety device was to alter the face of the globe, that because of it vast cities would spring up towards the sky instead of spreading across the horizon as in the past.

The next year, 1854, Elisha Otis demonstrated his safety device at the Crystal Palace Exposition in New York. Before a large audience he ascended in an elevator cradled in an open-sided shaft. Halfway up, he had the hoisting cable cut with an axe. The platform held fast and the elevator industry was on its way.

Today, when elevators represent the world's safest form of public transport, when they are nearly as much a part of



Our pictures illustrate the growth of Otis. The electric elevator was introduced in 1889 and the escalator in 1900. Today more people ride on Otis elevators and escalators than any others and the company has dozens of factories around the world.



our daily lives as streets and pavements, it is almost impossible to conceive of cities without them.

When Elisha Otis died in April 1861 he had lived long enough to see the world's first passenger elevator installed in the store of E. V. Haughwout & Co. in New York City. After his death the business, which he began in 1853, passed to his sons, Charles and Norton. The first important chapter in the history of the elevator industry had ended, with much, much more to come.

If E. G. Otis could see what has happened to his "safety hoister" he would be more startled than the crowds at the Crystal Palace Exposition in New York in 1854.

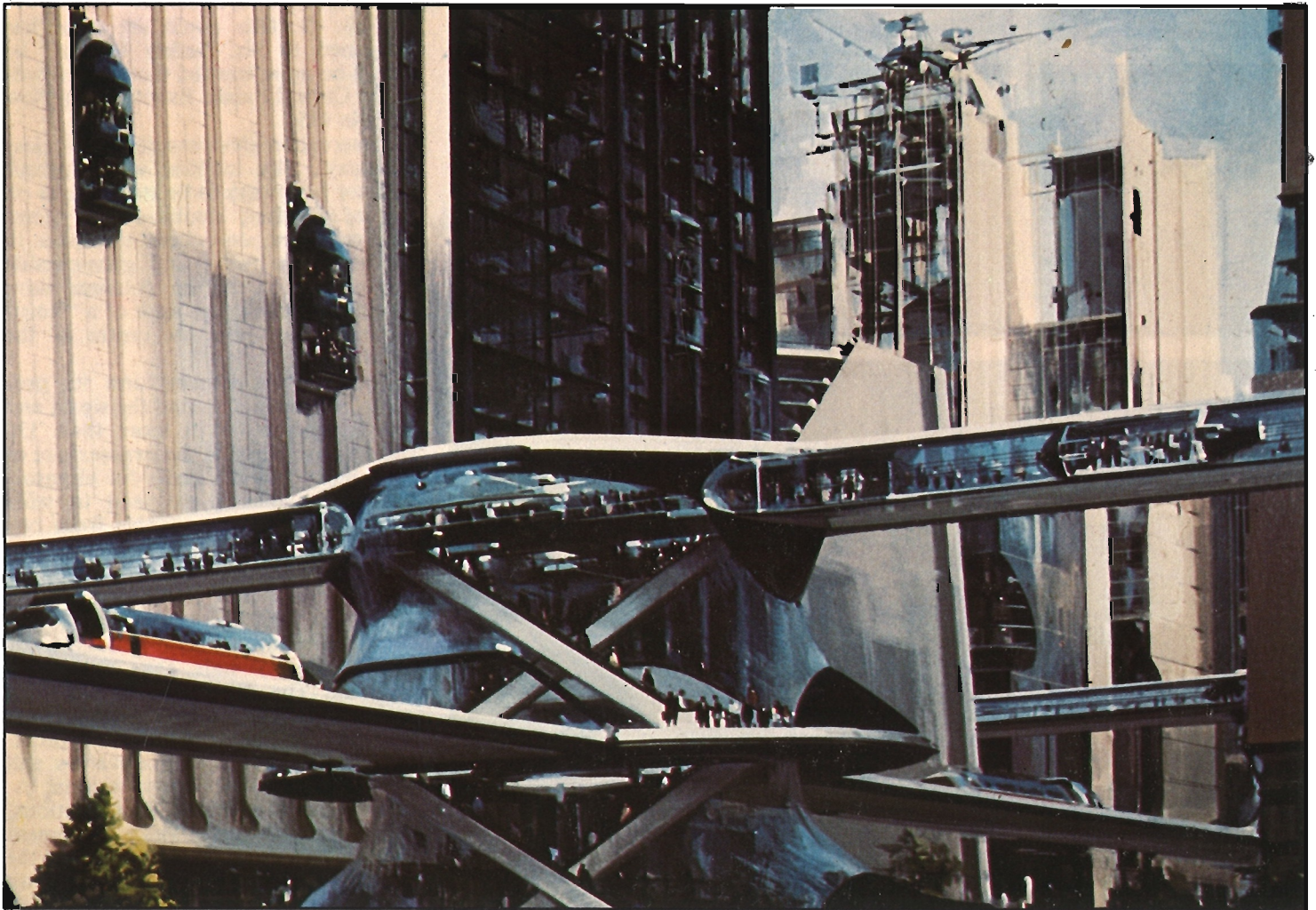
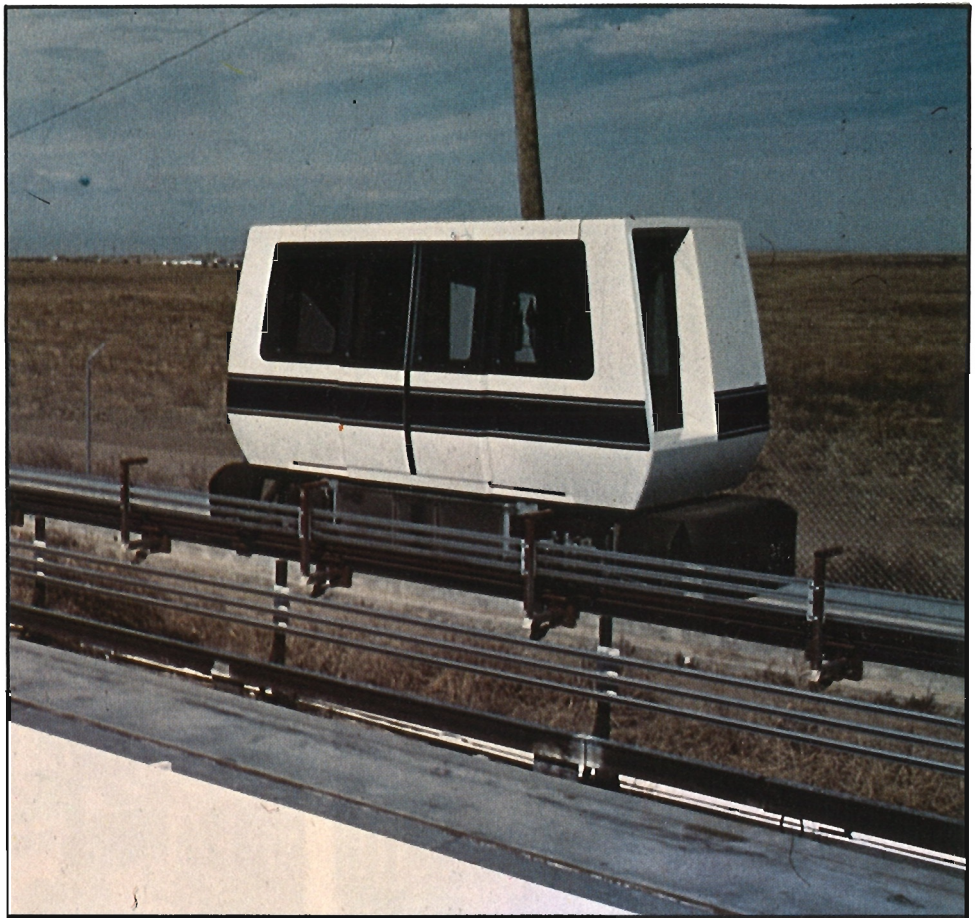
Observation elevators gliding in glass hoistways; sky lobbies, which permit elevator hoistways to be stacked one on top of another; double-deck systems with two cars, one above the other in the same shaftway; and glass-capsule cabs rising on atrium columns have altered the original concept of a "hoisting machine" near the centre of the building.

Today, Otis manufactures its products in 30 plants around the world and has representation in more than 130 countries. It supplies the largest share of the western world's needs for elevators and its escalators are used in wide applications to move people from one place to another.

Depending on worldwide levels of construction activity, Otis installs from 20,000 to 25,000 new elevators and escalators annually, accounting for approximately half the company's business. The other half is providing maintenance service on a high proportion of the large number—approximately 400,000—of Otis elevators and escalators installed in previous years.

A pioneer in multinational operations, Otis was exporting elevator equipment to 31 countries by the 1890s and in the next decade started manufacturing outside the United States: in England

Right: Revolutionary transit system developed by Otis for Duke University. Automated, it floats on air. Below: A vision of the future. Streets without traffic and self-propelled elevators that move sideways as well as up and down. Opposite page: Latest aerial view of Otis UK factory at Kirkby, Lancashire.





and France in 1900; Canada in 1902; and Germany in 1912.

In 1914 Otis took a financial interest in the flourishing British firm of R. Waygood & Co. and the name was changed to Waygood-Otis, becoming the Otis Elevator Company in 1957. Today, the UK zone is a most important part of the world-wide Otis operation, and some of its early history was told in "The British Connection," Otis Magazine, Spring 1978.

For the first quarter century, steam engines provided the motive power for elevators. In 1878 the first hydraulic elevators, using water pressure, were installed and 11 years later, the earliest electric elevators. Gearless traction electric elevators, capable of the high speeds required in even today's tallest skyscraper, appeared in 1903.

Automatic elevators with simple control systems, for slow-speed service, became available as early as 1894. More advanced control systems were introduced in 1924 while 25 years later, in 1949, the first fully automatic elevators were installed to handle traffic in tall, busy buildings.

By the 1940s dependable elevator service was needed in office buildings of only two or three storeys. The need was answered by the modern, oil-driven hydraulic elevator, using electrically-powered rotary pumps under completely automatic control.

By the 1960s elevators were increasingly standardised and efficient assembly-line methods were being used to hold down costs and to speed installation to help complete buildings sooner.

Computer-like controls using solid-state integrated circuitry were directing elevators by the early 1970s so that each car answered the calls it could handle most efficiently. "Thinking" ahead to anticipate probable demands for service, the latest systems take people to their destinations in the least possible time, eliminating unnecessary movement and conserving electric energy.

Escalators, which Otis introduced in 1900, have now been joined in this high technological era by trav-o-lator moving walks. Carrying people horizontally or on an incline, quickly and comfortably, these continuous transporters have been installed at Heathrow London Airport

and move large numbers of people without congestion.

