

LIFT-OFF

Number 11

July/August 1983

Internal newspaper of Otis Elevator PLC (UK)

Otis travolators carry customers and their trolleys to the car park above Fine Fare's new superstore in Bishop Auckland

FINE FARE RIDE HIGH

Fine Fare's latest superstore, with 31,000 square feet of retail floor space, opened in Bishop Auckland, County Durham on 21 June.

Customer throughput is expected to be of the order of 28,000 to 30,000 shoppers a week. Entrance to the store is



Above, the two travolators are in a mall outside the entrance to the store. Below left, the trolley wheels lock into the tread of the travolators during the ride.

from a covered mall and above there is a multi-storey car park.

The store is served by two Otis passenger lifts and two goods lifts. But the big eye-catcher and customer attraction in the mall is the pair of stainless steel-clad Otis travolators with a 10 degree rise up to the car park and moving at 0.35 mps.

Mr Dan Elliott, project manager for the architects, Edwin F. Watson and Associates of Stanley, told Lift-Off.

"The travolators were Fine Fare's own suggestion right from the beginning.

"Like all big store operators they know the difficulty of getting customers to move off a single level.

"If customers were going to arrive in the car park, they had to be transported easily

down to the shopping level. And, equally important, transported back to their cars with their loaded trolleys".

Travolators were the perfect answer. But what about the safety problem of heavily-loaded trolleys riding on a moving 10 degree rise?

The ingenious solution was specially designed trolley wheels which automatically lock into the tread of the travolators.

Move on to the unit with your trolley and let go. The trolley stays firm and secure, even when test-loaded with concrete blocks, until it rolls off at the end of its up or down journey.

Otis construction was supervised by Alan Nesbit at Newcastle with branch manager David Coe taking a keen interest.

The construction team consisted of chargehand Derek Nesbitt with his brother, Philip, Tommy Richardson, Colin McGee, C. Rutherford and second-year apprentice Michael Grist.

The units were tested by Jacky Denholm from Newcastle and Chris Clubley from Leeds. The salesman was Les Dickens.



Don't accept a lift from a stranger
OTIS

Your full-size car sticker is inside this issue, why not put it in your rear window and fly the flag for Otis. In more ways than one, it is very good advice.

MAINTENANCE CONTRACT FROM THE SAVOY



Otis have secured a major contract from the world-famous Savoy hotel in London's Strand for the maintenance of 35 units.

The Savoy, traditionally the London base of visiting heads of state and the famous in all walks of life, occupies a unique position in the hotel business.

Sir Winston Churchill was a

constant patron of the grill room during the last war, Noel Coward had his own table, and the tradition of maintaining the highest standards of service continues today.

Our picture shows Mr Willy B. G. Bauer, General Manager of the Savoy, finalising contract details with Bill Pryor, Sales Manager, Otis London Service District East.

- and two more major contracts in London

We have just booked a 39-unit order worth approximately £2 million for the London Bridge City contract on the South Bank.

Equipment is Elevonic 301 and 401 passenger lifts and a subsequent Phase 2 will involve escalators and travolators.

Negotiations were handled by the London sales team with strong support from Joe Killgallon in Sales Administration who handled all the estimating. The developer is St Martins Property Corporation.

Highlight of 'O' service business is a 975-unit con-

tract from the Greater London Council. Roy Markham, Director of Sales and Service, headed the negotiating team, which included Bill Whitaker, Roy Standen, Norman Davies and Peter Wood - all ably backed by Brian Pearson in Service Administration.

The contract will involve setting up a new branch operation headed by Trevor Perry with three supervisors and a workforce of 40 men.

Further recent orders include one passenger lift for

CONTINUED ON PAGE 2



Mr Bert Woodley, manager of the store; Mr Dan Elliott, project manager for the architects, Edwin F. Watson and Associates; David Coe, Otis Newcastle branch manager.



Apprentice Michael Grist, tester Chris Clubley and senior construction fitter Derek Nesbitt.

HAPPY 50th BIRTHDAY TO LTE

London Transport celebrates its 50th anniversary during 1983 and on 2 and 3 July there was a great gala and open day at the Chiswick and Acton works.

As well as displaying almost every aspect of LT's activities over a vast area of the works the gala included the annual London Bus Rally with buses and coaches from all over the country.

On the Underground side there was a fully-manned Otis exhibition stand (see photo) with a working Custom lift car and an Elevonic control panel.

