

# OTIS

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**MAGAZINE**



**Otis Elevator Company Limited**

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**Spring 1981**



# contents

Spring 1981

**Front cover:** Otis wallclimbers in shop and office development at Moorgate, City of London.

Kirkby reaches its 25th 3

Cricket, Lovely Cricket by Reg Hayter 6

Ascent of the Otis Wallclimber by David Crawford 8

Meet our customers: James Longley & Co. Ltd. 12

Spotlight on Cardiff 14

Face to Face: Contract Specifying Department 16

Otis News 18

Keeping Fit at Kirkby 19

Otis News 20

Product Page 21

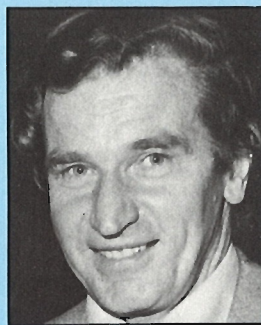
Alpine Expedition 22

Computer aids physically handicapped children 23

**Back cover:** Modernisation at Barkers in Kensington

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## YEAR OF THE SAFE WORKER



As you are aware, 1981 is The Year of the Disabled, and disablement can unfortunately follow a serious industrial accident.

We are calling 1981 The Year of the Safe Worker and aiming at reducing the number of accidents and the suffering they cause to the individual and his family.

You will be hearing and seeing a lot more of our Safety Campaign as it gets under way.

Please make sure you contribute to our Year of the Safe Worker and make 1981 a year to remember, the year we reduce accidents dramatically.

**Norman Cunningham**



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# KIRKBY REACHES ITS 25th

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## **Otis Liverpool works celebrates its Silver Jubilee this year. We look back to the early days and talk with staff —The Founder Members—who were there from the beginning**

It was in August 1956 that Otis began operations at Kirkby, Liverpool, 25 years ago.

In the post-war era of the early 1950s the great rebuilding of our towns and cities got under way, and it was clear

there would be tremendous future demands on the lift industry. Otis UK production facilities had to expand considerably and the island site at the existing Waygood-Otis factory in Falmouth Road, south London, could

not be further developed.

By 1952 the 28-acre site at Kirkby had been chosen and planning began. Senior engineer Geoff Wells, still at the works, was one of the men involved in the development of the new factory right



*Present-day Otis works at Kirkby. It has grown considerably since 1956*

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## **A Message from Alan Mainwaring**

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*I am privileged to be able to congratulate, on behalf of the company, all employees on their achievements in this the Silver Jubilee celebration of Liverpool site. During this period our factory has designed and manufactured the full range of Otis equipment for both the UK and world-wide markets. The courage and foresight of those responsible for the development of the 28-acre site on Merseyside has been more than justified by the reputation built up for the Liverpool skills and the quality of its product. As regards to the future we stand on the threshold of an exciting and challenging era. New products, namely, AC servo drives and gearless closed loop microprocessor controls, couple advanced technology with established installation skills, ensuring that Otis will remain world leader in its field with Liverpool continuing to play a leading role in supplying equipment needed to satisfy modern market demands. —A. H. Mainwaring, Director of Production*





## SOME OF THE FOUNDER MEMBERS

*—plus Ted O'Leary, who was not long after,  
and Cyril Harmer, who has the longest company  
service at Kirkby*



**Ted O'Leary**



**Fred Siggins**



**Bert Fennings**



**John Byrne**



**Ron Williams**



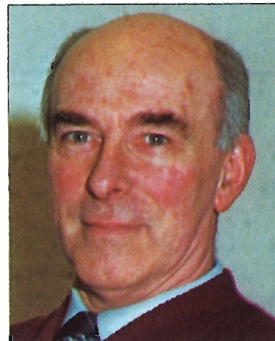
**Cyril Harmer**



**Bob Davies**



**Fred Martin**



**Stan Bradford**



**Les Wright**



**Len Danify**



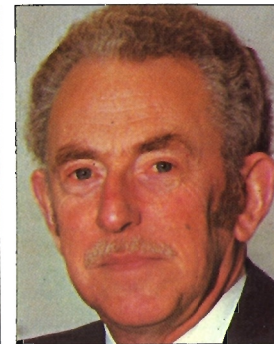
**Reg Dempster**



**Bill Furlong**



**Ron Kelly**



**Geoff Wells**



**Ernie Brown**

from the beginning.

He told Otis Magazine: "Originally, we had an office in Kingly Court, London (and then in Carnaby Street) until early 1956, when we moved to a hut on the site. During that year some 45 of us came up from London to work on the first phase of production and we used to get home about once a fortnight.

"From the end of 1952 onwards I worked as assistant to Cyril McCanish, who was the designated works manager and later became a director.

"I was involved in a lot of the primary planning of general block areas, and then right down to the detail planning

of each bay. We had scale models of machines and equipment and they were a great aid to subsequent installation.

"It was all a great adventure. We took on staff, drove the truck, waved the lorries in. Hard work but happy days.

"Our first driver, Harry Bond, was a marvel. There were no shops around here in those days, and nowhere to eat, but Harry always ensured we survived until getting home late to our digs in West Derby, and often to a dressing down from the landlady because dinner was waiting. Harry had come from the Liverpool branch office and eventually

went to work for Otis in Australia."

When the original factory block was opened in 1956 it was still only a shadow of the present-day works. The total production area, with ancillary buildings, covered some 145,000 sq ft, plus a further 15,000 sq ft taken up by offices, canteens and cloakrooms.

Bob Davies, who is the facilities manager at the works, has been on site from the day it was a field.

He was the company representative during the building work, acting as liaison between builders, architect and services. As finished bays became available Bob had the responsibility of



ensuring that the machine tools, both machines being transferred from Falmouth Road and the new machines that had been purchased, were installed ready for production.

Bob recalls: "Among the food that sustained us were bacon sandwiches cooked on a shovel. The best I have ever tasted."

Extensions in 1960 increased the office space to 52,000 sq ft and in 1961-62 a raw material storage building increased the production facilities to 170,000 sq ft.

The last major extension went up in 1963-64 and comprised a seven-bay factory block, an additional boiler and ancillary accommodation area, and improved canteens and cloakrooms. The current production facilities, plus ancillary buildings, garage, offices, canteen and cloakrooms, total some 492,000 sq ft.

Geoff Wells recalls: "In the early days after the factory was opened the engineering department was not here, and no office departments except those strictly aligned to the work of the factory. There was a small stock department, a small progress department, someone doing some buying, some time-study men and a draughtsman to liaise with the engineering department."

"But we had no other draughtsmen or contract control, for instance—departments like these arrived at later stages during the next seven years. And, of course, expansion continued up to about 1964, after the offices were extended in the early 1960s, and we progressively took on more departments and expanded those we had."

For members of the Otis Long Service Association many memories will be

revived by recalling the names of men who were with Geoff Wells in the pioneering days.

Some, alas, are now dead. Men like Arthur Cramp, Doug Greenley, Sam Meyer, George Moses, who was in charge of progress, George Reynolds, who came from the other factory at Acton, Les Love, Charlie Earl and Alf Gage in the motor shop, Harry Glanfield, the works superintendent, Fred Carpenter, who was in charge of the metal shop, Cyril McCanish, general works manager, Bill Must and Bill Harmer in the press shop.

Others have since left the company or are in well-earned retirement. Men like Lou Bingham, who was in charge of controller testing, Bob Barnes, who was stores manager, Jack Element, the first personnel manager, Larry Gains, who came from the hollow metal shop in London, Ernie Maxworthy, the paint shop foreman, Fred Burt and Harry Pascall in the motor shop, Wally Brocklebank in the motor assembly shop, Colin Patterson, who came to run the wages department from the Liverpool branch office, and Jack Hierons and Bill McQuillan, who were in shop 33.

But there is also a small group of founder members from 1956 who are still very much active in the works and which includes Fred Martin, Ernie Brown, Geoff Wells, Ron Williams, Bill Furlong, Ron Kelly, Reg Dempster, Bob Davies, Bert Fennings, Fred Siggins, John Kemp and Stan Bradford, whose good memory was so valuable in recalling past staff.

Among the hourly-paid members of the work force who started in the factory prior to its opening were Ray Wall and Len Danify. Others who joined the

company when it started recruiting include: Eric O'Halloran, Sid Kelly, Eddie Rodgers, Vic Sayle, Tommy Morgan, Arthur Lewis, Ted Hughes, George Sherwood, Tommy Fitzpatrick, Jack Barends and Mrs. E. Halligan.

All are still at the works, engaged in a variety of occupations and will, during the year receive their long service awards.

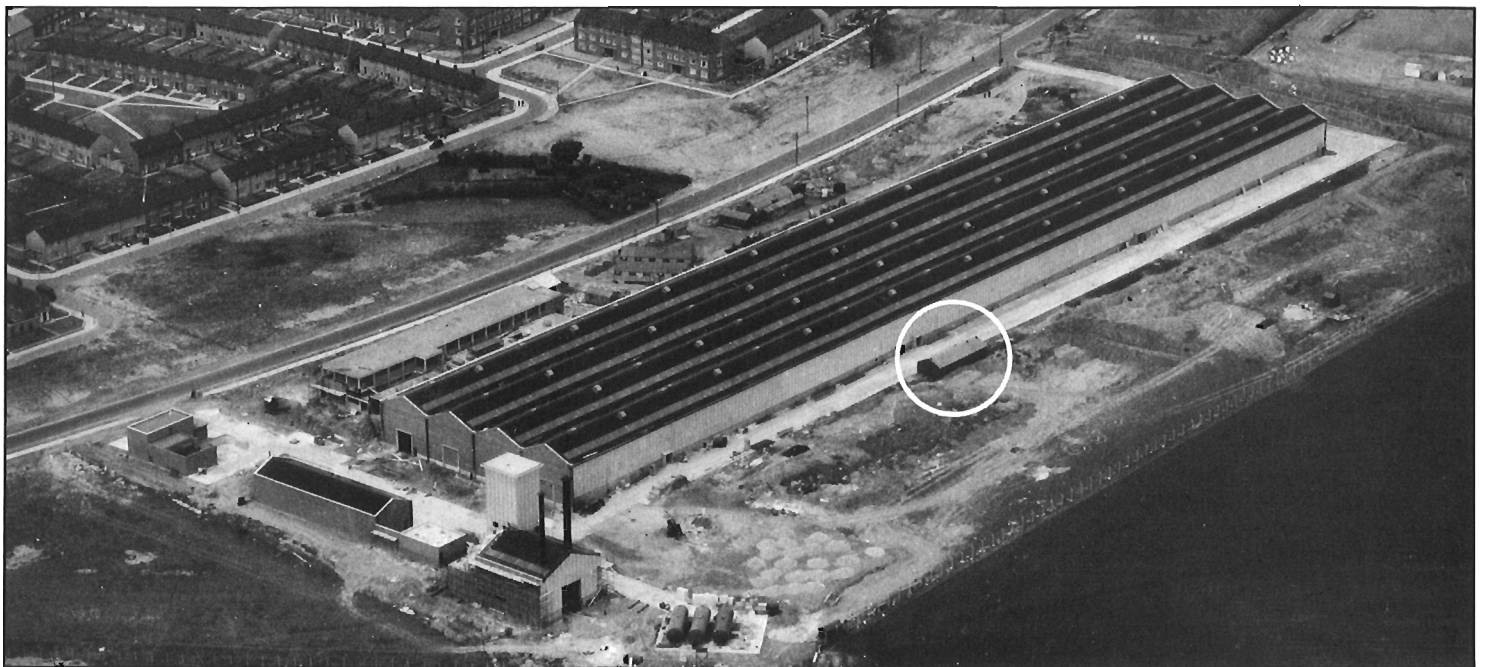
The man with the longest company service is Cyril Harmer, 45 years with Otis, who came to Liverpool from Falmouth Road in 1962. Ron Williams, now wages supervisor, was the first Liverpool man to be taken on the staff after the influx of southerners.