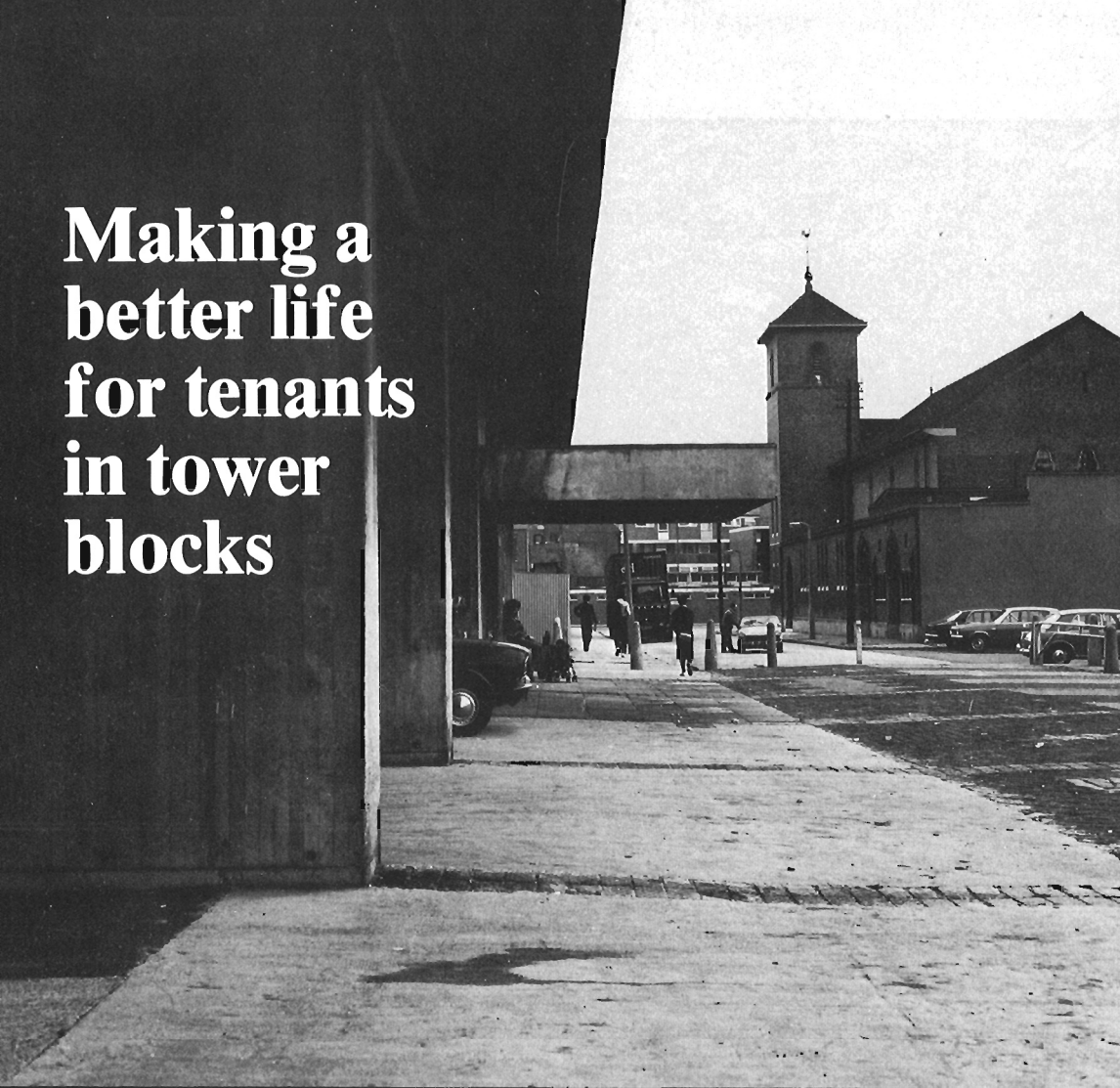
Long at the forefront of moving people, the company sees exciting possibilities for "people mover" systems developed by its Transportation Technology Division.

This unit is developing advanced horizontal transportation systems and has made significant contributions to automated transit technology, including air-cushion suspension and linear-induction motor propulsion vehicles for use in city, airport, hospital and university complexes.

In July, 1976, Otis was completely merged into United Technologies Corporation, an association that has strengthened both companies. United is benefiting from Otis' strong international and service organisation, while Otis has gained from United's advanced technology resources.

There is a simple measure of the effect of Elisha Otis' invention of the safety elevator back in 1853. Every nine days, in the 1970s, Otis equipment carries the equivalent of the world's population.

Making a better life for tenants in tower blocks



The Greater London Council is going ahead with a pilot scheme of improvements to two tower blocks in east London. Otis Magazine talked about the project with Jean Tatham, chairman of the GLC Housing Management Committee

What to do about tower blocks? The problems are considerable, there is no doubt about that. The GLC runs 380 of them and they provide homes for over 23,000 people.

Few planners are now prepared to defend the towers. Parents with children are unhappy in them and vandalism is rife. What went wrong?

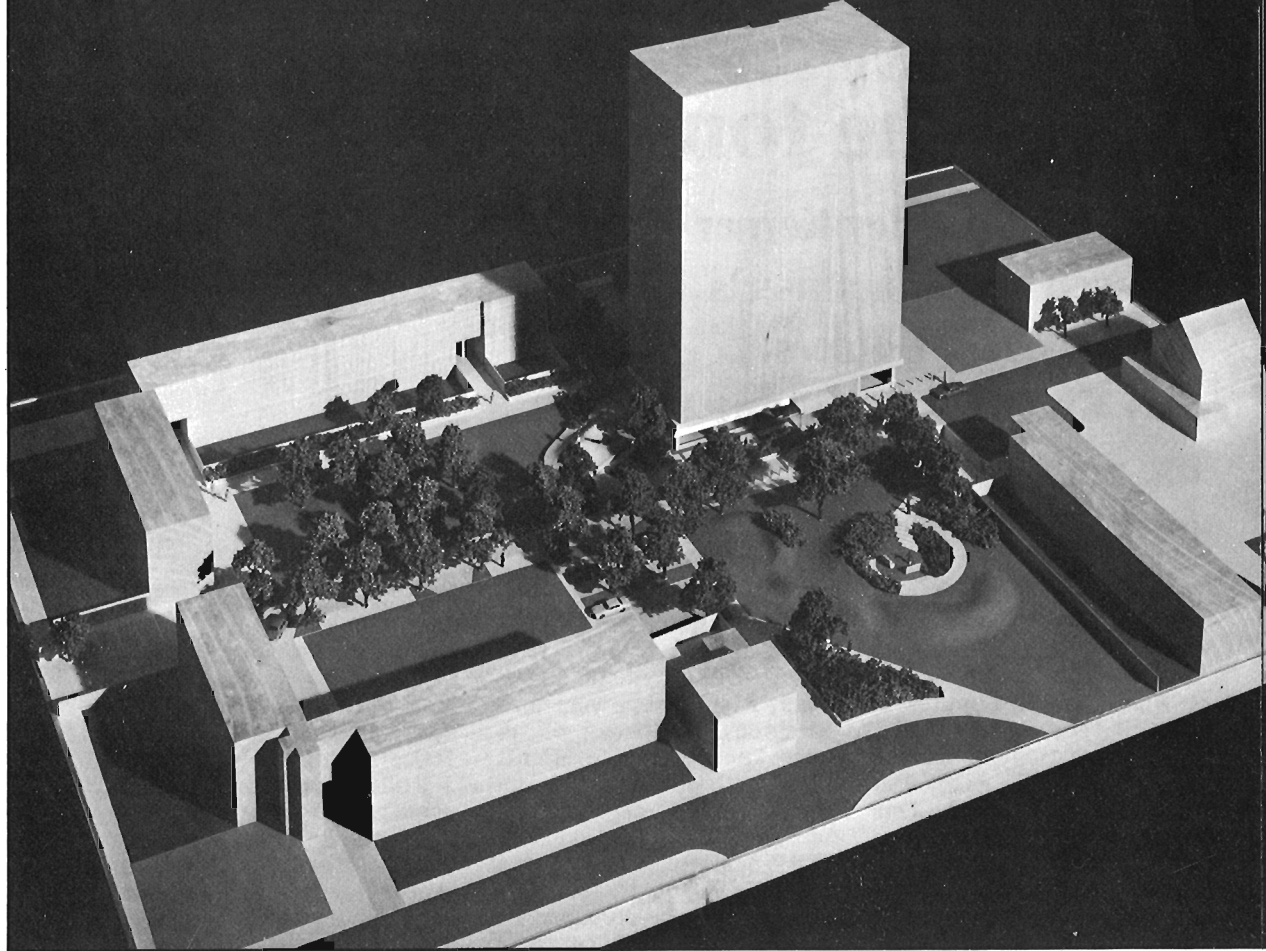
Otis Magazine talked with Jean Tatham, chairman of the GLC Housing Management Committee, in her office at County Hall. She plans to spend £300,000 on a pilot scheme of improvements which, if effective, will be taken further by the GLC and also, she hopes, by other local authorities and in other cities.

"It all started with the post-war land shortage," she told us. "In those days it looked as if the need for housing would go on for ever. There was a terrible prospect of London spreading until it reached the coast. The planners said the answer was to build upwards.

"I fully believe there is still a place for high-rise housing blocks. They are suitable for many young marrieds without children. And we hope to start making them more



Left: Two views of the Lincoln Estate in east London as it is today. Right: A GLC model showing the planned landscaping of the surrounding areas which is to come



desirable places for people to live in. Where the planners went wrong was in not realising that life would be difficult for mothers with children.

"We are starting our improvement scheme with two blocks on the Lincoln Estate in east London, and two further schemes, also in east London, are in the pipe-line.

"The number one priority, as we know from talks with tenants, is for controlled entry. Prowlers and vandals must not be able to get in at will.

"At the main entrance there will be an entry-phone system, and we have one in mind which is as near vandal-proof as possible. Once the visitor has been admitted he will then go to a landing door, serving at the most six flats, and again have to be admitted by the tenant. So there will be the tenant's own private door, a landing door, and the main entrance door, to keep out prowlers.

"At the front entrance there will be an estate officer on-duty. We are also considering having a room which the beat policeman can use and be available to tenants. When the estate officer is on duty the front

doors, of course, will be open.

"Secondly, a lot of tower blocks have open space underneath. With the approval of the tenants we want to build a crèche, a launderette and a hair-dressers down there, and perhaps other shops. It will give women services on the spot, stop a lot of the vandalism by children playing under the blocks and also prevent undesirables dossing down.

"Thirdly, we want to carpet the ground floor corridors and generally improve the interior decorations. And fourthly, we will plant trees and shrubs, landscape the surrounding areas and make a determined effort to stop cars using the estates as through-ways."

We asked Mrs Tatham what the tenants at the two guinea-pig blocks thought of all this.