The talking car operating panel created enormous interest, and the exhibition could not have been mounted without the fine back-up of Ted Heyward, who co-ordinated the Liverpool end, and John Gibbs of London Construction, who laboured so hard with his team to get the show on the road.

Vintage vehicles on display by LT included 'Sarah Sid-



Taking a break on the Otis stand, l to r, Shirley Kent, secretary to Tony Allen; Barry Wheeler, Zone Sales Manager; Mark Shenker, Promotions Co-ordinator; Jim Callow, Construction Supervisor for LTE; Norma Spence, secretary to Ken Paige; John Gibbs, Construction Supervisor for LTE.

dons', a 1922 electric loco still in regular use today, and there were modern specialist trains like the one that cleans Underground tunnels and another which clears autumn leaves from the rails.

Londoners were given the chance to drive a bus and queued to pay £1 to be taken on to the skid pan - an alarm-

ing experience when the bus slides through nearly 360 degrees before rocking to a standstill.

It was a great day out for thousands of families. Happy 50th, London Transport.

Future customers? Children give the Custom lift car a thorough inspection on the stand.



Tragic death of Tom Ashby

We regret to record the death of Tom Ashby at the age of 55. He collapsed and died during a club competition at Ashton Golf Club near St Helens.

Tom Pratt writes: Out of respect to Tom Ashby the article on the Contract Control department which would have been in this issue of Lift-Off is being held over for another time.

Tom started with Otis in 1969 and after a short period in Despatch joined Contract Control in 1972.

He was a valued member of the staff, always ready to help in resolving a problem, and his conscientious and pleasing personality will be greatly missed both in Liverpool and in the export and service field with which he worked so closely.

We are all saddened by his passing and trust his wife and family will accept our condolences in their great loss.

CATS!

Alcazar Siamese have excellent pedigree Siamese kittens for sale. Fabulous temperament, home-reared. Kitten enquiries also being accepted now for British Blue and British Cream Kittens due late in the year. Contact Fiona Williams at Liverpool works or at home on Warrington 31936.

Thank you, FT

It is flattering to know that someone at the 'Financial Times' reads Lift-Off.

Not so long ago they ran an item in their Men and Matters column about Clapham Road's Barry Lane which was based on an interview in Lift-Off after he had sold his 1000th unit.

All good publicity for Otis, and thank you, FT.

But it is an amusing thought that when a paper runs an item from another paper in this way it is known in the newspaper business as 'a lift'. Very appropriate.

Firemen raise £4000

On 2 July at a disco at the London Fire Brigade's Beckenham sports centre firemen from Brixton B Division presented cheques for £2000 each to the Guide Dogs for the Blind Association and to the Fire Services National Benevolent Fund.

This magnificent total sum of £4000 was raised by the Brixton men's Otis-sponsored row from Lechlade down the Thames to Southend Pier (see Lift-Off, May/June 1983).

PLAQUES

Brixton B Division have awarded Otis plaques in grateful recognition of the company's help in meeting the major costs of support craft, food and protective clothing.

Many Otis people from Bristol, Reading, Southend and London unstintingly gave their time and money to support this successful record-breaking venture.



Above, Alan Bryant receives a commemorative plaque from Mr B. W. Butler, Deputy Assistant Chief Officer, Divisional Commander 'B' Division, London Fire Brigade, on behalf of the company. Left, the Blind Dogs for the Blind Association say thank you for their £2000 donation.



The Otis team. Back row, l to r, Chris Mallett, Bob White, Alan Spencer, Carl Walwyn, Ted Meatyard, Terry King, Richard Ashby and Barry Williams (non-playing). Front row, l to r, Barry Lane, Bill Whittaker, Steve Ellis, Dr John Watkinson (non-playing) and Victor de Costa.

Ted does it again

An Otis eleven captained by Ted Meatyard beat a Schindler team 178-130 in a 40-over game at Ryeworth, near Cheltenham.

It was Ted's 17th consecutive win as a team captain.

The fixture was arranged by Dr John Watkinson, Otis UK Group MD, with Don Brooks, MD of Schindler. Both of them live locally.

Dr Watkinson plays for Ryeworth and would have turned out for Otis but for an injury sustained the previous week.

Highlights of the game were Richard Ashby's 79 runs and Chris Mallett's three wickets for eight runs which finally demolished Schindler who were all out after 34 overs.

The game was played in delightful surroundings and Ted and his team thank the two managing directors for organising it.