Ron remembers the day well. "It was in June 1956. Jack Element, the personnel manager, didn't seem sure if he had a job for me or not. He asked me about myself and I told him I had been in the Merchant Navy and before that in the RAF."

"Jack asked: 'Where were you in the RAF?' I told him and he said: 'I was stationed there too. You can start on Monday.'"

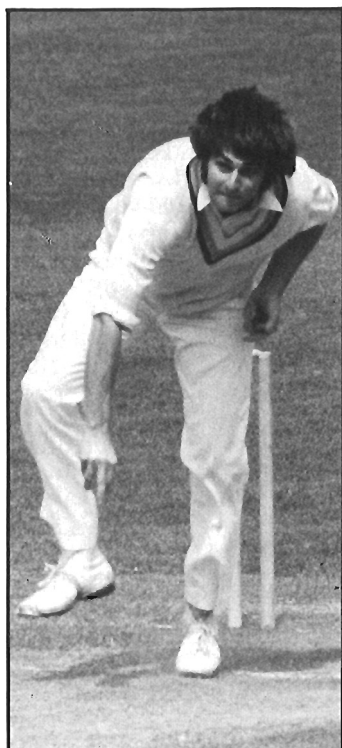
"My office was upstairs where the contract control department is now. There were no stairs, you know. We had to climb up a ladder."

The pioneering times have long gone, and as we approach the Silver Jubilee of the Kirkby works, the 1956 founder members can look back with amusement and affection at the trials and tribulations of the days when the new factory was finding its feet. But the spirit and enterprise they showed then has been inherited by the many men who came after them. It is the spirit and enterprise which has made Otis Number One in the lift industry and which is keeping it Number One.



*Much smaller Otis works in early 1956. Moorgate Road was single carriageway at that time. The circled hut is where Geoff Wells and his colleagues worked on development*





**CHRIS OLD—YORKSHIRE**

Winning the County Cricket Championship used to be the preserve of an élite group of counties. Yorkshire, for example, won it 12 times between the two world wars and Surrey seven times in succession during the 1950s.

How times have changed! The introduction of so many world-class players from overseas has gradually brought a levelling of standards among the 17 first-class county clubs. In the last decade eight different counties have taken the title, including Leicestershire in 1975, and Essex in 1979, each for the first time after unsuccessful attempts stretching back to the last century.

Thus, trying to select the 1981 Schweppes county champions is almost as hazardous a task as finding the winner of the Grand National—there can be so many fallers on the way to the finish.

But I believe the most likely winners of the Championship will come from the following quartet—Somerset, Surrey, Middlesex and Yorkshire—a forecast which will certainly not satisfy supporters of 13 other teams.

Somerset have never won the title. Indeed, until two summers ago, they had never won a major prize. They changed all that during a

# CRICKET, LOVELY CRICKET!

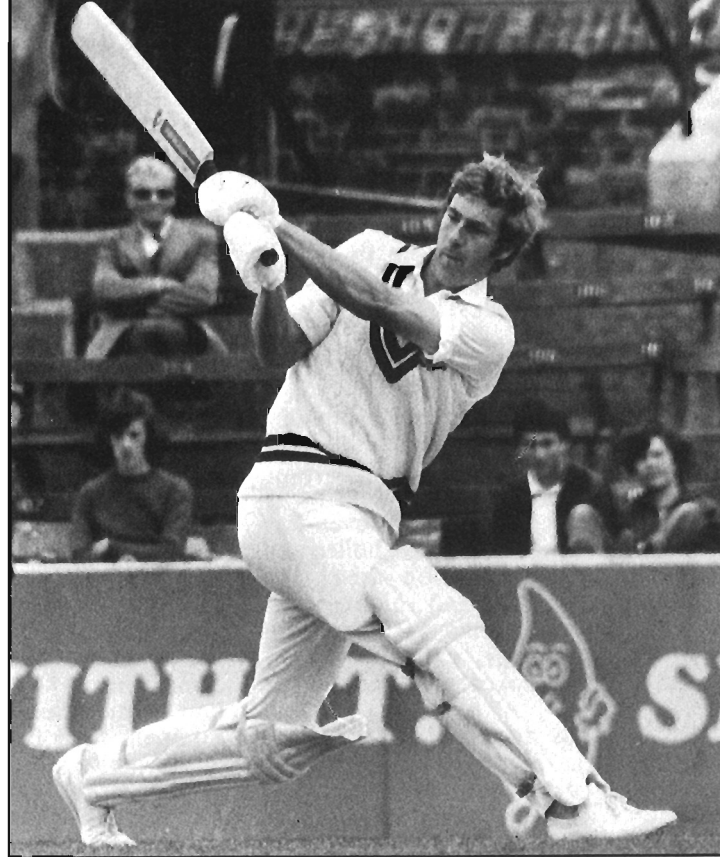
**REG HAYTER**  
examines  
current form  
and tips  
Somerset  
to win their  
first County  
Championship  
this season

memorable September weekend when, first they won the Gillette Cup final against Northamptonshire at Lord's and, the following day, clinched the John Player League by defeating Nottinghamshire at Trent Bridge.

The portents look right for them. Viv Richards, unquestionably the world's premier batsman, and fast bowler Joel Garner, dubbed "The Long Black Telegraph Pole" by Somerset colleague, Peter Roebuck, are back after touring here with West Indies a year ago.

Even without this mighty pair, Somerset finished fourth, which shows the ability of the "supporting cast". Ian Botham and Brian Rose are established England cricketers and Vic Marks, with his dual skills as off-break bowler and competent batsman, was chosen for a one-day international.

Roebuck remains tantalisingly close to Test recognition and Peter Denning, like Roebuck, a product of that remarkable sporting academy, Millfield School, has completed 1,000 runs in a season on five occasions. Colin Dredge is one of those conscientious seam bowlers who wins respect by the naggingly accurate merit of his line and length and



**ROGER KNIGHT—SURREY**

Hallam Moseley, yet another of the legion of Barbadians to succeed in English conditions, shares much of the new ball with him.

Add the rich all-round promise of Cambridge blue, Nigel Popplewell, the sturdy wicket-keeping-batting of Derek Taylor and the potential of Jeremy Lloyds, a left-handed bat and right-arm medium paced bowler, and you have much of the ingredients necessary for a Championship-winning side.

If I had to be pinned down to selecting the county most likely to be snapping at Somerset's heels, I would go for Surrey, simply because they look less likely than their main rivals to lose many leading players to representative calls. They have moved from 16th in the 1978 final placings to third in 1979 and second last season. So, by natural progression, the Championship pennant could be flying at The Oval late in August or early September...

They, like Somerset, are an excellently equipped team, with an intelligent captain in Roger Knight whom certain observers believe could still be asked to lead England at some stage.

The claims of Middlesex to retain the Championship are obvious, even though they will be without the giant

South African new-ball bowler, Vintcent van der Bijl who, in his one season in English conditions, took 85 wickets.

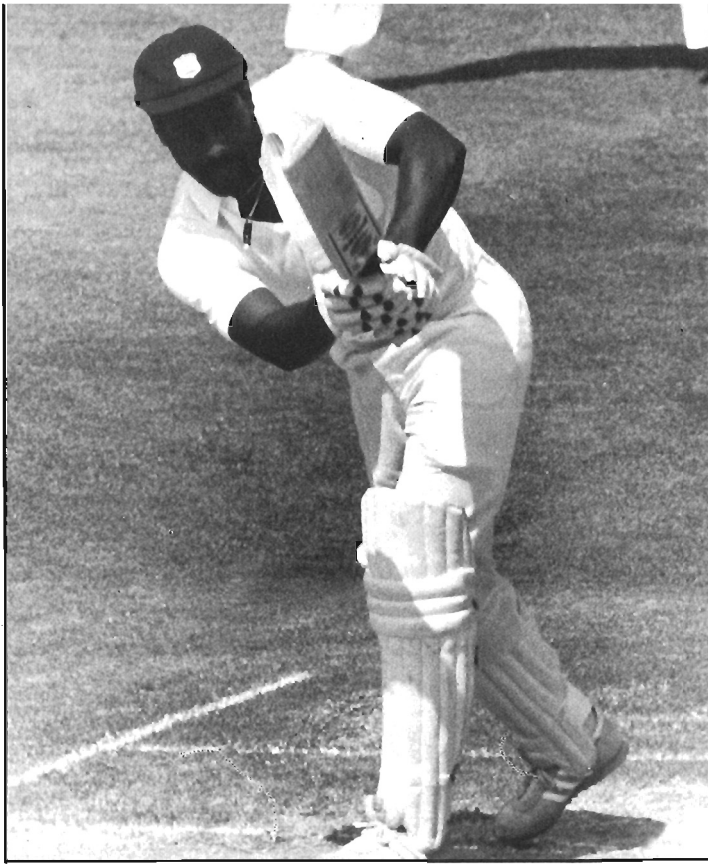
The departure of van der Bijl should, however, give Mike Selvey greater opportunities while the shine is on the ball.