"Most tenants think it is a marvellous idea. They will have to pay a bit more rent, of course, for the services of the estate officer and things like that, and one or two have complained that as the GLC built the blocks in the first place, they don't see why they should have to pay for our mistakes.

"And I had a lovely crack from a local about the carpets, 'as you roll 'em down at one end, mate, somebody will be rolling 'em up at the other.' But the majority are enthusiastic.

"Vandalism by children is a considerable problem. They are incredibly ingenious, of course, at putting lifts out of action, even when they are supposed to be vandal-proof. All right, then, you ask your technical chaps to come and see me at County Hall and I will tell them about our problems. Perhaps they will come up with some answers.

"Not that one can always blame the children for destruction. When I first took this job my staff would show me schemes for courtyard improvements with trees and shrubs. I went to an estate and said to some children: 'Suppose we plant some shrubs. What will happen?' The children laughed: 'They'll all get pulled up.'

"But, in fact, it didn't happen. On an old estate, not a very pretty one, there was a huge area of red roses—and the children had not touched them.

"Even so, we are trying to reduce the numbers of child-

ren in tower blocks. At the moment we are not putting families with children in flats above the fourth floor and in the long term I would like to see children out of them altogether. Tower blocks are just not suitable for children.

"If this pilot scheme works I believe the two blocks will become quite desirable and sought after properties. They can be made ideal for young marrieds.

"In my own constituency at Bromley we had to decant two tower blocks because of major repairs. We made a policy decision that in one of the repaired blocks we would not re-let to people with children. If they had children we re-housed them.

"The flats were then let on a rent-and-save scheme in the hope that tenants would be able to save enough to put a deposit on a house and start a family. I would like to see this scheme eventually extended to all our tower blocks.

"And let me just repeat that there is still a place for tower blocks. For many young marrieds without children they can offer advantages. But they are not places in which to bring up a family."

The ton-up boys

Otis' own Hartley Kerner did well in this summer's Isle of Man TT Races.

Ray Knight writes about the man-sized sport of motor cycle racing

Motor cycle racing is one of the toughest sports in the world. A man who really knows is Hartley Kerner. He is with Otis in London in West End repairs.

Hartley competed in the Isle of Man TT Races last June with two bikes. One was a Honda-powered 600cc for Formula Two racing. The other was a big 1000cc job for Formula One and sponsored by a motor cycling paper.

He came 11th in Formula Two (a fine achievement against many works riders) but had to retire in Formula One with ignition trouble after 5½ laps. Let him tell his own story of what happened in practice a few days before.

"I lost control of the big bike and came off at about 100mph. I skidded along the

road for 250ft, went through a fence, tumbled over eight times and ended up in a field some 4ft lower than the road. My leathers were torn to shreds, I had cuts on an arm, knee and ankle, and it took half an hour for my heart rate to get back to normal.

"When you fall off at the Isle of Man you don't usually get up. Anyway, we had to rebuild the bike, practise and get qualified—and then in the actual race there was bad luck with the ignition trouble."

And if that isn't cool, who can say what is?

There are many different kinds of motor cycle racing but it is mainly road racing that gets into the limelight. Throughout the years England has produced riders

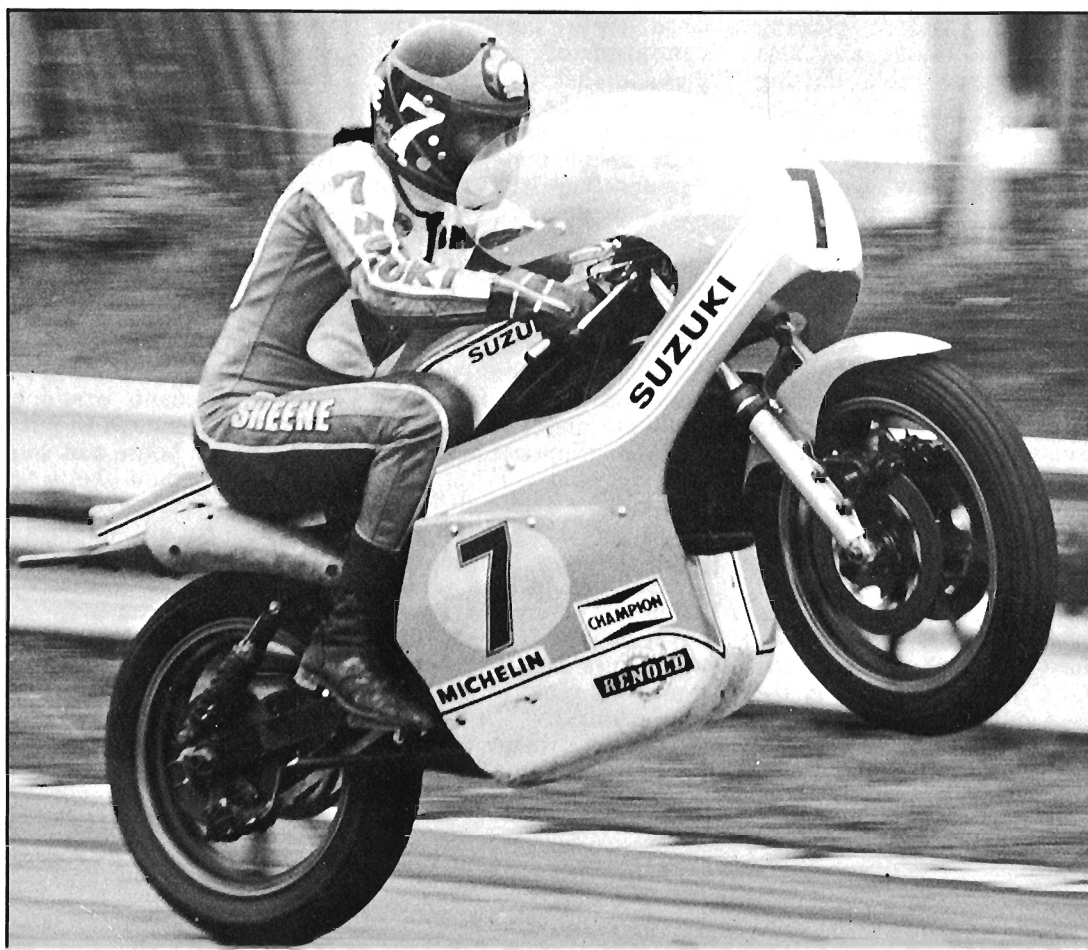
who have led the world. The Woods, Guthries and Friths of earlier times to Surtees, Duke and Hailwood and the stars of today up to superstar Barry Shene, the current 500cc champion, who owns a Rolls Royce Corniche and earns a six-figure income.

Shene is the two-wheel equivalent of James Hunt in motor car racing, and we have all seen them together in those advertisements with Eric and Ernie. In motor cycle racing there are world championships in different classes—50cc, 125cc, 250cc and 500cc—so the 500cc bikes are the heavyweights and get most of the glamour treatment.

A 500cc Suzuki, as ridden by Barry Shene, will develop around 120 brake horsepower and can reach up to

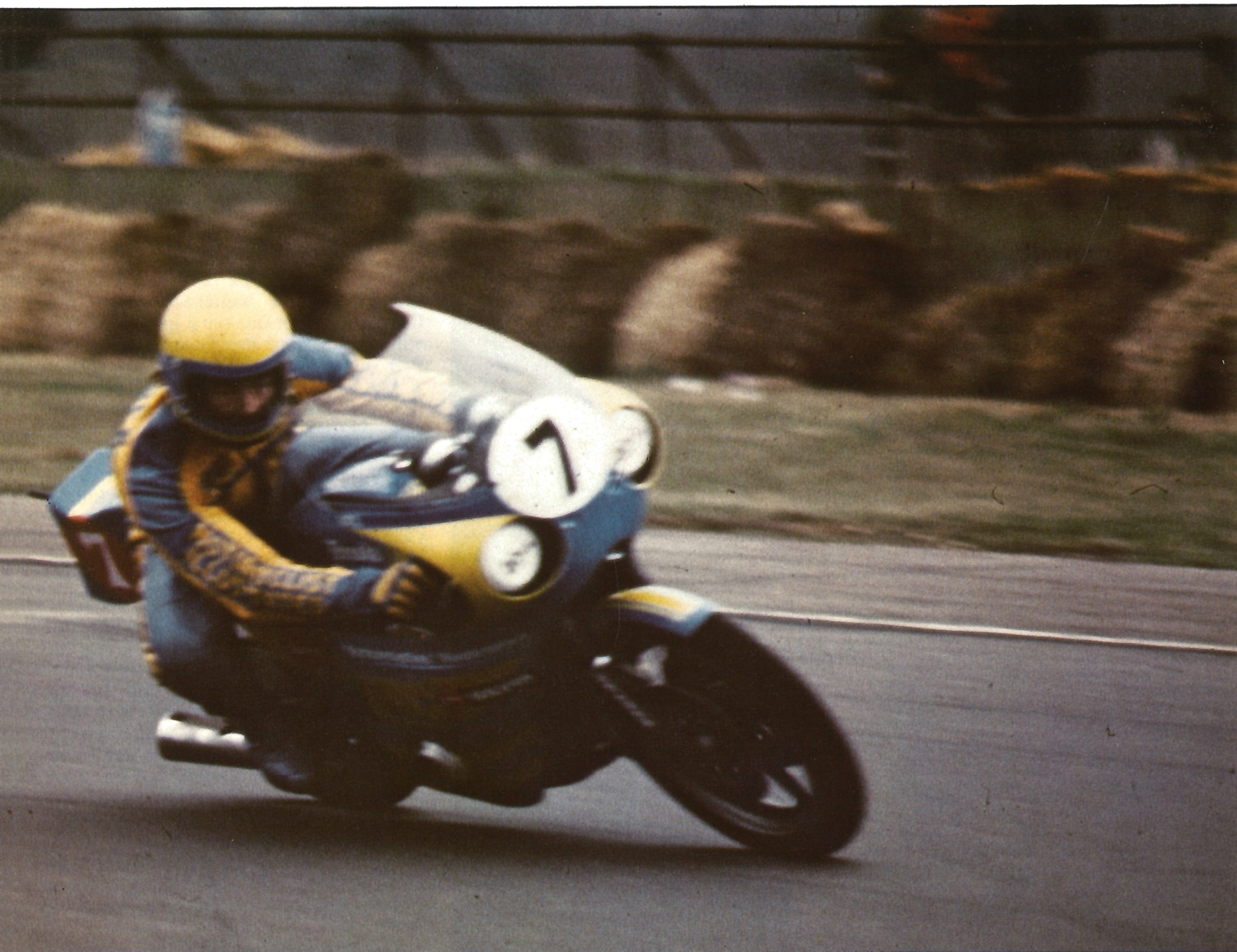


Above left: Phil Read winning the Formula One event in the 1977 Isle of Man TT Races on a Honda. Below left: Barry Shene showing the style which has made him current 500cc world champion road racer. The tremendous power stands the machine on its back wheel at full acceleration. Right: Hartley Kerner of Otis winning a production race at Snetterton on a Dresda-Honda.