Otis team: Chris Mallett, Bob White, Alan Spencer, Ted Meatyard, Terry King, Richard Ashby, Barry Lane, Bill Whittaker, Steve Ellis, Victor de Costa and Carl Walwyn.

25-year awards



At Clapham Road, Tony Allen, Director of Zone Operations, makes the presentation to Roy Mills, Sales Administration Manager based in London.

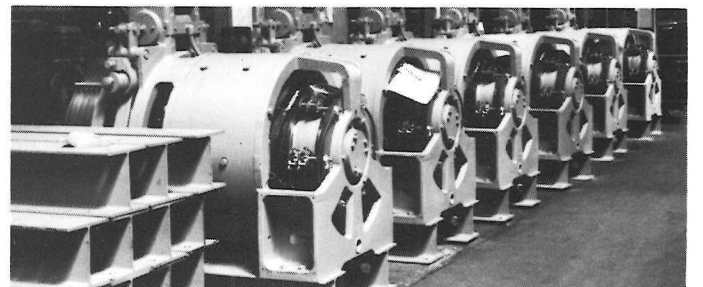


At Liverpool works Len Norris, punch press operator in D39, received his carriage clock from John Miller, Director of Manufacturing and Data Resources.

CONTRACTS from page 1

the Army & Navy Stores, Epsom, two escalators for 5 Henry Street, Dublin, five export units for Jamaica, Saudi Arabia and Lusaka, three passenger lifts for the Harrogate International Hotel and 12 units for St Mary's Hospital, Southall, London.

The last two months have been good for Bex and 'S' modernisation with seven units at the Royal Festival Hall, London, three units at Broadcasting House, London, and the refurbishment of two big passenger lifts at Ninewells Hospital, Dundee.



Liverpool works recently secured a large order for 131 HT and 139 HT machines from Otis in the United States. Here are the first six machines ready for shipment. As we went to press 42 machines had been shipped out of the 105 total order.

We have also received contracts for two passenger lifts at a Legal & General Insurance site in Luton, three escalators at the Golden Mile Centre, Blackpool, a further

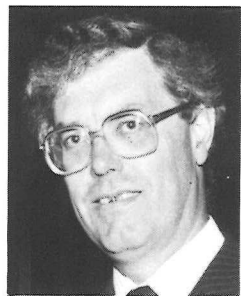
three lifts for a nine-unit contract for CIM Properties at St George's Centre, Gravesend and two more units for Prudential Insurance, Southampton.

GLC architects win top Otis Award for Covent Garden

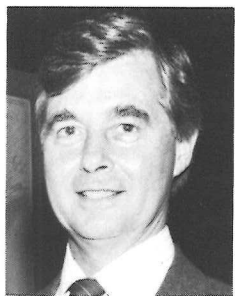
The Otis Award, presented this year for urban design, was won by the Greater London Council's Department of Architecture and Civic Design for the restoration of the Covent Garden Central Building.

At a ceremony at the Churchill Hotel, London, on 23 June, the GLC team - Geoffrey Holland, Ashley Barker and Robert Thorne - received a cheque for £6,000 from the chairman of the panel of judges, the eminent architect, Richard Rogers.

Commendations went to Feilden and Mawson for the Pavements Central Area and to Elsom Pack and Roberts Partnership for the Pavements Shopping Centre, Chesterfield, Derbyshire; Building Design Partnership for Bath Mill Housing, Lancaster; and Rod Hackney and Associates for their housing in Black Road General



Geoffrey Mitchell of Feilden and Mawson. £1000 for the Pavements Central Area, Chesterfield.



Duncan Studholm of Elsom Pack and Roberts. £1000 for the Pavements Shopping Centre, Chesterfield.



Keith Scott of Building Design Partnership. £1000 for Bath Mill Housing, Lancaster.



Dr Rod Hackney of Rod Hackney and Associates. £1000 for Black Road, Macclesfield.

Improvement Area No 2, Macclesfield. Each of the four architectural practices received a cheque for £1,000.

The Award, sponsored by Otis in association with the *Architects' Journal* was introduced in 1982 to mark particularly outstanding achievements in the field of architecture and planning.