Incredibly for a county which has won the championship more times, 31, than any other, Yorkshire have not taken a major prize since the Gillette trophy 12 years ago. They try again, with a new captain in Chris Old who has two former skippers, Geoff Boycott and John Hampshire in his side. Old dismisses suggestions that there could be dressing room differences.

"Geoff and Jackie want the same thing as the rest of us—success for Yorkshire cricket," he insists. "I feel we could do well, especially now that some of the younger players are maturing." Old is hoping that Alan Ramage, who spends his winter footballing with Derby County, can find the special fitness that is required by an opening bowler.

The back-up batting to Boycott and Hampshire includes Bill Athey, Richard Lumb, Jim Love, only recently capped, and Kevin Sharp, who is reported fit again af-





**VIV RICHARDS—SOMERSET**

ter dropping out with nervous trouble.

On the south coast the Sussex team will not lack match practice... almost the entire senior squad of players spent the winter overseas. Imran Khan, incidentally, became the second Pakistani to complete 1,000 runs and 100 wickets in Tests during his country's series against West Indies.

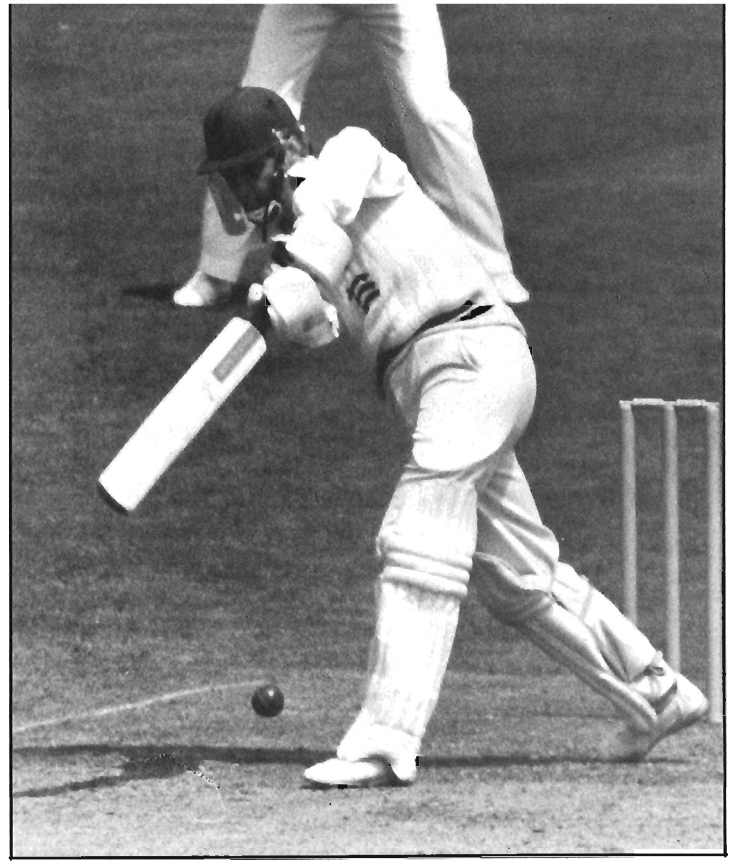
Although Kepler Wessels, Garth le Roux and Gehan Mendis also remain on the staff, Sussex continue to introduce local-born players and the signing of Alan Wells, an all-rounder and brother of Colin, who scored more than 1,000 first-class runs in his first full season, encourages the prospect of another of those famous Sussex family cricketing associations. Above all, Sussex devotees, and many others, will be watching to see if the Cambridge blue, Paul Parker, finally graduates to the England team. I am told he batted impressively while in Natal during the winter.

Where else can one justifiably expect a challenge to emerge for Championship honours? Keith Fletcher argues that Essex, the 1979 champions, have shaken off that 'season after' feeling which resulted in their sliding down the table. Any team

containing Fletcher, Graham Gooch, John Lever and the South African, Ken McEwan, cannot lightly be dismissed and I, for one, shall follow the development of Neil Foster, a young fast bowler from Colchester, with Young England experience in the West Indies.

Nottinghamshire are another with an outside chance. Their final placing of third in 1980 was their highest since they won the title in 1929. But much depends on whether Richard Hadlee, the New Zealand Test fast bowler, is available to spearhead their attack with Clive Rice. If pitches are firm, I expect Derek Randall's batting at last to match the consistency of his marvellous fielding.

Roger Tolchard, Leicestershire's fourth captain in as many seasons, has the enviable task of guiding possibly the most promising set of young players of any county side. David Gower's talents are well enough known but watch out for Nick Cook, a slow left-arm bowler, who wintered well in Perth on a Whitbread scholarship; Tim Boon, skipper of England Under 19; Jon Agnew, a fast bowler who impressed Illingworth when he was at Leicester and Grant Forster, a 19 year-old off spinner from Durham



**MIKE BREARLEY—MIDDLESEX**

who went to Australia with England Under 19.

Geoff Miller, in his second season as Derbyshire's captain, is understandably delighted to learn that the South African, Peter Kirsten, has decided to return. He hit three double hundreds in 1980. If Mike Hendrick is fully fit, Derbyshire should figure in the top half of the table.

Be prepared for some explosive bowling down Gloucestershire way—and not necessarily from that all-round genius, Mike Procter. David Lawrence, 6 ft. 3 in. and formidably built, is a 17 year-old West Indian, born in Bristol, whom the locals assure me has 'mean pace'. At the moment his line is said to be wayward.

Hampshire, bottom county last season, can only move upwards—and will probably do just that with Gordon Greenidge and Malcolm Marshall available again.

Perhaps Clive Lloyd, the newly appointed Lancashire skipper, can bring glory back to Old Trafford where Steve O'Shaughnessy, who headed the Young England batting averages in West Indies earlier last year, could be one of the best youngsters seeking to establish themselves.

Glenn Turner, on the threshold of completing a century of first-class hundreds, leads Worcestershire

and there are changes, too, in captaincy at Northamptonshire, whose new leader, Geoff Cook, is fortunate to have the batting impetus of Allan Lamb, who headed the English first-class averages last year, and at Kent, who give a second captaincy spell to Asif Iqbal. He led them first in 1977 before joining the Packer enterprise. That perennial figure of Welsh cricket, the left-handed Alan Jones, starts his 26th season with Glamorgan, who are searching for a native-born fast bowler.

Warwickshire, encouraged by their John Player triumph, look for more consistent form in the three-day game and I hope we shall see something of their Ugandan newcomer, Asif Din, if only because he bowls leg breaks, which are seldom seen in the first-class game these days.

So there you have it. Somerset to win the Championship, with the challenges coming from Surrey, Middlesex and Yorkshire. But please don't ask me to name the 'wooden spoonists'...

● Reg Hayter is editor of 'The Cricketer International' and is a former Reuters cricket correspondent who toured Australia, West Indies and South Africa.



# ASCENT OF THE OTIS WALLCLIMBER

**First Otis installations went into  
a City of London office block  
early this year. David Crawford  
had a preview of this exciting  
development when he visited the site**

This summer, Londoners will have their chance to admire an Otis installation in the British Isles of the latest aesthetic advance in the technology of vertical circulation. For the completion, at Easter, of a striking new commercial development in the City, provided the occasion for the UK premiere of the Otis wallclimber lift.

Although new to this country, wallclimbers, running up the outside of buildings rather than in internal shafts, are already familiar features of major high-rise hotels and commercial developments in North America and have just started to be introduced on the continent of Europe—for example, in the Sofitel building in Paris.

In the USA and Canada, they act as dramatic free advertisements and tourist attractions (for instance, when serving a hotel's roof-top restaurant).

They can also help in saving on lettable floorspace where sites are really tight, as well as allowing freer and more spacious arrangements of foyers and reception areas.

Finally, they can be seen as part of the recent trend towards exposing building services rather than concealing them—best exemplified in the Pompidou Centre in Paris.

But visual excitement, of course, is what wallclimbers are really about. For the outcome of the lift being freed from its enclosing shaft is that it can have windows, like any other form of external transportation. So, its passengers gain a view during their ride in this new feature

of the modern cityscape.

The wallclimbers are part of a £4 million shops-and-offices scheme next to Moorgate underground station. The developers are the United Real Property Trust and Norwich Union Insurance, with architects Trehearnes, quantity surveyors Basil Cohen & Partners and main contractors Trollope & Colls.

Site work on the scheme—a speculative development, but one with many of the hallmarks of a purpose-designed one—began towards the end of 1978. The lifts were installed during the last few weeks of the contract—in other words, during the first weeks of 1981.

The building sits tightly on a very constricted site (only 22 m deep) in the heart of the City. It is relatively low, with 4,000 m<sup>2</sup> of office space on five floors, nine shops and provision for a restaurant on two levels.

Surprisingly, therefore, it is not a tall, vertical office or hotel tower that has provided the setting for Britain's first Otis wallclimbers.

The Moorgate installation is unusual in another way, in that its wallclimbers will not be running up and down the external street frontage of the building—as one might have expected. Their stage setting is an internal lightwell or courtyard, round which the development's office floors are arranged; the twin lift housings rise against one inner wall of this court, "inside-out" as it were, where they will offer a pleasingly rhythmic focus of interest to staff.

Fortunately for City workers and trip-

pers, however, this does not mean that only those lucky enough to be employed in the building itself will be able to see them in operation. The public, too, will have its chance.

This is because the Moorgate building has become a link in the City planners' ambitious plan to cover the business heart of London with a network of higher level walkways, designed to carry pedestrians safely and comfortably over London's traffic at first-floor level.

This particular part of the walkway system will enter the building on a foot bridge from Moorgate station. It runs through the development from west to east, descending for the moment into Moorgate itself—eventually it is intended to fly over the street in the direction of Finsbury Circus.

On the way through, this open thoroughfare flanks the central lightwell with its wallclimbers which, thanks to the glazing here, will become visually at least, public property—fittingly enough for such an architectural innovation.

To walk through the completed and occupied building will, in fact, become an enjoyable attraction for people in the City with time to spare. They can walk freely into the heart of an exciting new development, pausing to watch the wallclimbing lifts gliding up and down between the tiers of offices.