190mph on the fastest Grand Prix circuits. It is a four-cylinder, water-cooled machine—complex and temperamental. Its smaller brothers, mainly Yamaha and with twin cylinders, are less so but they still need a strip and rebuild every 300 miles to keep them in top form. These two basic kinds of bike are the ones you find contesting Grand Prix around the world.

But there are other events for road racing machines apart from the many Grand Prix. Twenty-four hour endurance racing is gaining increasing support. There are races around the continent from Le Mans, Barcelona and Spa. This year's UK round of the championship series is a mere 500 miles long and will be at Brands Hatch on 24 September. Bikes for this type of event are predominantly four-



stroke, four-cylinder 1000cc machines developing around 120 brake horsepower and capable of 180mph. Two men take turns to ride.

Because Grand Prix machines are so expensive there are classes of road racing for production machines. That is, the kind of bikes you see in the high street, but with modifications to make them faster and safer for competition work. Derived from these classes, which in some ways are like production car racing, are the recently introduced Formula TT races.

In these, staged initially as part of the famous Isle of Man Tourist Trophy Races, engines of highly modified machines must be derived from roadsters and there is a handicap system relating capacity to two or four-stroke action.

And that brings us back to

Hartley Kerner. At this stage of his sporting career he is not concerned with the Grand Prix events or the Suzuki or Yamaha type of bike. These start from £2,500 apiece and rise very rapidly in price. He has had a fair measure of success, won a club championship in the production class and this year has nine other wins to his credit. So he decided to have a go at the Isle of Man.

He built his own bike for the Formula Two event from a standard Honda 500cc four-cylinder roadster. It was stripped of everything necessary for road use: lights, mudguards, seat, petrol tank, silencer, steel wheels and so on. Some were replaced by lighter, racing parts. The motor was bored out to 600cc, a racing camshaft fitted, pistons machined, compression ratio boosted, and all components

lovingly reassembled to racing tolerances.

The Formula Two event for bikes up to 600cc was over four laps of the Isle of Man circuit. If that does not sound much bear in mind that one lap is 37.7 miles long, and at one stage the route climbs over a 2,000ft hill.

Thousands of fans flock to the island every year in the first two weeks in June. Competitors visiting for the first time start what seems the near impossible task of learning all the bends in the circuit, and there are 264 quoted in the *Guinness Book of Records*. Many spend several days going over the course on an ordinary roadster, riding round and round through the villages, trying to remember which bend is coming up next.

After this there is a whole week of serious practice with

the public roads closed by law to normal traffic for a couple of hours each evening.

The lap record for the Isle of Man circuit stands at over 112mph. It sounds high enough anyway, but there are many hairpin bends which can only be taken at 10mph, so you can appreciate how fast a bike must go on the straights to make an average lap speed of over 100mph. Most of the circuit is little wider than many a country lane and this is the most difficult road racing circuit in the world. It is a tremendous test of skill to achieve even a modest place. In fact, many riders are quite satisfied to ride the full race distance.

Hartley Kerner won his 11th place in Formula Two against professional riders and many machines works-built regardless of cost. It was a great effort.

Long journey to Jupiter and Saturn

*Powered by UTC boosters and rockets
two spacecraft are well on their way in
the longest-ever space flight*



In the summer of 1977 two Voyager spacecraft were launched from Cape Canaveral, Florida, on a journey which will take them to Jupiter and Saturn and then on into interstellar space.

The two craft are now well out into their enormous voyage and will begin to send information and pictures back from Jupiter in 1979.

They were blasted off from earth by a Titan 11-Centaur launch vehicle powered by booster rockets built by the Chemical Systems Division of UTC, an Otis sister company. Liquid hydrogen-fuelled rocket engines built by Pratt & Whitney, another UTC division, provided the power for placing the Voyagers in earth orbit and then kicking them into their planetary trajectories.

Making measurements and taking close-up pictures, the Voyagers will send back information which could throw new light on the origins and early history of the solar system and our own planet earth.

After investigating Jupiter in 1979, and Saturn in the late summer of 1980, the spacecraft will continue outwards to cross the wind of charged particles from the sun and thus venture into interstellar space.

The Voyagers are advanced versions of planetary explorers that have studied Mercury, Venus and Mars. The craft weigh 825 kilos and differ from their Mariner and Viking predecessors in many respects.

They are more independent of earth-based control than earlier planetary spacecraft. Although they carry the largest communications antennas yet flown (3.7 metres in diameter) the great distances which radio signals must travel, and the long life-time of the mission, mean that the Voyagers must be able to take care of themselves.

Since the amount of sunlight which strikes outer planets like Jupiter and Saturn is only a fraction of that which reaches earth they cannot depend on solar energy but must use nuclear power for their instruments.

When the Voyagers get to Jupiter a "sling-shot" technique will be used to speed the journey to Saturn. This makes use of Jupiter's vast gravitational field and Voyager I will arrive near Saturn more than three years after launch—without the gravity assisted technique the journey would take six years. When it reaches Saturn, Voyager I will have travelled 1.4 billion miles.



A Voyager spacecraft is blasted off from Cape Canaveral on a Titan 11-Centaur launch vehicle at the start of its long journey. Left: One of the giant booster rockets is checked by a crew at the launch complex.



Above: The Irish Life Centre, including new chief offices, at Lower Abbey Street in Dublin. Top right: The surrounding area of the Centre. Below right: Fully equipped swimming pool for staff and tenants. There are 13 Otis passenger lifts serving staff and tenants in the Centre.

MEET OUR CUSTOMERS

IRISH LIFE

With assets of £350 million Irish Life is the largest life assurance company in the Republic of Ireland. It was formed in 1939 through the amalgamation of four small Irish companies and the Irish interest of five major British life offices and held the name "The Irish Assurance Company Limited" up to 1959 when Irish Life was born.

Based in Dublin, the company gradually outgrew its original fragmented accommodation in the city centre—Upper O'Connell Street—and by 1962 a new headquarters had been built on a site by the peaceful Grand Canal at Mespil Road in Ballsbridge, some two miles south of the central area.

The move was a trend-setter and created a pattern which has resulted in the establishment of the Ballsbridge area as a prime office zone housing the head offices of the country's largest banking and financial institutions.

The company transacts all types of life business including industrial branch (home life), ordinary branch, pensions and annuities. The Irish Life Property Modules, Blue Chip Fund

and Managed Funds have achieved outstanding performances since their inception and frequently top the charts in competition with the products of leading UK life offices. (The Property Modules Fund at £61 million is the third largest fund of its kind).

Irish Life markets its products in Ireland through a network of district offices serviced by a field staff of over 600 representatives and inspectors and in the UK through its branch offices in London, Belfast, Manchester, and Birmingham.

Company assets had grown from £37 million in 1962 to exceed £200 million by 1976 and the staff had overspilled from the Mespil Road head office to various other office blocks in the Ballsbridge area. This growth had been foreseen in the early seventies when the decision to build a new chief office had been taken.

Various possibilities were investigated. Accessibility was felt to be a major feature in determining the location. A central

position, convenient to all modes of transport, public and private, was essential.

The site chosen to meet this requirement was a four-acre lot between Lower Abbey Street and Talbot Street in the very heart of the city. The 550 chief office staff moved into the new Irish Life Centre in September 1977. Staff and public alike find it most accessible. It is situated convenient to many bus routes and the central Busaras. The two city centre railway stations are close to hand and ample car parking accommodation is provided within the Centre.

Irish Life Centre is, however, much more than a relocation of the company's offices, a mere stone's throw from its first home at O'Connell Street. Irish Life, in fact, occupies only one-third of the accommodation in the Centre which apart from other office space also incorporates extensive shopping facilities, residential apartments, a recreation centre and generously landscaped garden and plaza areas.

Irish Life used Otis lifts in their O'Connell Street offices

during the '40s and '50s and in their Mespil Road offices in the '60s and '70s. Otis have put 13 passenger lifts into the new Centre and Irish Life Assurance are sure Otis products will serve their policyholders and staff well into the next century.

Irish Life's property investment department has a multi-million pound programme of property investment and development. The company has a portfolio of top class property in Ireland, Great Britain, France, The Netherlands and Belgium. Irish Life undertook project management of office developments in The Hague and Brussels in the early seventies and now reaps the rewards in rental income for its policyholders.

Many of the development projects are progressing in Dublin at present. The most outstanding, with construction commencing this summer, is the Moore Street Centre—a giant shopping complex in the city on a site leased from the Dublin Corporation.

It will be a very exciting project.



The new headquarters in Dublin of Irish Life Assurance Company are more than an office block, writes property investment manager Michael Lucey. There are shops, flats and a swimming pool for staff and tenants

Otis is training them young

Under the Youth Opportunities Programme they come to Otis to learn office skills

Through the government's Youth Opportunities Programme many youngsters, who might otherwise be on the dole after leaving school, are being given work experience by commercial and industrial companies.

Otis can claim to be a front-runner under this programme. At the Kirkby factory, near Liverpool, a number of boys are working side-by-side with apprentices in the training school. The government-sponsored boys do a six-months' industrial training course. The com-

pany pays the boys' wages and is reimbursed.

But at the Otis head office in Clapham Road, south London, there is a different kind of scheme. This one trains school leavers in office skills. It is also a six-months' course but the trainees are paid directly by the Manpower Services Commission. In neither scheme, though, does the company receive any government money for this work.

Otis training manager Alan Seddon says: "We have been running the office

training scheme for just over a year and during that time have had 22 trainees. Their ages vary between 16 and 18-plus and we give them an appreciation of general office work: typing, filing and the use of office equipment.

"The boys and girls are usually sent by careers officers. We see everyone but take on about one in three. Abilities naturally vary enormously and we try to match them to the jobs they can do best.

"All we are concerned

about is that they want to work. There is no other yard-stick for selection. We have had youngsters with frankly poor school records who have been real goers and done well.

"In normal times a lot of these youngsters would have no difficulty in getting jobs after leaving school. But times are not normal and some have been after several jobs without success. There comes a point when youngsters begin to feel they must be no good and that nobody wants them.

"But I have seen them, after a month on our scheme, get their confidence back. And after four months some are completely different personalities.

"Mind you, we have had our failures. Like the girl who came to us from a detention centre and was back there within a few weeks. But that was an unusual exception.

"We also take on youngsters who are physically handicapped and try to find suitable work for them. There was a girl of 18 who was totally deaf and dumb. She had six months with us and is now working in a bank as a copy typist.

"If there are vacancies at the end of their six months with us we are delighted to keep our trainees in permanent jobs. One who has just finished, Ava Mapp, is joining the staff to stay on in the typing pool."