It will continue to be given every two years to enable a

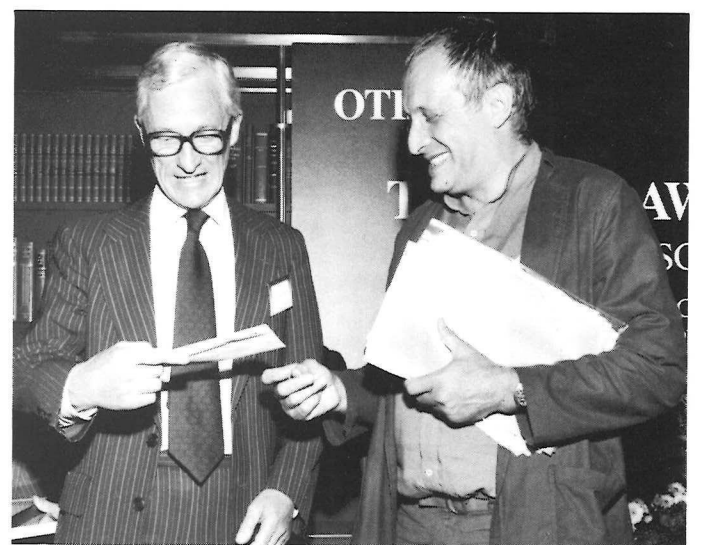
category of building or environment problem - chosen as being topical and meriting attention at the time - to be highlighted.

This first competition - The Otis Award 1982: The Urban Scene - attracted 69 entries from all parts of the country and of a very high standard. The Otis Award is unique among existing architectural award schemes and

the total prize of £10,000 makes it also the highest cash value of its type.

Otis MD Ken Paige welcomed our guests at the Churchill Hotel, and after the presentations Richard Rogers spoke on the high standard of the entries and there was a summing up by Leslie Fairweather, editor of the *Architects' Journal*.

The judges were Richard



Peter Jones, GLC Director of Architecture, receives a £6000 cheque from Richard Rogers on behalf of the design team for the Covent Garden Central Building. This conversion and restoration project, carried out by the GLC, was the outright winner of the 1982 Otis Award.

Rogers, RIBA, AADipl, M Arch (Yale), ARA; John Outram, RIBA; Alec Clifton-

Taylor, FSA, MA, Hon. FRIBA; Simon Jenkins; Leslie Fairweather, RIBA.

HERE IS THE MS300 LINE

It is the beginning of a new era for the Otis service market

The Otis microprocessor revolution produced the Elevonic control system for high-speed, gearless lifts - the most sophisticated and successful system in the world.

And now there is a new E401M package which will modernise existing gearless lifts to Elevonic standards.

But what about the tens of thousands of customers in UK who have one and two-speed geared lifts and would appreciate the benefits of microprocessor technology?

Enter the MS300 line. It has been designed specifically for service sales and will upgrade existing one and two-speed AC geared lifts to microprocessor control.

John Mizon, Otis UK Advanced Technology Manager, who was involved in the initial engineering and marketing, says: "In the past, when we have modernised a unit, it has been largely a question of replacing like by like to give marginally improved performance.

"Now we can offer microprocessor technology for one and two-speed lifts - and also for the UMV range.

"We can get rid of the electro-mechanical relays, mount the small controller on the wall to give a space advantage, and provide greater reliability and a smoother ride

with Gamma S on the AC machine.

"These new controllers are very flexible. Take duplexing, for instance. It is just a matter of a link between them and an extra chip on the boards.

"The new product is a controller. But we are in the market to sell modernisation.

"When the customer has the control system modernised the chances are that he will also want to bring his lift up to modern code requirements or to upgrade the aesthetics.

TRIGGER

"The real point of the MS line is not just to change controllers. It is to act as a trigger point for major modernisation".

The MS300 line was unveiled in Berlin in April of this year for ETO countries. Since then it has been up to individual European countries to launch it.

Gordon Riddle, UK Service Manager, along with Geoff Farge, Service Manager dealing specifically with modernisation, are currently presenting the new product at meetings around the country, aided by John Mizon and Cliff Smith.

Geoff Farge comments: "This is the first time we have

had a major product designed exclusively for service.

"It is also the first time in many years that we have had a real breakthrough in modernisation. Because now we are completely changing the technology.