They can decide to eat in the restaurant, which can be entered directly off the walkway. Then they can go on to join customers browsing in the street-





level shops or simply cross into the peaceful purlieu of Finsbury Circus.

Earlier this year, I took the opportunity of an early foretaste of the new visual treat which Londoners will now be able to enjoy, by going to see the wallclimbers soon after their installation.

The development was still a building site, with workmen taking the contract through its final stages. But only a little imagination was necessary for me to anticipate the day when the building would be open and occupied and its lifts running.

Entering the building from Moorgate, the visitor will see the twin lift entrances across the foyer. The lifts themselves run in hollow concrete shafts, clad externally in white Italian marble where they front the foyer, but open on the other, inner side. This is where the wallclimber experience begins, with the view through the far side of the lift cars as the passengers enter them.

The cars are basically standard items, specially adapted to take glazed rear extensions and carpeted for comfort. Each one travels at 1.0 mps and can hold 15 people.

Through the five-side glazed bays, passengers on the ground floor waiting for the lift to take them up can admire the pool and the landscaping which adorn the central lightwell at foyer level.

Designed by landscape design specialists Maurice Pickering Associates, the climax is a storey-height water cascade. Framed in black Scottish granite on the far side of the court from the lifts, this gives natural movement and rhythm to the whole scene.

As the lift begins rising, the cascade and the landscaping give way to the tiers of offices ranged round the light court, with office workers and lift passengers alike in mobile visual relationships with each other across the court.

This is naturally lit by a barrel-vaulted PVC roof membrane, which incidentally

*Below, wallclimbers in the City of London. Above, the site at Moorgate nearing completion early this year.*





## ASCENT OF THE OTIS WALLCLIMBER

serves to heighten the passengers' impression that they are rising through "external" space—as in the wallclimbers already installed in North America on the outside walls of buildings. (For maximum light at ground-floor level, the court tapers outwards along its longitudinal axis as it rises).

To enhance the aesthetic effect from the point of view of people in the offices around the light court (and to encourage passengers to look outwards) the interiors of the hollow concrete shafts housing the lift mechanisms are painted in dark colours. All that can be seen, therefore, from across the court will be the brightly lit cars suspended from their cables as they rise out of, and descend back into, the landscaped ground-floor level of the court.

Installing the first Otis wallclimbers involved the solving of a number of technical problems, as I learnt in an interview with Tim Phillips of Trehearnes.

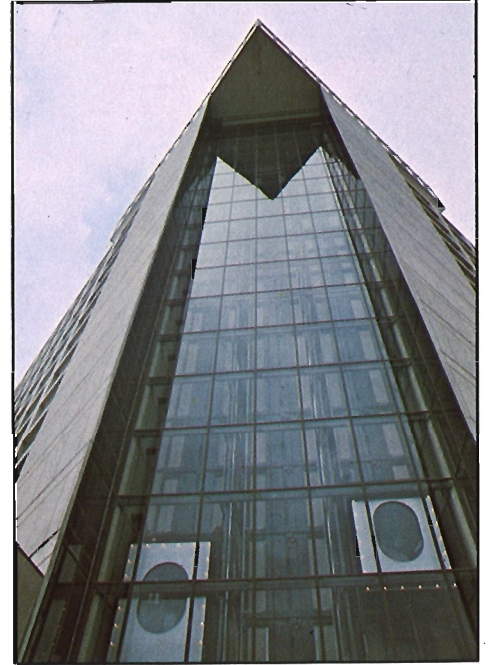
To start with, the extension of the lift

cars with their glazed rear-facing bays shifted their centre of gravity, which affected the placing of the lift cables and meant that each car had to be equipped with a special extra fixing girder.

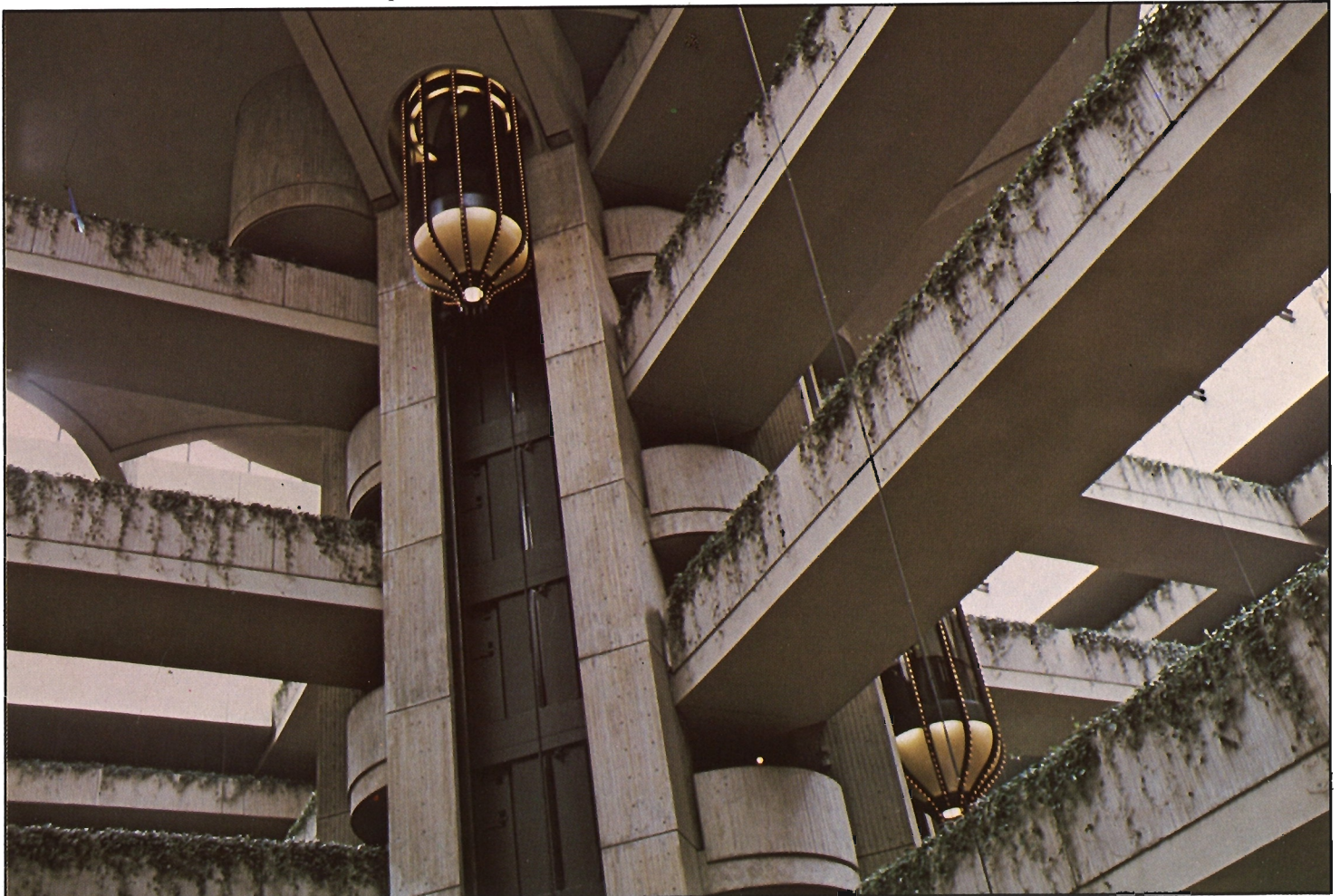
Next, it was important to make safety provisions for lift service engineers and others working in the building. Round the top of each car, for example, is a screen which can be raised temporarily by an engineer when he is servicing the lift from above. Other screens have had to be placed round the bases of the shafts at ground-level of the light court for occasions when the landscaping and planting is being attended to.

But with problems such as these resolved, Tim Phillips and Otis sales representative Glen Rattle foresee no difficulties with future wallclimber installations, and look forward to their next one.

Perhaps the most interesting feature of the whole development is the way in

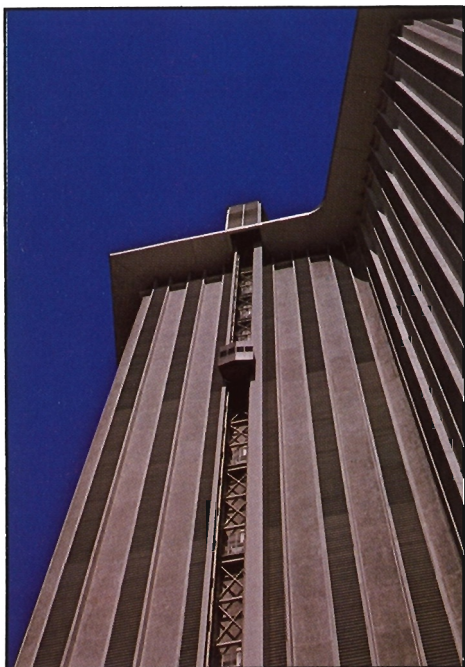


*The American experience. Above, wallclimbers in Kansas City and (below) in Chicago.*





# ASCENT OF THE OTIS WALLCLIMBER



which its novel features are as much the result of a logical resolution of the planning constraints on the site as of any conscious attempt to be innovative.

The light court, for example, replaces three smaller lightwells in the previous buildings on the site. Compensation for the abolition of these was an essential planning requirement for the density of new offices planned for the site if full advantage was to be taken of the existing street frontages. It was a commonsense rationalisation to design in the single light court that creates the setting for the wallclimbers.

Again, the requirement for the new building to carry part of the City of London's pedestrian walkways could simply have been accepted grudgingly as a cross that had to be borne. Instead, it has been turned into an asset, by being routed, not only to the building's restaurant, but past the light court.

So, anyone who works in or visits the City will have the chance to see the

wallclimbers in action. Similarly, much of the new shopping area is arranged in arcade style, on the lines of the previous shops, so preserving an access route through the development at street-level.

The new building is, therefore, extensively penetrated—horizontally, across the site, on two levels as well as vertically, by the light court and (in terms of circulation) by the wallclimbers—to an extent unusual in present-day speculative commercial developments. It will be alive with movement in two planes and, as such, will take its place as one of the more dramatic examples of modern architecture in the City of London.

Not that too much will be given away by its external appearance, which is relatively restrained.

Outside, in other words, there is little to betray the excitements that lie within.