Otis Magazine had a talk with Ava. She is a bright, cheerful girl of 18 who is very happy to be staying with Otis. She lives in nearby Brixton and went to school



Trainee Emma Sands likes using a calculating machine.



Government-sponsored trainees at Otis. L to R: Deborah Saunders, Emma Sands, Susan Reynolds, Ava Mapp, Paulette McDonald, Denise Owen, Martha Lain, Tony Orlebar and Linda Archer

in Norwood. On her arrival, six months ago, she could already type but says: "I am much better now and can get on fine with an electric machine." Ava has a 22 year-old sister in Manchester and two brothers at home.

Tony Orlebar, the only boy on the scheme at the moment, is 18 and for the last four months has been working in the book ledger department involved with invoices from the Kirkby factory and computer print-out.

He says: "I enjoy figures and asked to stay in the accounts department instead of being moved around." Tony lives in Tooting (all the trainees are more or less local) and has a brother of 17, who is starting life as an electrician, and a brother of 15 who is still at school.

Emma Sands is 17 and went to school in Camberwell. She has been on the scheme for only a few weeks and is in the accounts

department. "I like using a calculating machine," she says, "but will probably move to other departments during my six months." Emma is an aunt, by the way, with a six-year-old niece.

Emma's great friend at Otis is Linda Archer, who is only 16. She lives in the Borough, left school last Easter, and is now in the export department. She likes working in a big office with lots of people around.

In fact, all the trainees Otis Magazine talked with seemed genuinely happy in their work and eager to stay with the company.

About this Alan Seddon says: "Even if they can't stay with us there is one reassuring thought. Everyone who has been on this scheme so far, and not been retained by us, has got a job elsewhere within a couple of weeks of leaving.

"And those we have kept after training don't seem to

want to leave. As you know, in office work, young girls do tend to come and go, but the people we have trained ourselves seem to appreciate the way the company does things."

Otis Magazine asked Alan how he went about training. He laughed. "There is a popular misconception about training managers. Training is done by the line manager in the department. My job is to ensure that it happens and to advise on techniques and methods—to provide the tools for the line managers.

"I also maintain liaison with the Industrial Training Board. Otis has done a lot of work on training for management in industrial relations, a difficult area in industry today, and there is now a recommendation from the ITB to follow what we have done.

"But that doesn't mean copy. It takes a lot of time to devise any training scheme

because every company is different."

But training for management is a long way from the youngsters who are with Otis for their six-months' introduction to office work (although, who knows, some of them may be managers themselves one day).

Otis is probably the only company in the country which has a comparable scheme for youngsters and it has attracted a lot of attention.

Swedish television has done a programme on the scheme. The BBC is preparing a play for schools TV based on it and the present group of trainees are being made the subject of a study by sociologists.

As Alan Seddon said to Otis Magazine when we asked if we could interview some of the boys and girls: "Oh, they love interviews. They get interviewed almost every week."

SPOTLIGHT ON BIRMINGHAM

Biggest Otis branch



Left, and L to R, Bill Cocking, Gill Lockyer, John Baker and Eddie Williams. Centre, and L to R, Ray Large, Bill Pillans, John Baker and Ian Pollock. Right, Tricon House with four Otis 20-person lifts at 1.5 mps. Architect, Sydney Kay Firmin & Partners; contractors, Higgs & Hill. Below, Broadway office and shop development has 11 Otis passenger lifts including three 2-car groups with capacities of eight to 20 people at speeds from 0.55 mps to 1.5 mps. Architect, John Madin Design Group; contractors Holland Hannen & Cubitt.



outside of London

Otis Magazine goes to see district manager Bill Pillans

Birmingham is at the heart of industrial Britain. The hamlet of Anglo-Saxon times became a busy village in the 16th century, with many smithies, grew into a market town in the 17th and 18th centuries, and exploded into a major manufacturing city during the industrial revolution.

It supplied the world with a vast range of manufactured goods, and with the arrival of the petrol engine became the hub of Britain's motor car industry. In 1824 John Cadbury, then 23-years-old, started the chocolate business which grew into the industrial estate of Bournville, pioneering welfare standards which were followed around the world.

Modern Birmingham is still pioneering. Its latest pride and joy is the booming National Exhibition Centre, facing its greatest test this coming autumn, when it will be the venue for the International Motor Show. Over one million visitors are expected and the city will be bursting at the seams. It will also have to do something about parking visitors' cars and there are even emergency plans to use one lane of a major road parallel to the M6.

No doubt Birmingham will cope with this invasion with its usual cheerful efficiency. This bustling West Midlands metropolis, the second biggest city in England, is used to getting on with things. After the Second World War, when it was badly bombed, it was among the first cities to rise again with a new commercial centre.

Otis Magazine went there to see Bill Pillans at the branch office in Newhall Street. It is just around the corner from the International Publishing Corporation works in Charlotte Street which prints the magazine. At least Birmingham branch shouldn't be late with its news!

The branch employs over 80 people because Birmingham, as the second biggest city, is the largest Otis branch outside London. There are six service centres looking after nearly 1500 units in an area of 5947 square miles.

This area extends to Stoke in the north, Rugby in the east, Hereford in the west and south as far as Banbury.

There are many valued customers of national and local importance, and in the space available it is unfortunate that we cannot mention them all. Some of the largest customers are:—

Coventry Corporation, with 131 units approximately; Birmingham Area Health Authority with approximately 80 units; Rackhams Stores (House of Fraser) with 20 units in one building; and the University of Birmingham with over 40 units.

There are also Otis units in the Bull Ring Shopping Centre, the famous Rotunda, City Centre, GPO Tower and, of course, the National Exhibition Centre.

Rebuilding of multi-storey office blocks has come to a halt over the past two years which has ended the Phase III re-building programme of Birmingham. Further high-rise buildings are starting to be planned for possible completion in 2-3 years time and this is welcomed on all sides as the tendency over the last few years has been for medium and low-rise buildings.

Because of the large number of older properties in Birmingham it is currently going through an active programme of refurbishment and it is hoped that this will increase both new sales and service work in the future.

In the office we met some of Bill's staff. Ian Pollock, the service sales representative, started in Bristol as an apprentice in 1962 and six years later moved to Swindon as local representative for Otis. He then worked for two competitors for five years and returned to Otis in Bristol as a service representative in 1974, arriving in Birmingham in 1975.

His wife is expecting their first child in late November this year. What spare time he has is spent looking after his house and garden and his main interest is photography. The photographs on these pages are by Ian.

New sales are looked after by Ray Large. After an apprenticeship with another firm he began with Otis as a draughtsman in November 1957. He worked in sales engineering for two years then spent 15 years in London

sales, arriving in Birmingham in 1975. His main interests are car maintenance, the local Cub Scouts, of which he is a leader, as well as his family of five children.

John Baker is service manager and started 13 years ago as an apprentice. Bill Cocking is a service supervisor and has been with the company since 1956. Eddie Williams, the other service supervisor, started in Birmingham 12 years ago as a mate. We asked him what happened after that. He said, "I was so good they made me a supervisor." He looked surprised when everyone in the office laughed.

Gill Lockyer, the repairs supervisor, has been with Otis for 22 years and John Coss, construction supervisor, has 17 years with the company, starting as a mate. The two staff adjusters are Bill Williams and John Fellows.

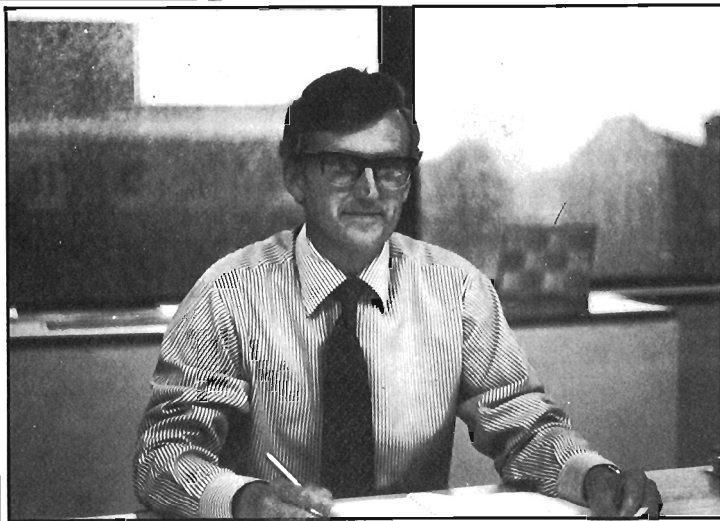
The longest-serving member is Bob Nourse, a service mechanic who has been with the company for 32 years, though Arthur Raybould and Danny Parkes, a repair engineer, have notched up 28 years and 27 years.

Bill Pillans started in 1947 with Otis as a fitter and later as supervisor in Glasgow. In 1957 he went to Liverpool as a service salesman, and in 1961 to Leeds as branch manager. In 1972 he became manager in Dublin for the Republic of Ireland and arrived in Birmingham in 1975 as branch manager. He is now the central district manager responsible for Nottingham, Luton and Southend as well as Birmingham. Born in Edinburgh, he was brought up in Glasgow, and now lives in Staffordshire.

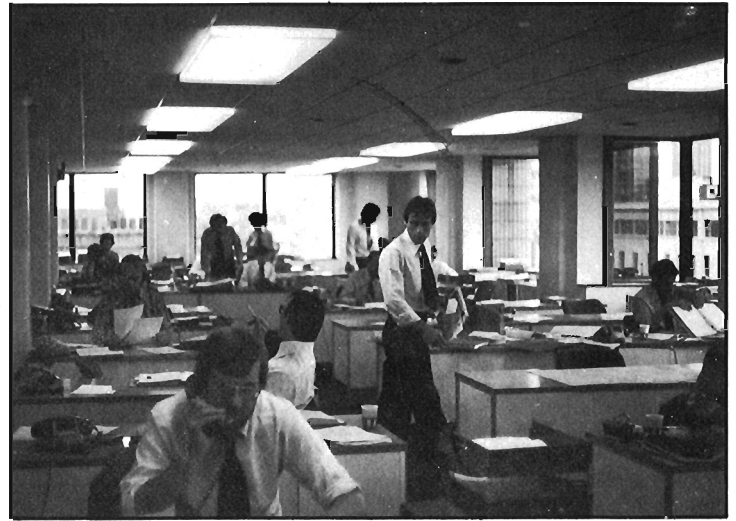
Bill is a member of the Long Service Association as are Bob Nourse, Danny Parkes and Arthur Raybould.

And just so nobody thinks the branch is an all-male outfit, the smooth running of the office is by Wendy Fellows, June Glover and Beverley Tooze.