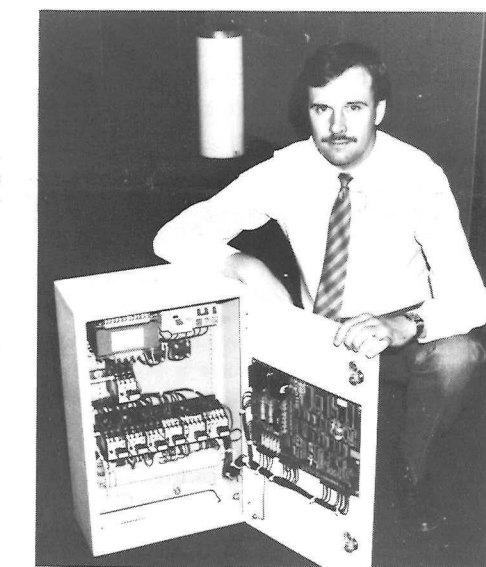
"MS300 was developed in Germany for one and two-speed geared lifts, but Otis UK have extended it to cover the UMV range of lifts - in which the UK market is particularly strong.

"With UMV, a motor-generator set converts AC to variable voltage DC for a DC motor. It gives a very smooth ride and is the top end of the geared market.

"Today's standards require not only a smooth ride but accurate and consistent levelling. This is achieved by replacing the old DC motor with a new AC motor and applying the Gamma 160S variable voltage drive system coupled to a microprocessor controller. We have a prototype installed on a site at the moment."

Gordon Riddle sums up: "The MS line is a development of the highly successful microprocessor controllers in new lifts but specifically designed and engineered for existing lifts.

"The system is very flexible. If the customer wishes to



Geoff Farge with the MS300 controller. It is small enough to be mounted on a wall and is the trigger point for major modernisation.

change the service to an important priority floor it can be done very easily by re-programming the controller.

"Because of the very large market potential in the UK we see a high demand for the MS

line. It is an economical product and gives Otis a keen market edge against competitors.

"It is easier to install than the relay systems and the shut-down period is shorter.

It has energy-saving factors and it improves security.

"But, as John Mizon so rightly says, the MS300 line is a trigger. There are a whole host of other packages and modules which can be added to the base.

"We can give the customer the tremendous benefit of high-grade technology added to his existing unit - and he can leave at that if wishes.

LOW COST

"Or he can add further modules, as and when he pleases, and at minimum cost. "Of course, we have always modernised in the past, but the breakthrough here is the ability to do it with a minimum cost penalty to the customer.

This is the beginning of a new era for the Otis service market, and the potential for business is very great indeed."

Scottish golf trophy goes to John Low

Glasgow construction supervisor John Low won the Scottish District Golf Trophy at Crieff Golf Club on 14 June.

Our picture shows John receiving the award from Ron Baker.

His win is all the more impressive because he is still regaining strength after a recent illness.



TAKE YOUR CAMERA ON HOLIDAY

Our Holiday Photo Contest is open until 10 October.

First prize £100 voucher, second prize £50 voucher, third prize £25 voucher.

Any subject you like, but ONE entry only from any competitor. Colour transparencies or prints, but not colour print negatives.

Send your entry any time

up to 10 October to Barry Wheeler at Clapham Road.

Winning entries will be published in full colour in Lift-Off.

Ready for Hong Kong



At Liverpool works the first glass-clad lift car stands ready for shipment to Hong Kong for the massive Hong Kong and Shanghai Bank contract which is being project-managed by UK's Ian Millar.

'Sedge' retires after 50½ years of service with the company

Some 50 colleagues and friends from Clapham Road and London Service District East attended a buffet reception at the Nag's Head, Whitechapel, in honour of 'Sedge' Sedgwick.

'Sedge' retired on 30 June with 50½ years Otis service.

He joined the company at Falmouth Road straight from school as a junior clerk, and was later in Birmingham for a number of years, where he met his wife, who is an ex-Otis girl.

FAR EAST

He served in the army in the Far East during World War Two and returned to the company to continue his career as a salesman. He retired as a senior sales representative.

Norman Davies says: "Sedge' did a lot of good work for us. He was very successful and consistently hit his targets".

At the party 'Sedge' was presented with a portable colour TV set to take home to Shirley, Croydon, as a mark of the respect and affection he won from so many colleagues who are proud to call him a friend.



Norman Davies (right), manager of London Service District East, bids farewell to 'Sedge' Sedgwick at a reception at the Nag's Head in Whitechapel.

- and Phil Wishman leaves R & D at Liverpool on completing 19 years

Phil Wishman says goodbye to Santosh Mathur, Manager of Liverpool works R & D department, at a party given by all her many friends and colleagues.



Joe Power (left), captain of Otis (Kirkby) Golf Society, presents the champion's cup to Alan McNamee.