● *David Crawford writes for 'The Guardian'.*

*Excitement of movement. More wallclimbers in New Orleans (above) and in Dallas (below).*







Above, show-piece of Longley building is the Brighton Conference Centre, completed in 1977, which has 12 Otis installations. Architect: Russell Diplock Associates.

Right, grandstand at Goodwood racecourse, Chichester, was completed by Longley in 1980 and opened by HM the Queen on 29 July. Architect: Howard Lobb Partnership.

## MEET OUR CUSTOMERS

# James Longley & Co Ltd

*In family ownership since 1863*

It is true that James Longley & Co Ltd is an Otis customer—and a very good one. But Otis is also a Longley customer. Last year the firm was very much in evidence at the Otis head office in Clapham Road, London, where extensive renovations were carried out to the fabric of the building.

The firm, a private limited company, was founded in 1863 by James Longley, and there are still three members of the family in it, and a fourth to arrive shortly. The head office and joinery works have been at the present site in Crawley, Sussex, since 1880.

James Longley & Co Ltd is the construction and joinery subsidiary of James Longley (Holdings) Ltd and employs over 1200 staff and operatives. It carries out any type of building work, except domestic housing, in the South of England, particularly in the Home Counties, and contracts undertaken so far range up to £12 million.

The group provides full engineering and con-

struction services for new structures, renovations and conversions of all types. Auxiliary services include a specialised joinery department (which also supplies other main contractors), a small works department which incorporates a painting and decorating section, and a subsidiary company, Heating & Ventilation (Southern) Ltd.

By the end of the last century Longley had achieved a solid reputation as a major construction company and had built Graylingwell Hospital, Chichester, Christ's Hospital, Horsham and the King Edward VII Sanatorium, Midhurst. There were also numerous projects for what was then the London, Brighton and South Coast Railway.

Since those days the Longley nameboard has been more and more often seen in the Home Counties, where there are area offices in London, Brighton and Odiham, Hants.

The long list of prestigious projects since 1945



includes much work for Crawley New Town, hospitals and convalescent homes, department stores for firms like Debenhams, Dingles, Sainsbury and the John Lewis Partnership, university buildings at Oxford, Sussex and Surrey, and public school projects for Eton, Tonbridge, Charterhouse, Lancing, and currently Hurstpierpoint.

Coming up to present times, a show-piece of Longley building is the Brighton Conference Centre, finished in 1977, and with 12 Otis installations. And in July 1980 the Goodwood grandstand was opened. Managing director Peter Longley told Otis Magazine: "Not only is it a magnificent structure, but we completed it in ten months—between two race meetings."

No-one was more appreciative than Lord March, managing director of Goodwood Racecourse Ltd. He said: "I think it is a miracle of achievement."

The Dan Air office block at Horley, Surrey, in

which there are also Otis installations, is an example of the modern concept of management contracting. Longley prepared an architect design-build scheme and managed the entire project. John Ebdon, a director in charge of construction management at Crawley, says: "We have gone beyond being just builders and property developers and firmly believe in the concept of management contracting."

Longley is an old-established family firm which has consistently moved with the times. But it is proud of its employee family links. As Peter Longley says: "It is a family firm in every sense of the word. There are many men like Richard Constable, the contract manager on the Goodwood racecourse job, whose grandfather, father, uncles and nephews have all worked for the firm."

This family tradition, both on the management and the work-force side, has combined to make Longley one of the top privately-owned contractors.



# Spotlight on Cardiff

## CAPITAL OF WALES

### *We visit branch manager Frank Seymour*

Cardiff, capital of Wales, has one of the most historic and beautiful city centres in Europe, with the Castle, City Hall and Law Courts being part of many old buildings. Of course, it also possesses the headquarters of the Welsh Rugby Union, the WRU National Stadium.

In the old dockland area, approached through Tiger Bay, is Cardiff Office in the Exchange Building, built in 1881 when coal was the main source of energy, South Wales the main source of supply, Cardiff the hub of this flourishing trade.

The Coal and Shipping Exchange was built and the buildings around were erected as monuments to the prosperity of their occupants. The Exchange itself was built in the Victorian era and was even more grandiose than its surroundings.

This district was then the commercial heart of Cardiff. In the great slump of the 1920s the area declined along with the industries it represented. In 1972 the Exchange was refurbished, designated some two years ago and purchased by the Department of The Environment for use in connection with devolution.

Cardiff, the only branch in Wales, is managed by Frank Seymour. The branch covers West Wales as far up the coast as Aberystwyth and to Mid-Wales as high as Newtown and down through Llandrindod Wells to Chepstow. The main operation is based in Cardiff, and in Newport and Swansea there are resident mechanics. The



geographical area is extremely large and a difficult area to cover, although possessing some of the most beautiful scenery in the British Isles.

Some major customers are Swansea University, Aberystwyth University, ICI, Hodge Properties, DOE (with equipment on full maintenance) University Hospital of Wales, BBC, Newport and Cardiff Corporations as well as David Morgan and James Howells, old established department stores. A recent addition has been Debenhams in Swansea.

Cardiff must be known as the branch of firsts: the first VV Static, first C. Mos, and first Gamma 160 installations, as well as the first standard housing solid state and the first VT machine.

The branch office has five staff and 23 service men in the field including two apprentices and a chargehand. In addition to being branch

manager, Frank Seymour is responsible for service sales.

Repair sales and surveying are looked after by Ron Powell, supervision on service is handled by John Hurn ably assisted by his chargehand, Eddie Watson. Alan Whiley is responsible for the new sales aspect of the branch. Denise Jones is the mainstay of the office and a recent addition is Rebecca McLeod.

Frank Seymour started as an apprentice in Cardiff in 1959 and advanced to service fitter and to adjusting. In 1968 he moved to Edinburgh as service salesman and in 1972 was appointed manager of Cardiff. Six years later he was also made manager of Bristol and is now area service manager. He has two sons and is Chairman of South Glamorgan Asthma Society.

Ron Powell's time with the company began in 1956, as a service fitter on repair

work. He was appointed service supervisor in 1969, and a year later transferred to service sales. He has two daughters, both teachers. He is treasurer of the local fly fishing club and plays a little golf for the moment and brews the odd drop of wine. He has just become a grandfather for the first time and is in his 25th year (gold watch) with Otis.

John Hurn started with the company as a fitter some 26 years ago, when his father was also employed by the company. He advanced to adjusting and in 1965 became Service Supervisor. He was also training and safety supervisor in Bristol and later reverted to supervisor in Cardiff. He has one son and two daughters aged 18, 16 and 14 respectively. John became a member of the Long Service Association last year and enjoys rugby and does a bit of caravanning.

Alan Whiley started as an apprentice in Cardiff in 1966, and became a service fitter. He then became an adjuster in 1971 and in 1978 was appointed to new sales. He has a boy and girl aged three and one. Alan is a railway enthusiast as well as a regular theatre-goer. He lives in Caerphilly.

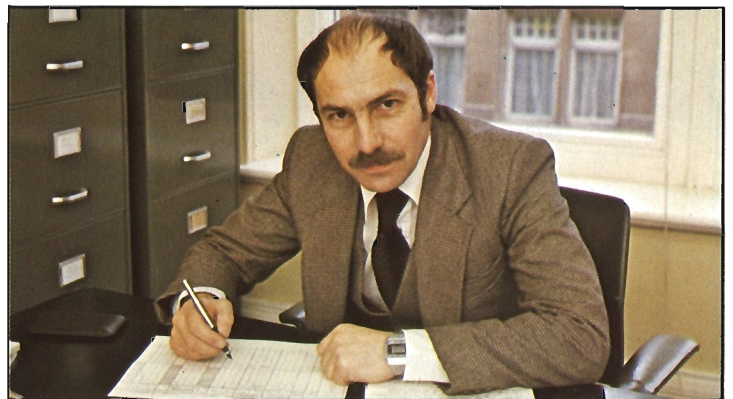
Denise Jones joined the company in 1974 and has married since then. She enjoys swimming and reading.

The Welsh have always been renowned for their hospitality, but please do not apply for tickets for an international match at Cardiff branch, unless you can pay in gold nuggets.





Opposite page, City Hall in foreground, and beyond that the University of Wales complex and the Inland Revenue office. Above, Cardiff Castle at the back and, in the foreground, the Rugby National Stadium. Opposite right, branch manager Frank Seymour. Below left, 1 to r, Alan Whiley, Rebecca McLeod, Ron Powell, Denise Jones and John Hurn. Below right, with 33 years' service, Ken Atkins is the longest serving fitter in the branch.











Above, the department's general office in the Otis works at Kirkby. Opposite page top, John Crockford, manager of the Contract Specifying department. Centre, l to r, Eric Tant, Arthur Abbott, Ray Borrett, John Crockford, Bert Abbott and Derek Moss. Below, l to r, Cheryl Dempsey (specifier), Iris Owen (print room machine operator) and Frances Dobie (secretary).

## FACE TO FACE

# Contract Specifying Department

At the Otis Liverpool works the Contract Specifying Department has a total staff of 43 people and a great deal of lift experience. The manager, John Crockford, has been 32 years with Otis, and the majority of his staff have more than 15 years service. Derek Moss is in his 27th year with the company and Arthur Abbott has reached 25 years.

Under the direction of Dr. Tony Williams, Director of Engineering, and headed by John Crockford, who is assisted by Ray Borrett (longest serving member with 36 years), the department's main task is to translate abstracts of sales into manufacturing language for the factory. These details must accurately meet the client's technical requirements using Otis resources at an optimum economic level.

The operation of the department divides into three main sections plus some additional sub-sections.

The electrical and wiring methods section (supervisor Bert Abbott) covers controllers, group V fixtures, wiring breakdown and service packages, and installation material on site.

The mechanical, service layouts and architectural products (APD) section is supervised by Arthur Abbott—no

relation to Bert. It covers special lift cars, when the client asks for them, and also the preparation of service layouts to ensure that the equipment specified can be accommodated in the building. A large job has recently been done for the Bank Underground station in London, and the design—electrical, mechanical and architectural—had to be started from scratch.

The standard specifying section (supervisor Derek Moss) is responsible for consolidating all the data and specifying all the standard equipment which is manufactured in the Liverpool works. In addition, there is a print room (supervisor Eric Tant) in which specifications are printed for the works.

The engineering groups within the department design non-standard components such as lift cars, wallclimbers and controller circuitry, and although the electrical, mechanical and architectural staff are specialised, flexibility between all groups is essential.