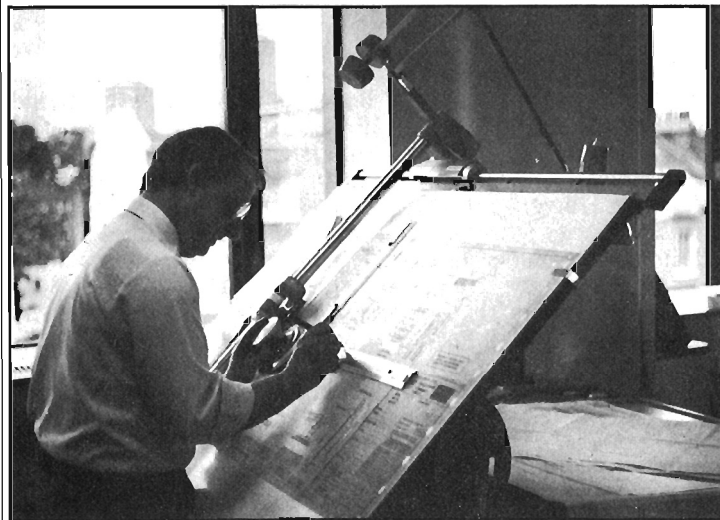
In Birmingham they are proud of their past and present record, which has been due to team effort and to the very good relationship they have built up with customers. That's how they manage to keep nearly 1500 units on service.



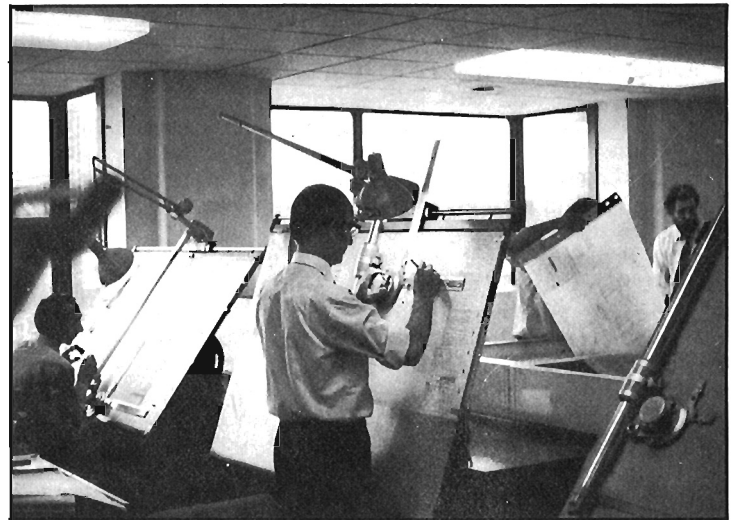
Roy Mills, sales and service administration manager



Estimating office with Paul Kirk-Browne in foreground



Peter Shaw at work in the drawing office



The drawing office again, with Peter Beavis in foreground

FACE TO FACE Sales and service administration

On 1 June 1978 the service sales department was merged with the sales administration department to form a new unit at Clapham Road. Otis Magazine went to see Roy Mills, formerly sales administration manager and now manager of the newly-formed sales and service administration department, to hear all about it.

"We are in a time of changing markets," he told us. "There is less new building going on at the moment, as we all know, but a great deal of work is being done in the refurbishing of existing buildings, and Otis is very much into this activity. It seemed the right time to bring the two departments together."

"It is hoped that the new arrangement will give us greater flexibility. Both departments, of course, have always been concerned with estimating for tenders and processing orders and contracts up to the point of manufacture, although for

different areas: one for new sales and the other for service sales. There was a lot of common ground between us and a lot of common information."

The new department will, as previously, be supporting the sales organisation. When a salesman, anywhere in the country, has an enquiry for a new installation, or for the modernisation of an existing one, the procedure is to ask Roy Mills and his staff to prepare an estimate for tender.

There are exceptions to this procedure, in fact, and perhaps 25 per cent of all tenders for new lifts are prepared by the salesman himself. Nor does the department get involved with London Transport escalator work, because this is a highly specialist area, but it handles LTE lift work and there is a programme of modernisation in hand at the moment.

After a contract has been agreed the order is processed and

put into a format which the factory can use as a specification. Layout drawings are prepared for the client and finally go, with an abstract, to the factory. The drawings and abstract also later go to the field erectors on site.

The department's involvement can continue to the completion of the contract. For any number of reasons the client may want modifications and changes as the building work progresses. At the end of the day, when the installation has been completed, and before final accounts are submitted, any outstanding points are resolved.

This is a key department and the staff of around 60 people comprises some very senior men. Some 16 have more than 25 years with the company and three or four more are rapidly approaching the 25 year mark.

Bob Lake, chief draughtsman, has been with Otis for over 40 years. Ted Brough, chief estimator and Roy's deputy, has done over 25 years and started in stock control. When the factory moved from Falmouth Road to Liverpool, Ted chose to stay in London, but he was very active during the move and spent a lot of time in Liverpool helping in the transfer of production control.

Stan McCall, who started in the field as a mate, is responsible for pricing data and estimating instructions and has also spent time at the Liverpool factory. Arthur Gracie has over 40 years service, started life as a fitter, and is now responsible for site surveys, a most important activity. Les Pickford is responsible for the whole of the O maintenance contracts and is yet another man with more than 25 years service.

Because of the number of specialist skills needed in the department there are two training supervisors. Jack Garrod looks after the drawing office and Alan Goodin handles the estimating side. Training is taken very seriously and at the present time five people are in further education, with one doing a BSc course in engineering.

Estimating supervisors Eddie Stone and Stan Chambers are both ex-apprentices. In fact, there are six in the department, including Roy himself, who started as an apprentice at Falmouth Road in 1948. After doing his five years he went into the drawing office and then, as he says, "I deserted the ranks for three years and went to another lift company to see what the outside world was like."

He doesn't say what he thought of the outside world but came back to Otis as a draughtsman and later went into the sales engineering department, as it was then, as an estimator. He was promoted to chief estimator and last October was appointed sales administration manager when his old boss, Len Pye, went to a senior position. Roy says: "Len gave me a lot of encouragement and help. Many years ago, you know, I used to have to fetch his tea."

As head of his newly-formed department Roy now reports to Tom Pratt, FOD and administration manager. At home Roy is a family man and lives in Morden, Surrey. His 21-year-old son has just finished a course in video engineering and his 18-year-old daughter is secretary to a solicitor. He does a little gardening and tries to get a Sunday morning game of golf at the Mitcham club. Greatly daring, Otis Magazine asked his handicap. He laughed: "I cheerfully admit to 20, which allows me to relax and actually enjoy the game. Mind you, I have been called 'bandit' in my time, but that's only when I win some money."

Roy is a keen supporter of the Otis Long Service Association. Perhaps he has to be because Bob Lake is the secretary, and Jim Green, also in the department, is a committee member. As Roy says: "It is a great thing and much envied by other Otis associated companies. In fact, we have one or two honorary members from outside the UK. And the committee devote a great deal of their leisure time to it."

It may be that to people out in the field the staff of the sales and service administration department seem like back-room boys far removed from where the action is. But without their careful planning and control from the beginning there just wouldn't be any action. It is, as we have said, a key department staffed by key men.

LONG SERVICE ASSOCIATION GET-TOGETHER AT WOBURN ABBEY

On 23 June 1978 members of the Otis (UK) Long Service Association visited Woburn Abbey with their wives.

A total of 230 people travelled by coaches, three from London and two from Liverpool works. Several other members arrived by car from such places as Bristol, Bournemouth, Birmingham, London and Skegness and we all sat down to a very enjoyable lunch in the Sculpture Gallery.

Despite the overcast and showery weather an enjoyable day was had by all. Some members visited the Safari Park and others made a tour of the Abbey itself.

It was indeed very pleasant to see so many of our retired members looking so fit and well and especially to have with us all the way from Nigeria the wife of one of our members.

This year is the Silver Jubilee Dinner and it will be held on 6 October at Plantation House.
—R. H. Lake, Hon. Secretary.

BOWLS IN THE RAIN

Otis Crown Green Bowling championships were held on 8 July at The Punch Bowl, Sefton.

Thirty-three entered the handicap competition and the standard of play was very high, considering the atrocious conditions the semi-finals and final were played in.

Champion, Donny Powell, Department 44; runner-up, Eddie Evans, Department 48; losing semi-finalist, Cliff Johnson, Department 33 and Frank Gulley, Associate Member; losing quarter-finalist, Darren Evans, school boy; G. Heaps, Research and Development; F. Wilkes, Department 42 and J. Dignan, time clerk.

Prizes were presented by Bob Barnes, Service Operations Manager, Liverpool Works, who is still a keen flat-green bowler, despite his excellent performance on the Punch Bowl Green.

Competition and handicaps were arranged by the secretary Eddie Evans and team captains John Dignan and Percy Steele. Unfortunately Percy could not defend his title due to injury. Darren Evans is the twelve-year-old son of the secretary.

In the League we are fifth with four games to go, but no chance of any honours. Fred Burrows, a regular member of our team, was a beaten semi-finalist in the League's Merit

NEWS

Competition against 127 opponents.—Eddie Evans, Sec. Bowls Section.

THREE CAMPING AND CARAVAN RALLIES

With a score of 2 to 1 in favour of wet weekends, members of the Camping and Caravan section at Liverpool have overcome the elements and enjoyed three rallies so far this year. With venues of Arncliffe (Yorkshire), Trentham Gardens (Staffordshire) and Bala (Gwynedd) activities have varied from gentle rambles to family games with the kids. A barbecue is the usual highlight of the weekend.

The Glanllyn Sailing Centre, Bala, was the venue of the inaugural "Egg Throwing Championship", with the winning family being the only one to enjoy a fried egg with their Sunday breakfast. With practice it may be possible to attempt an entry into the *Guinness Book of Records*.

If any London members are interested in joining the rallies contact Mike Hirst Ext 272 for details. With sufficient interest we could, for 1979, arrange for a "competition" weekend between London and Liverpool.
—M. Hirst, Asst. Secretary.

LIVERPOOL BADMINTON IN THE LEAGUE

Liverpool & District Badminton League have now accepted us into the league for season 1978-79, having inspected out facilities and courts.

Quite a measure of success has been gained in the friendly matches with other clubs and the disco and "hot-pot" evening went down well.

By the way, if London office fancy a challenge match up here, Liverpool "is a willin".
—N. Hennessey, Hon. Secretary.

BLACK BELT

At the headquarters of the British Ju Jitsu Association in West Derby, Liverpool on Sunday 9 July, Dave Williams of the Otis Ju Jitsu Club received his Black Belt 1st Dan from chief instructor R. Clark, 7th Dan. Also there was F. Kelly 5th Dan, from Otis.