It is also essential that the department keeps ahead of market trends and developments in microprocessor technology, such as the latest Elevonic control systems which contracts are now calling for. Jobs have to be followed

through and there is continual liaison with the men in the field.

John Crockford is constantly aware that the vast, total lift experience of his senior men is a priceless asset which must be passed on to the younger men, including the five ex-apprentices on his staff.

His own apprenticeship started in 1949 at the old Falmouth Road factory in London, following in the footsteps of his father, also John, who worked 30 years with the company. The young John progressed through service and construction to senior adjuster.

"My first big job was at the Shell building in London," he recalls. "It was the first test of a six-car group—quite a thing in those days."

Later, he moved to the engineering department as an electrical draughtsman, became a supervisor, and was appointed manager of his present department some four years ago.

The strength of John's department—and it reflects the strength of Otis as a company—is this combination of a wealth of practical experience combined with a forward-looking approach, always receptive to new ideas and techniques.



# NEWS

## RODNEY FOUGHT HARD FOR SOUTHEND

Rodney Hawes of Southend branch was much in the rugby news last season.

He has played for Southend for 20 years, but at the beginning of the season, at the age of 36, opted out to become second team skipper.

He says: "I had a long spell in the first team and decided to step down."

But after winning eight matches in succession to qualify for the third round of the John Player Cup, Southend drew a home tie against mighty Gloucester, and Rodney, a back row forward, was called back for the game.

Skipper Kevin Gregory said: "He is simply the most experienced and determined back row forward we have got."

Rodney's forecast before the game was: "They may give us a complete trouncing, but the more I think about it, with a bit of luck we could win."

In fact, on 24 January, Southend lost 6 points to 12. But *The Sunday Telegraph's* John Reason, reporting the game, seemed inclined to agree with Rodney.

"Southend," he wrote, "gave Gloucester the fright and fight of their lives." This was after Southend were leading 6-0 after an hour's play.

And he went on: "They (the Gloucester supporters) had seen Rodney Hawes, Bob Gartland and Kevin Gregory in the Southend back row, support such a determined display of tackling by their backs, that Gloucester were reduced to the almost total sterility that can sometimes afflict them."

Well played, Rodney.

## EDDIE DODSON—MAN BEHIND THE CAMERA

Most of the pictures that depict Liverpool works personnel and activities in Otis Magazine are the work of Eddie Dobson, R & D department.

Eddie, who is the parts leaflet engineer at the works, is a dedicated photographer and uses this skill for the company by photographing Otis products to illustrate leaflets.

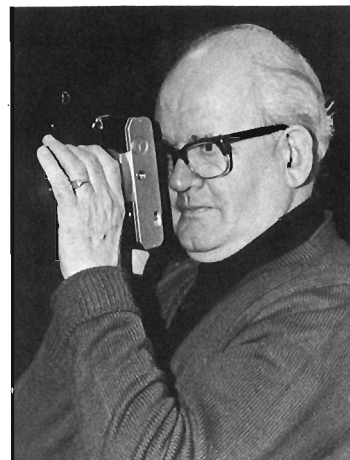
Outside of Otis, Eddie's subject range is extremely varied, including landscapes, portraits, still life and buildings.

His camera eye for detail and composition is complemented by the talents of his wife, Mary, who is an accomplished artist, working in both oils and water colours.

This happy duo are valued members of the societies they belong to and together make a significant contribution to the arts in the community.

To satisfy the curious, the picture of Eddie was taken by Mary while he was working.

—Alan Blackburn.



## COLIN IS A PIONEER STUDENT

At the Otis Liverpool works Cyril Dunscombe is production foreman in charge of the pre-assembly car department.

His two sons, Colin, who is 19, and Ian, who is nine, have been blind from birth.

But Colin, who has eight O-levels, is now studying for his A-levels in English, French and history at St Helens College of Technology.

He regards himself as very much a pioneer because he is their first blind student.

"I was a little apprehensive at first," admitted Colin, "not least as to how I would find my way round the building."

"However they sorted that one out for me in making sure that my lessons were all held in rooms very close to each other so I'm always in the same vicinity."

Having gained eight O-levels at Worcester College for the Blind in 1979, Colin wanted to pursue a career in speech therapy but found that much of it is visual so unsuitable for him.

Now his ambitions lie in his second love—languages.

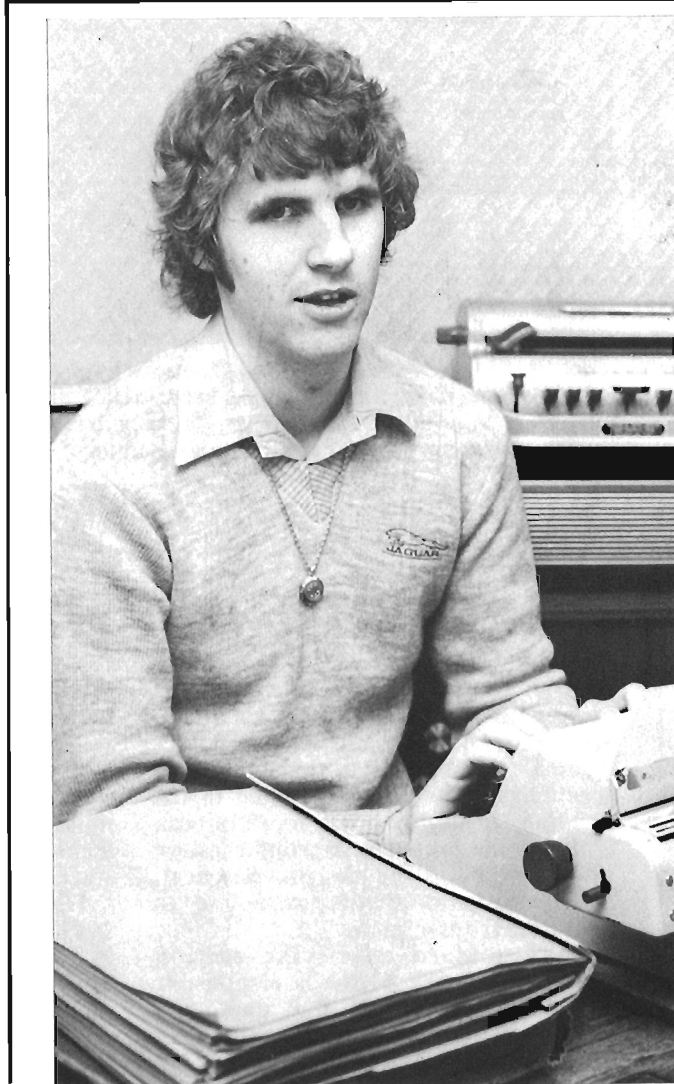
"I fancy being an interpreter for a firm, and I may even get work abroad one day."

With the help of Grandad Dunscombe and mum and dad, Colin spends many hours a week translating page after page of literature connected with his A-level subjects into Braille and only after he has done that can he sit down and study.

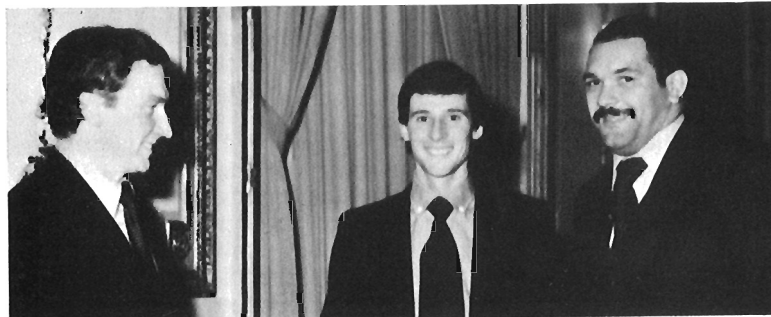
"I'm one of these people who has to really work at something to get results," said Colin. "Learning doesn't come easy in that sense."

"I think maybe it's a little bit easier for me than for others to get my head down and get stuck into my work because I don't have distractions like television."

•Courtesy 'St Helens Reporter'.



## MEMORIES OF THE OLYMPICS



Otis MD Norman Cunningham with Sebastian Coe (centre) and judo bronze medallist Arthur Mapp at a recent reception. A reception was also held for gold medallist Alan Wells.

**SEND YOUR  
NEWS NOW  
TO  
MARK  
SHENKER**



# KEEPING FIT AT KIRKBY

## *Tom Penney looks in on the health and strength brigade*

The accent is on keeping fit, and no concessions are made. Twelve-thirty each day will see a number of runners leave the factory, whatever the weather, sometimes two or three, sometimes ten.

They leave Moorgate Road, pass the Kirkby Admin. Centre and Yorkshire Imperial Metal, then down the East Lancashire Road and back into Moorgate Road. If you are just a jogger you will be left far behind. Over at the gym you will find others following a work-out routine which includes weights and press-ups.

Around ten years ago a group got together to form the Keep Fit Club. Since then they have equipped themselves with a very comprehensive range of equipment including 1500 lbs of weights, a rowing machine, cycling machine, wall bars, and a punch ball. This equipment was bought out of Keep Fit Club subscriptions. The gym was provided by the Sports & Social Club.

The facilities are open every day, mid-day and evening. I happened to visit the club one Tuesday evening and discovered something not many people know about. Some two years



ago a local football team, made up of youngsters, had no training facilities. The Otis Keep Fit Club stepped in and provided not only the facilities but also the skill and supervision. The football team failed to survive but the attendance of juniors did not fall off.