NEWS

LONDON GOLFERS GO DOWN AGAIN TO LIVERPOOL

London Golfing Society's spring meeting was held at New Malden Golf Club on 25 May under a clear blue sky and on a course in excellent condition. In a keenly contested 'stableford' competition the Society cup was won by Terry West, Service Department, with 32 points, runner-up was Ian Millar with 31 points and third Roy Mills with 30 points.

The afternoon round, also a stableford, was won by Bob Dalman, runner-up Ted Brough, both from Administration, with Dave Sundborg, Reading, third.

Annual match between Liverpool Golf Society and London was held at the Hillside Golf Club, Southport. In hard fought fourball matches over morning and afternoon rounds, Liverpool finished convincing winners by 6 matches to 2. The match was followed by a meal and an enjoyable evening in the clubhouse.

Although 3 to 1 down in the series the London team feel they are improving and when they become accustomed to the 'alien' terrain and local brew, will turn the tables.

Teams were: Liverpool, T. Newton, D. Milne, A. Winders, G. Easton, A. Metcalfe, P. Goodin, D. Christie, J. Simmons. London: A. E. Brough, J. Harper, A. T. Goodin, D. R. Allen, M. Garlick, D. Page, T. Jones, B. Ferguson.

PUTTING THE RECORD STRAIGHT ABOUT PACIFIC REGION

When Gordon Riddle, Pacific Region service sales manager, wrote about his job (Our Man in Singapore, Otis Magazine, New Year 1978) he didn't mention Guam.

T. Wignarajah, Otis manager in Guam, is quick to tell us that Guam and the other islands in the Northern Marianas are also part of Pacific Region.

He writes: "Guam is a territory of the United States and the other islands are part of the US commonwealth. We have 73 elevator units on the island of 20



Some fellows have all the luck. Thirty-two-year-old Bill Tucknott, an Otis fitter at Liverpool, has won a £5,000 2-litre 20 TS saloon in a national competition run by Renault. Bill is pictured in his new car and receiving his framed winning entry form from John Leach, sales director of Horsman of Liverpool, the local Renault dealers.

which 37 are Otis. Four more units are on order and in addition we have five Otis elevators on the neighbouring island of Saipan.

"Gordon's article revived nostalgic memories of my days at Falmouth Road when I was under training in 1956. At that time I was working for the Otis agent in Sri Lanka.

"If memory serves me correctly I worked with Ronnie Elmes, now I think with Otis New Zealand, and Peter Kerrell who was your national construction manager. In recent times I met Brian Smithers at the PAO sales conference in Osaka, Japan.

"I am writing this letter a long way from my home in Sri Lanka. But Guam is a home from home as we have the same perpetual summer on this beautiful tropical island."

YOU KNOW IT MAKES SENSE

Many modern advances owe their beginnings to space technology. Mission controllers use systems developed at vast expense to monitor every aspect of a journey to the moon or the planets.

United Technologies, Otis' parent company, were in the forefront of space research and now it is beginning to rub off on everyday things like the family motor car.

Built at Bicester, Oxfordshire, by UTC, the Autosense is a diagnostic system for garages which automatically checks 100 aspects of a car's running condition.

Sensor leads are attached to

various parts of the car's engine, electrics and exhaust from a mini-computer. A tape cassette carries details of the manufacturer's running specification. The machine is turned on and within minutes out comes a printed report of any faults.

There are currently about 40 Autosense centres in Britain.

EGYPTIAN RAILWAYS CONTRACT

Saxby, a French subsidiary of Otis, acting as leader of a consortium with two other French companies, Alsthom Atlantique and Compagnie des Signaux, signed on 4 March a £15.25 million contract with the Egyptian Railways for renewal of signalling equipment on the line between Cairo and Alexandria.

LIVERPOOL GOLF

Three major competitions have been completed. The Christie Trophy was won by Tommy Jones, Dept. 50.

The Autumn Trophy, a 36-hole bogey competition, was won by Bobby Potts with a score of -10.

The Otis Open Golf Championship was played at Helsby Golf Club, Cheshire, over 36 holes. From a field of 26 Allen McNamee strolled to a comfortable win with scores of 85-13-72, 79-13-66, total 138. Second, 7 strokes behind, was Bobby Potts, 79-6-73, 78-6-72, total 145.

The "A" Team—R. Sutton—Capt. R. Potts, A. Beattie, R. Ball, J. Casson, A. David, A. McNamee, W. Young, is again having a very good season. The team qualified for the final day's play in "The Merseyside" held at West Derby Golf Club in August. The same team is also in the semi-finals of the Business Houses.

—J. C. McKinlay, Secretary.

SEND IT NOW

All news for the next issue of Otis Magazine should reach Barry Wheeler at Clapham Road by 1 October 1978

ROYAL TEA FOR TWO

It was a special day for Bill Sheenhan and his wife Maureen, pictured below, on 25 July.

In recognition of Maureen's record of 18 years service with the Red Cross, for which she is district co-ordinator for the whole of the metropolitan district of Sefton, a very large area indeed, Maureen received invitations for her and Bill to attend the Queen's garden party at Buckingham Palace.

Bill works in D.47 at the Liverpool factory.



product page

Refurbish with Otis Update

Over the last couple of years the political and economic climate has resulted in a slowing down of new building. But it has created a greater interest in the refurbishment and preservation of many important buildings in towns and cities throughout the UK.

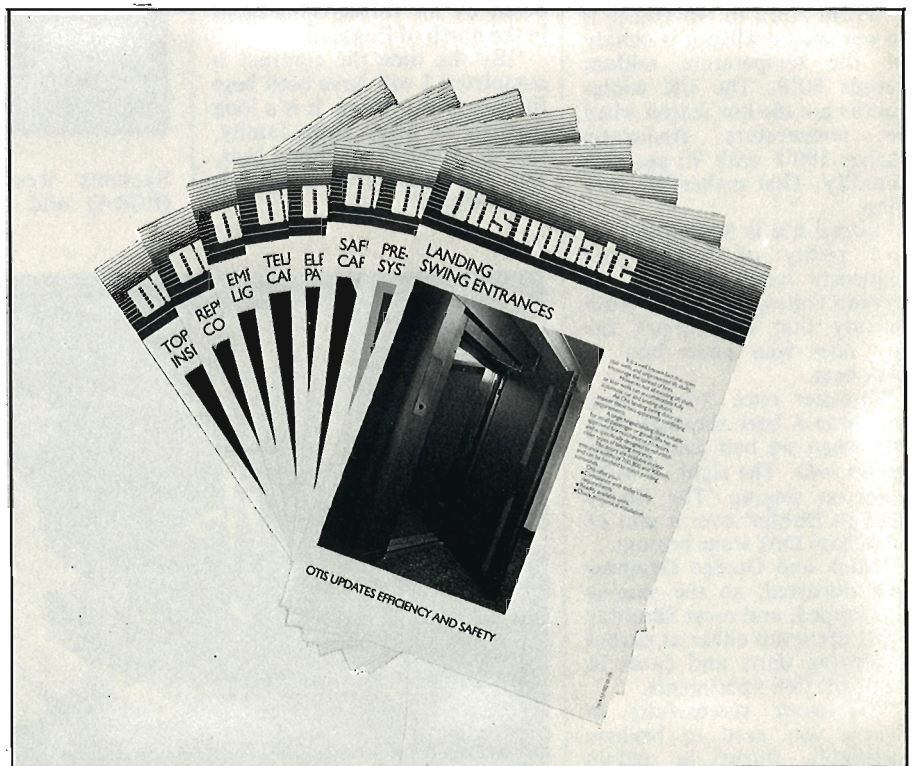
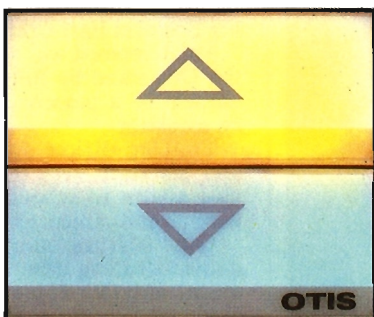
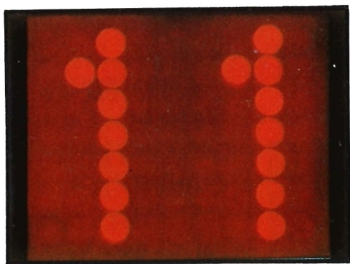
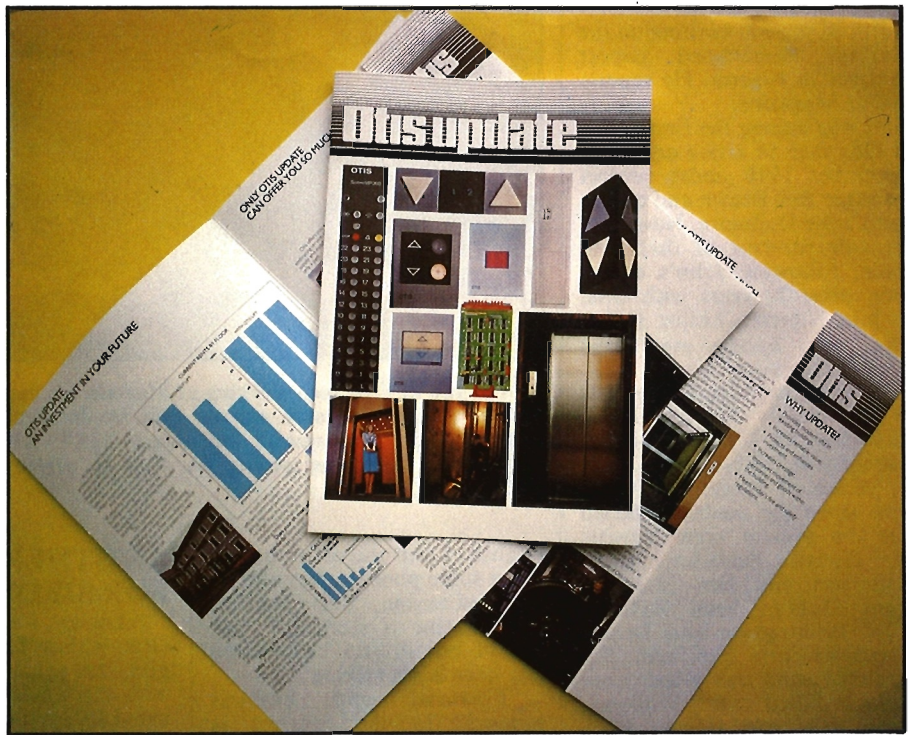
Along with this refurbishment must go an updating of the existing lift system.

The recent launch of Otis Update Programme gives this opportunity to building owners, developers and architects. It is directly concerned with improving the safety, functional efficiency and eye-appeal of existing lift installations.

The Update service starts with a free consultancy by Otis. There is a range of equipment to suit every need. Whether it is a matter of modernisation or a complete new lift, the various packages allow easy updating of existing installations to bring them into line with the latest functional, safety and aesthetic standards.