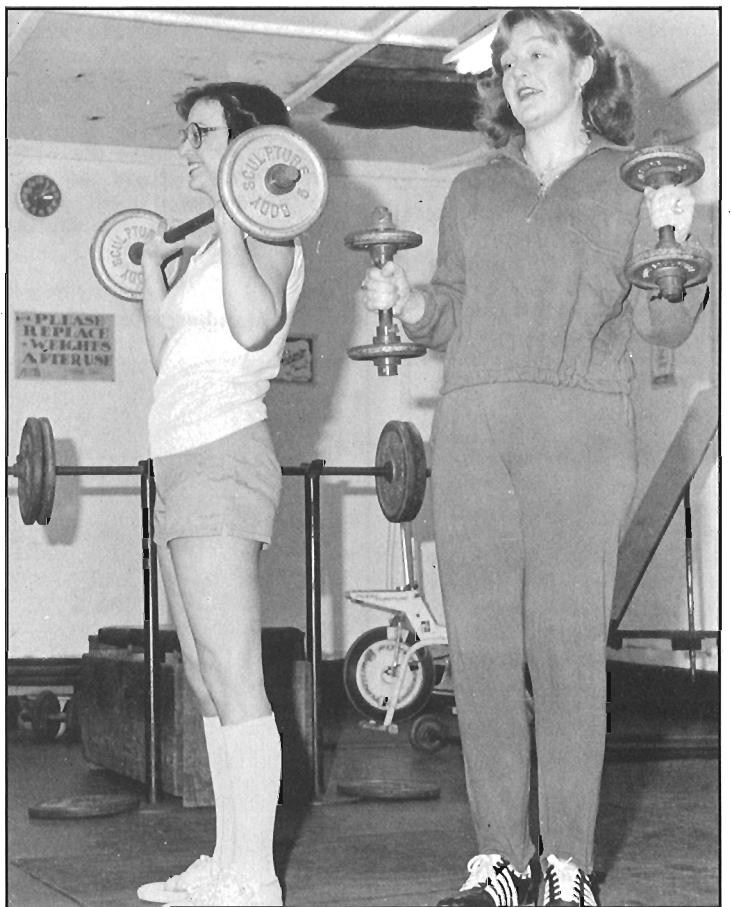
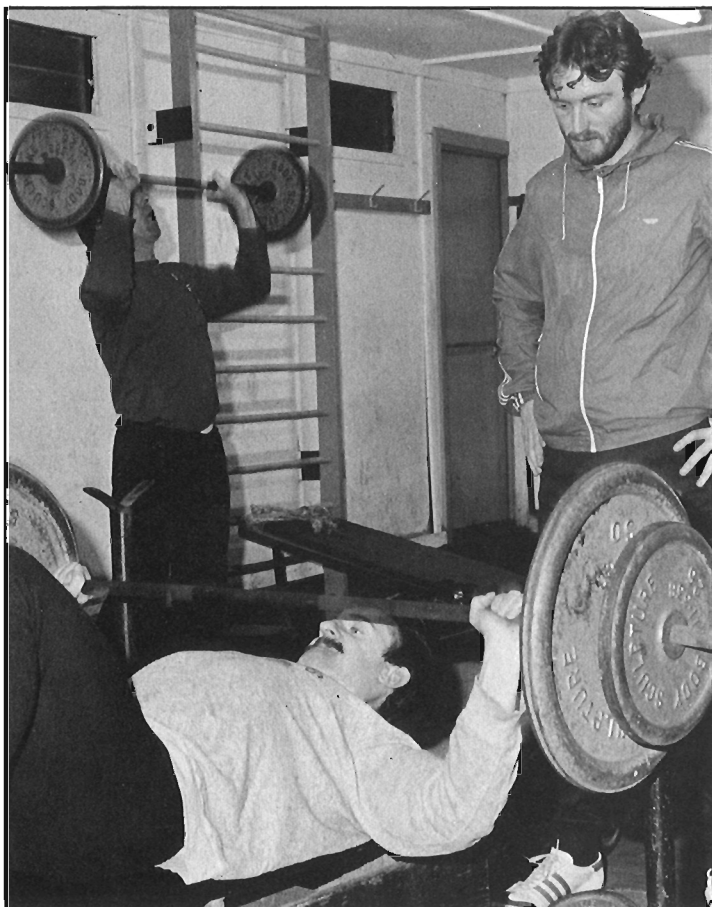
Other nights may find at least two young ladies from Otis office staff and computer department personnel working out.

I can't name every member but two ought to be mentioned. They have effectively led the club since it started, but do it in an unpretentious way. They are Bobby Hickson and Billy Nelson. Talk to them and you feel their pride in the club members, particularly the juniors.

**Left, the juniors, l. to r. Kevin Nelson, Gareth Hickson, Stephen Hickson, Brian Herron and Mark Lester.**

**Below left, Jimmy Wolf on the bench under the eye of Brian Hayden. In background is Jimmy Jones.**

**Below, Anne Percy (left) and Mary Turner at their weight training. Both are in works accounts.**



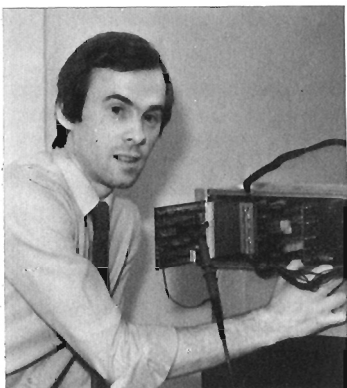


# NEWS

## PRIZE FOR HARRY TERRY

News that Harry Terry of Contract Engineering at the Liverpool works had been awarded the course attainment prize for outstanding performance on his course—HNC & Endorsements (All courses)—was received with great satisfaction by his colleagues at Liverpool.

Harry, who is a microprocessor engineer, started his Otis career as an apprentice in 1969, progressing through controller testing and moving to contract



Harry Terry at work

engineering as an electrical draughtsman in 1977. He was promoted to his present position in 1980.

He is a member of the Institution of Electrical Engineers and his attainments are to be applauded. They serve as an example to all apprentices.

Harry received his award at a presentation held in the Wigan College of Technology and attended by his colleagues.—Alan Blackburn.

## LIVERPOOL CHESS

Otis chess club at Liverpool works did well last season. After being promoted the previous year into division four they were runners-up in the Liverpool Business Houses Competition.

Former chairman Stan Hunt, on his retirement, presented the club with a trophy to be played for continuously. Jim McMullin won it at the end of the season after a hard-fought final with Jim Bruce.

Our new chairman is Harry Eades. He is a keen player and member of the chess team squad.—A. Cooney, club captain.

## GILL IS A GIRL IN BLUE

In the canteen at the Otis Liverpool works in Kirkby, Gill Berrigan, the manageress, is a familiar figure in her normal working gear.

But one or two Otis people would get a surprise if they met her on the street in uniform.

For Gill is a special constable at Skelmersdale police station. There are four women regulars but she is the only special. Saturday nights is her time for duty and she has seen her fair share of knifings, muggings and beatings.

Not to mention what the police call 'domestics', and in which women officers often find themselves involved. This is when neighbours call the police because they think a man is trying to kill his wife.

When the boys and girls in blue arrive, and attempt to separate the fighting couple, the wife hits them over the head for interfering in a private squabble. Truly, the police don't like 'domestics'.

Gill has to do a minimum of four hours a week but, like most specials, does more. She gets her travelling expenses,

and £10 a year for shoes, and that is it. Nobody becomes a special for the money.

Women constables usually patrol with a male officer, sometimes on foot, sometimes in a car. Gill says: "We are useful when dealing with children, or if a woman has to be searched."

"There are obviously incidents a woman cannot deal with, because she hasn't got a man's strength, but she is still expected to be a proper police officer capable of handling any situation."

Gill has been with Otis for 18 months but has been in catering for 25 years. She says: "If I had my time all over again I would join the regular force. It's a great job. Even so, at my station there has always been a very good relationship between the regulars and the specials."

A police woman is still a police woman even when she is off duty and out of uniform.

Gill saw a road accident in Manchester and stepped into the street, in civilian clothes, to control the traffic.



Gill Berrigan very much on duty in her special constable's uniform. She believes a police woman's lot is a happy one

When the cars with flashing blue lights screamed to a halt she showed her warrant card and apologised for stepping in when out of her own manor.

The Manchester police replied: "Don't apologise, lass; just you carry on."

It's a great life if you don't weaken.

## FIRST-OFF FOR LIVERPOOL INSPECTOR

A notable and historic first-off, to use an inspection term, was achieved by Jack Barrance when he completed 25 years service with the company on 28 December 1980.

The occasion was historic because Jack became the first hourly-paid employee at the Liverpool works to qualify for a long service award. His choice was a carriage clock.

Jack joined Otis in London and transferred to Liverpool on 1 January 1966. He has worked for quality control during the whole period of his service and is currently responsible for inspection in department 35, where his expertise in group V products is invaluable. Ernie Brown production superintendent, confirms that Jack can always be relied upon to produce the most recent part drawing of a product, but where he gets them from nobody knows!

In his presentation speech,

Jack Barrance receives his award from Alan Mainwaring



Alan Mainwaring, director of production, thanking Jack on behalf of the company for his services, commented that he was the type of man without whom no company could survive.

## LONDON GOLFING SOCIETY

As reported in the Christmas issue of Otis Magazine, a National Golf Competition is being organised by the personnel department, Liverpool.

Venue will be at Moorhall Golf Club, Sutton Coldfield, on 8 September 1981. Numbers will be limited to 45 players.

Cost will be £2.00 entrance fee and approximately £12.00 to cover green fees and evening meal plus any overnight accommodation costs.

Although the competition is being organised by Alan McNamee of Liverpool, entry forms for London players can be obtained from me.

The following date has been arranged for Otis Golfing Society (London) Autumn meeting.

Tuesday 22 September 1981, Coombe Hill Golf Club, Kingston.

Full details will be forwarded to members nearer the date.—A. T. Goodin, hon. secretary.



## AT YOUR SERVICE

Hotels, hospitals, schools and a wide range of buildings need a means of transferring small loads between floors.

Otis Flexline service lifts are available in two basic models: the 100 kg serving-level dumbwaiter, and the 300 kg floor level service lift, capable of carrying a trolley.

Both models allow a choice of finishes, the most popular being galvanised and stainless steel, and are capable of serving a maximum of ten floors.

Pre-engineering and batch production reduces the cost to the customer and also simplifies builders' work. The complete unit can be installed with a minimum of interference and has been designed to be self-

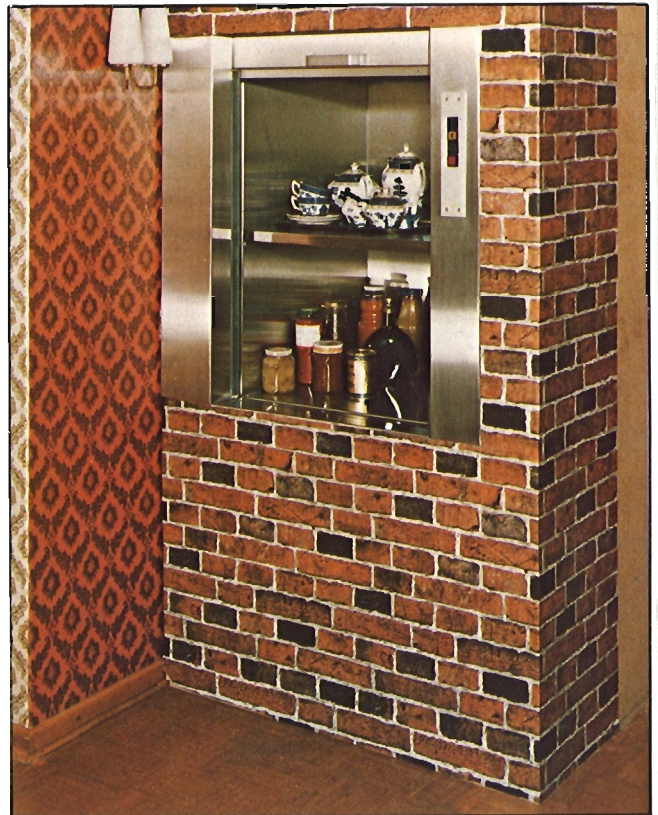
supporting. Erection time is minimised as each unit is pre-assembled.

The machinery is located above the top floor landing with access from any of the sides (depending on site conditions). It comprises the traction machine, the controller, and the floor selector, all mounted on a shelf supported by the main structure.

At each landing stage there is a dual-purpose push button which is used to call the car and also incorporates a position indicator and 'car here' buzzer and light.

Entrances are prefabricated with electro-mechanical locks and push button units, all pre-wired. Front and rear entrances are available as standard.

### FLEXLINE SERVICE LIFT FLOOR LOADING ARRANGEMENT



### DUMBWAITER WITH SERVING LEVEL ARRANGEMENT





## ALPINE EXPEDITION 1980

*Above, Snow ridge in the Austrian Otztal range. Right, On an exposed ledge in the Italian Dolomites. Below, Successful group at the summit of Mont Blanc*



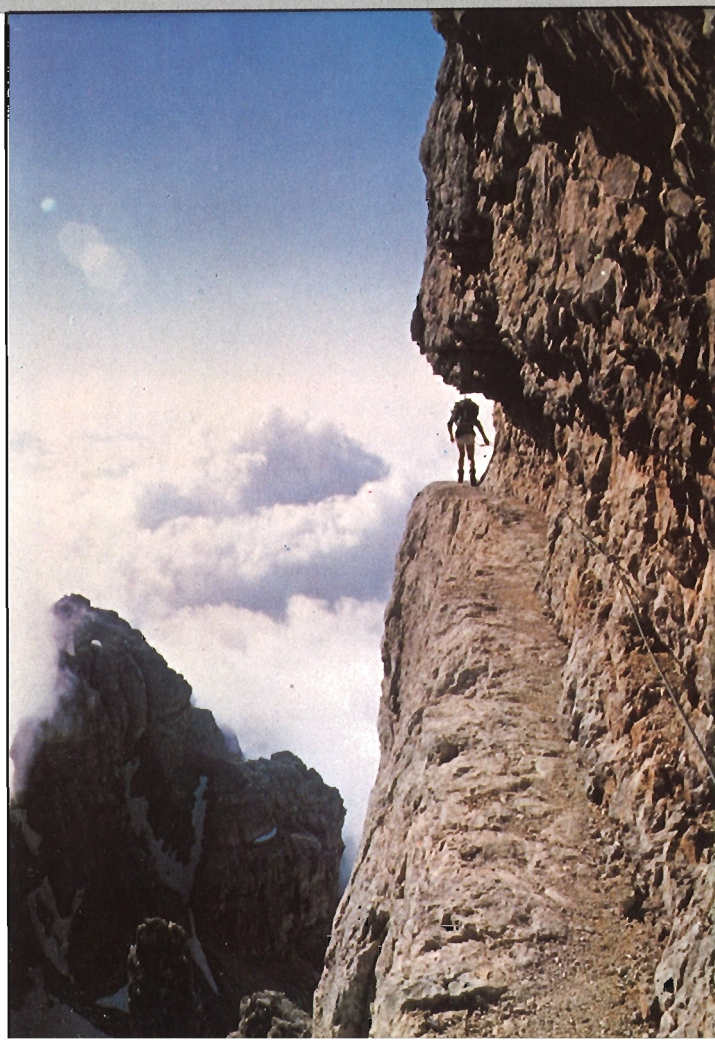
Last summer 47 young people from 25 different schools took part in a mountaineering venture in the European Alps under a scheme organised by the Inner London Education Authority.

The first part of the expedition was spent in the Stubai and Otztal ranges of Austria where, following a period of basic training and acclimatisation, a total of 40 different mountains were climbed.

At the end of two weeks the expedition divided into three separate components. One went to Chamonix in France, the second to Zermatt in Switzerland and the third to the Dolomites in Italy.

A further week was spent in these areas, during which time some notable routes were completed.

Otis, along with a number of other blue-chip British companies, was happy to help sponsor this venture.





Otis people are well aware of the changes microprocessors and computers have brought to the lift industry. But in this Year of the Disabled an enthusiastic band of Otis volunteer workers also know the help the new technology is bringing to the physically handicapped.

Through Harry Pettinger in London, and Dennis Horner in Liverpool, Otis has long had a connection with aiding the handicapped. And through Dennis's association with Brian Turner, headmaster of Springfield School for physically handicapped

children in Kirkby, in the Borough of Knowsley, people at the Liverpool works, gladly giving of their own time and skills, were able to provide electric wheelchairs which could be controlled at the touch of a finger—or even a chin.

Later, they constructed button and pedal-operated 'yes or no' machines which allowed children with speech or language defects to make definite responses.

But the big problem was finding some way for severely handicapped children to write and calculate. And it must be understood

that these children are *physically* handicapped—their minds are unimpaired.

The answer was found in the small office computer, plus visual display unit and print-out, coupled to specially designed controls.

With financial aid from Otis, the school bought a Pet computer, and a project was set up under Mrs Norma Seddons, the deputy head.

The photographs on this page show what is being done. It is a big break-through in the unending fight to improve the quality of life for the physically handicapped.

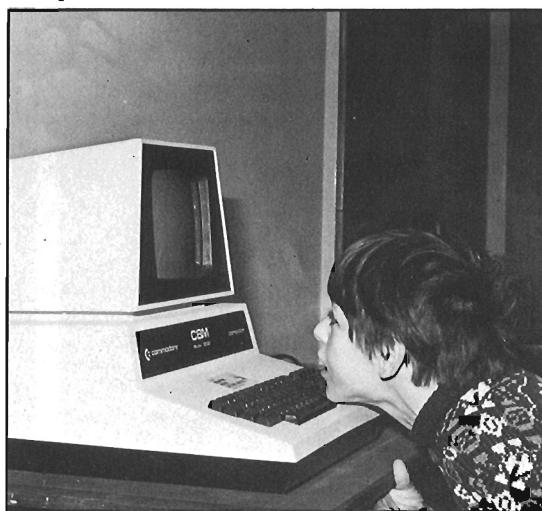
## Computer aids physically handicapped children



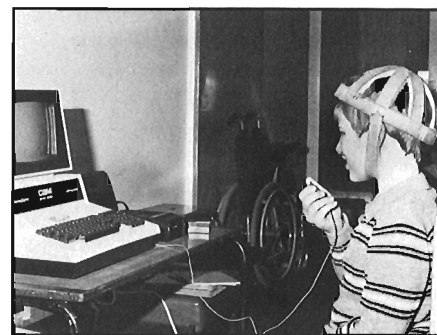
LISA is four, severely physically handicapped, but intellectually bright and with many abilities. For her, the work currently being carried out at Springfield School brings a unique future chance to be able to control her environment and consequently achieve some adult independence.



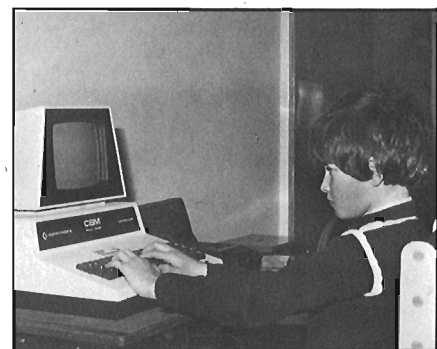
STEPHEN is sixteen and severely handicapped by cerebral palsy. He is confined to a wheelchair and cannot speak or write. If he is asked to grasp or touch an object his muscles go into a spasm, but he can use his eyes to help him communicate and make a vocal 'bl' sound. Dr. Philip Odor, from the Godfrey Thompson unit at Edinburgh University, devised a 'grunt' switch which allows Stephen to control the computer with his 'bl' sound.



NEIL is twelve and severely handicapped by cerebral palsy. He moves about in his electric wheelchair but needs help with feeding and has great difficulty in making himself understood. While waiting for a specially designed control, Neil insists on operating the computer with his chin. He has an aptitude for maths and Mr Baptiste, of the Liverpool College of Higher Education, has written him special programmes.



MICHAEL is twelve, has perceptual learning problems, and the programme he is using, controlling the computer with a 'grunt' switch, is helping to remediate these problems. He needs a specially devised keyboard, interfaced to the computer, which will allow him to operate it in the normal way. Michael's motor control is limited, but he is anticipating the time when he can do written work, using the computer and its print-out facility.



STEPHEN BIRCHALL is less physically handicapped and can use the keyboard fully to consolidate his learning experiences in the classroom. He has taken to the computer and eventually may follow a curriculum leading to qualifications in computer studies. For the physically handicapped, a career in computers is one area in which they can compete on equal terms with the non-handicapped.





Otis fitters on site are L to R, back row, Roy Richardson, Derek Hammond, Nick Doyle.  
Front row, Mick Terry, David Frensham, Sam Cooper



Barkers in Kensington is part of the House of Fraser group

## Modernisation at Barkers in Kensington

Mr. G. Kent (left), Barkers chief engineer, with David Coles, Otis escalator repairs supervisor

The 11 Otis escalators at Barkers department store in Kensington were originally installed in 1938. They are now being completely modernised. This work takes several weeks for each escalator and involves the fitting of new steps and step chains, the removal and complete overhaul of the drive machines and main drive shafts, and the checking or replacement of many components to bring the escalators up to current standards.

Otis is proud to be doing this work for one of London's most distinguished stores