Financial assistance through an Otis-Lombard North Central scheme makes updating painless and quick.

Write for our comprehensive folder, with eight new leaflets, which tells the whole story.



NEWS

JIM WRITES HOME FROM NIGERIA

Jim Baynam is working on the Murtala Muhammed airport contract in Nigeria. He reports to Otis Magazine:

"I was among the first group of Otis men to arrive on site in December 1976 under project manager Bob Brown and charge hand John Dalimore. Now I am the sole survivor of that field force, following John's departure, after 20 years with Otis, to join Nigerian Motor Industries, who handle most Otis work in the country.

"The airport contract consists of 18 mainly low-rise UMF lifts, five 48 UT trav-o-lators and three 48 UB escalators.

"A lot of fitters have been here since the contract started but the present crew consists of Declan Faulkner, Chris Anderson and Ben McKevitt from Dublin, Sean Rafferty from Birmingham and Dennis Copeland from Sheffield. The escalators and trav-o-lators are being installed by Roy Williams, Tony Wise and Johnny Szulc from LCD.

"Best of luck, also, to Mick Anderson from Dublin and Peter Hann, LCD, who have recently returned after lengthy spells here.

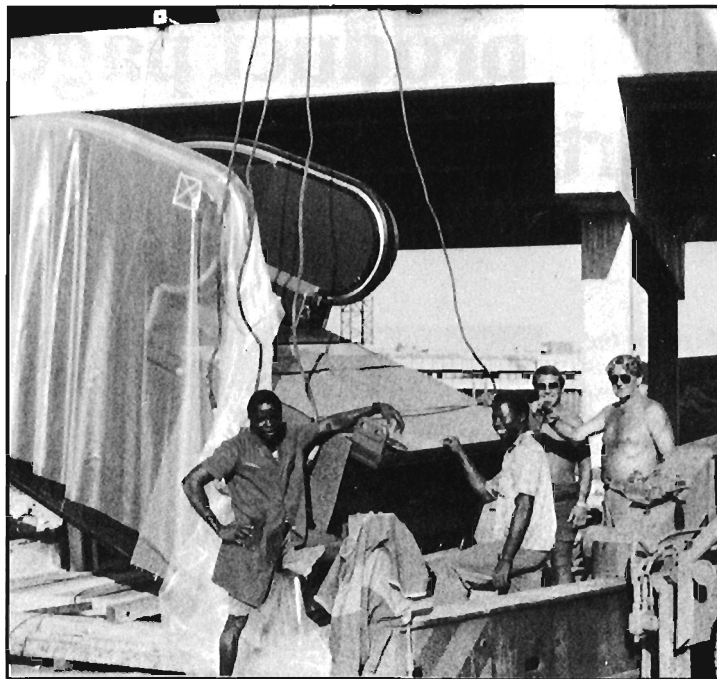
"From April to November is the wet season when it is cloudy but the temperature seldom exceeds 80°F. The UK winter months are the hot season when the temperature frequently reaches 100°F with 90 per cent humidity. That makes life very tiring.

"Social life is limited but we have plenty of friends and frequently have to show our German colleagues on the main contract that they aren't the only ones who know how to drink beer.

"Disaster once struck when there was a beer shortage at a time when we had four thirsty Dublin lads. The sight of Mick Anderson singing 'The Rocky Road to Dublin' over a pint of Babycham took some beating.

"Mick and George Dempsey have departed, so the singing has stopped, and most Saturday nights are spent either at parties or playing darts and cards in one of the Otis apartments.

"To work successfully in Nigeria you need to become reasonably fluent in pidgin



A group of Otis men working at Murtala Muhammed airport in Nigeria. Jim Baynam reports that in the coming UK winter months the temperature will reach 100°F with 90 per cent humidity. Jim was among the first to arrive on the site in December 1976.

English. I sent the office boy to make some photo copies and he returned saying: 'Sorry master, the machine is sleeping'. And one of our drivers complained 'my horn is not talking'.

"Financial and business support for the contract is supplied from Lagos by Nigerian Motor Industries and our continual thanks go to general manager Daniel Auzan and construction manager Wally Murphy, who will be remembered by his former colleagues in the north of England.

"By the time the contract is completed I will have been here for nearly two years. It is a long time to be away from family, friends, football and good beer. But the experience makes it worth while."

ANOTHER FIRST FOR SIKORSKY

Sikorsky, a sister company of Otis within United Technologies, has achieved a first flight with the world's most sophisticated research aircraft.

It is the NASA/Army Rotor



Systems Research Aircraft (RSRA) and is a compound

OOPS! WE GOT IT THE WRONG WAY ROUND

From the Liverpool Teaching Hospital construction crew:

"Without so much as our permission Otis Magazine has changed Liverpool's waterfront. If the picture of dockland in Spotlight on Liverpool (Otis Magazine, Spring 1978) is correct the Isle of Man boat is about to set sail up the Manchester ship canal and arrive at Trafford Park with a lot of irate passengers."

● *Otis Magazine apologises to the Liverpool Teaching Hospital construction crew, the Liver Birds, Liverpool FC, Everton FC and absolutely everyone in the city. And what's so bad about Trafford Park, anyway?*

helicopter-fixed wing machine (see picture).

Powered by two turbo-fan engines mounted below the rotor system it accelerated down the runway at Wallops Island, Virginia, USA, and climbed to 1500 ft using the combined lift of its 45 ft wing and five-blade rotor system.

Sikorsky's S-76 commercial helicopter (Otis Magazine, Spring 1978) has now reached a sale of 151 machines from 44 customers in 15 countries.



CATCHING THEM YOUNG AT CAREERS EXHIBITION

Otis were among many participants at a recent well-attended careers exhibition organised by the Engineering Industry Training Board at East Grinstead.

Much interest was aroused on the Otis stand by fully working models of a passenger lift and an escalator.

Training officer John James and his staff were on hand to give advice to school children, parents and careers advisers.

Our picture shows John demonstrating the escalator model with Otis apprentice Tom How.



The apprentices with their awards. L to R, apprentice Paul Nelson, module controller Harry Smith, P. W. Thorne and apprentice David Evans. Photo courtesy 'Kirkby Reporter'.

AWARDS FOR TWO OTIS APPRENTICES

Once again Liverpool works apprentices were prizewinners in the Engineering Industry Training Board's Craftex '78 Competition—Northern Region.

Since the competition started three years ago our apprentices have had an impressive record in the Grinding Section. The first year it was a third place, last year a second place and once again this year a second place. This year's prizewinner is Paul Nelson. Despite having to endure the frustration of a two-hour machine breakdown during the completion of his prizewinning test piece at Blackburn, he came through with flying colours.

The award of second place in the Fitting Section to David Evans gave us a splendid double. By gaining a place in this section David has set an objective for future entrants to strive for.

Paul and David, accompanied by their parents and training staff, each received a certificate, medal and cheque from Mr. F. Metcalfe, Director of the EITB at the presentation held at the Huddersfield Technical College.

In all competitions as well as winners there are losers and praise must be extended to include Alan Hill and Kevin Leahey, who entered the Turning and Electronic Sections, but unfortunately were not among the prize-winners.

Our congratulations and thanks are extended to all four as representatives of the Liverpool works.—A. H. Blackburn, Training and Development Officer.

Tug-o-war team: R. Mancini, L. Mancini, R. Merrison, R. Hawes, P. Read, R. Hartley, A. Watson, Dennis Skinner. Five-a-side team: S. Hamin (captain), P. Wilson, G. Mullings, M. White, J. Baldwin, K. Horstead.

Rosemarie Manning's daughter, Janine, won the Miss Otis title and has no regrets at all, and Peter Waterworth collected the Penalty King trophy.

There were prizes for nearly all the children in athletics contests, the beer and refreshment tents did smashing business, and everyone had a great day. Afterwards, there was a successful buffet and disco in the clubhouse, slightly marred



South London 2 service area five-a-side team with their cup.

LONDON'S GALA '78 AT DULWICH

The sun came out for London's Gala '78 at Dulwich Hamlet FC ground on 3 June. Southend won the tug-o-war cup and the five-a-side football trophy went to the South London 2 service area team.

by the TV showing of Scotland's first match in the World Cup.

Remember that the London Sports and Social Club holds buffet-disco on the second Friday of every month at the Norwood Centre. All you need is 50p.

Also make a note that the children's annual Christmas party will be on 16 December at head office.

Tug-o-war trophy went this year to Southend at Gala '78.



NEWS

HANDING OVER THE CHEQUE!



The lifts now operating at the Portman Inter-Continental Hotel in London are to be replaced by Otis (see back cover story) following the signing of a £240,000 contract.

Our picture shows R. Spencer, chairman of BIH Ltd (holding company of the Portman Hotel) handing a cheque for £75,000 to Norman Cunningham, Otis MD. Standing, L to R, are T. Pratt, national service manager of Otis and Michel Favre, general manager of the hotel.



Lovely little Janine Manning was voted Miss Otis at London's Gala '78.

FRANK NEATE

It is with deep regret that we report the death of Frank Neate, senior service fitter and resident mechanic in the Bristol branch area, following injuries sustained in a road accident.

Frank had worked at Bristol branch for 16 years and will be sadly missed, not only by his colleagues, but by the many customers with whom he had a friendly working relationship. Our sympathies are extended to Frank's widow and all his family.



Otis Elevator
Company
1853-1978

Modernisation programme at CJB house

As part of a major modernisation of their London offices, CJB Constructors John Brown Ltd, well-known for on and off-shore construction, have awarded a £290,000 lift modernisation contract to Otis.

The work, which is expected to be completed by the autumn of 1979, involves the extensive refurbishment of six Otis lifts (originally installed in 1958) to include modern lift car designs and the Otis VIP 260 control system.

The lifts are arranged as a four-car group, each carrying up to 13 people at 700 feet per minute and a two-car group carrying up to eight people at 300 feet per minute.

Otis personnel involved include George Proderick (London area service salesman), Dick Gaywood (MS & C Department manager in London) and Eddie Beecroft (MS & C department supervisor).

Architects: Cuthbert, Lake, Clapham, Drew Gibbins & Pearce. Consulting engineers: Donald, Smith, Seymour and Rooley.

Eight new lifts at Portman Hotel

The lifts now operating at the Portman Inter-Continental Hotel, London, are to be replaced by Otis passenger and goods-service lifts following the signing of a £240,000 contract negotiated by senior sales representative Tony Pringle.

Eight lifts will be installed to achieve a higher standard of service for both passengers and hotel operating activities.

The lifts will have a travel of 110 ft and carry 13 people or 2,000 lb loads at speeds of 300 feet per minute.

This will be the first time the Portman Inter-Continental Hotel has installed Otis lifts and the work is expected to be completed in early 1979 and has been scheduled to cause the minimum of inconvenience to hotel guests.