Golf win for Alan

Alan McNamee (Personnel Department) won the Otis (Kirkby) Golf Society annual championship on 16 June at Ormskirk Golf Club.

He was two shots clear of Derek Allen (Maintenance Department), with George Easton (Quality Control Manager) third and Tommy Ball (Hollow Metal Department) fourth.

After 18 of the 36 holes played Derek Allen was in the lead with 75 followed by Tommy Bull, Doug Christie and Alan McNamee, all on 74. The afternoon round was played with the leaders going out first in true tournament fashion.

Leading scores: Alan McNamee 149, Derek Allen

151, George Easton 153, Tommy Ball 154.

The prizes were presented by the captain, Joe Power, after an excellent meal in the clubhouse.

Many thanks to the captain, members and catering staff of Ormskirk Golf Club for their hospitality.

It has, by the way, been a good season for Derek Allen. On 6 July, at his home course, Dean Wood, Wigan, he holed in one at the fourth (148 yards) with a No 6 iron. The ball bounced once before going into the hole.

For Derek, who is secretary of Otis (Kirkby) Golf Society, this was his second hole in one. The previous was in September 1975.

COVENANT FOR CHARITY

Many people at Otis Liverpool works have a deduction made from their wage or salary to support the United Way of Merseyside.

This organisation distributes voluntary payroll gifts to charitable bodies within the area.

In the year 1981/82 Liverpool works raised £1224 in this way out of which they were able to choose to donate £200 to the Kirkby Kidney Fund.

In future they will be able to donate all sums raised to the charities of their choice.

Contributors sign a covenant declaring their intention to donate a set sum per week or month over a period of two or three years. Under current tax laws this allows the United Way to recover income tax and a 10p donation is worth 14p to them.

Over 200 people at Liverpool works contribute in this way and it is hoped to increase the numbers in the coming year. An increase in each donation from 10p to 20p should produce something like £2,500 a year.

He's a happy customer

Mr T. Gilroy-Phillips, owner of the Clarence House Hotel, Tenby, Pembrokeshire, held a party for his new lift.

Over 70 guests, including Otis' Alan Whiley from Cardiff with his wife, sat down to the celebration lunch.

The unit is a LMC882 microprocessor control model with six stops. Otis construction team was Bill Brown, Cyril Wills, Terry Sewart and Brian Calder of Bristol branch. Adjuster was Bob Hobbs.

Mr T. Gilroy-Phillips is so happy with Otis that he offers 10 per cent discount off the tariff for any employee who wants a holiday in this beautiful part of the world.

London Service beat Accounts

After three gruelling hours (at the bar as well as the Pool table) London Service beat Accounts by a 'well-oiled' 5-3 frames.

London Service: Paul Burton (captain), Simond Burton, Stephen Marsh, Tony Corkett, Joe Scartori, Rhys Boyd, Chris Heath, Chris Trotman. Angeline Commare, Simon Mainoo, Les Lisney, Neil Argent, Steve Lazzell, June Griffiths (reserve).

GREEN FINGERS

At Liverpool works it is well-known that Alan Blackburn's big leisure interest is gardening.

To test his knowledge he took an examination and now holds the Royal Society's Certificate in Horticulture.

Alan says it won't go to his head and he does not intend to charge a fee to all the colleagues who so often come to him with their gardening problems.

Think safety all the time says Tony Miles

Wherever personnel are working their safety is a prime concern of the company.

But safety is more than rules and regulations, says Tony Miles, Otis Safety Officer. It is up to everybody to think safety all the time.

Last May a series of one-day training sessions were started which will eventually cover every branch in the country.

BREAK

Dundee, Aberdeen, Glasgow and Newcastle have already been visited, with each session attended by not more than 15 people. At bigger branches this means extending the sessions over several days.

There will be a break during the August holiday period and then the programme will start again in September and continue into 1984.

The sessions consist of an Otis-made safety film, *A Second Too Late*, films on slinging and electrical drills, demonstrations of safe lifting, and general question and answer discussion. At least one and a half hours are devoted to emergency first-aid.

Assisting Tony Miles in this programme of safety training are Bill Dunderdale and Ray Shivers.

The office safety competition is going well, and invoices a picture of a bad office where competitors have to mark the wrong and dangerous practices.

The field competition is starting, for completion mid-September, and consists of putting a number of items in order of best safety.

First prize for both competitions will be a weekend for two in Paris, second prize a weekend for two at a Post House hotel, third prize a clock-radio.

To further safe working practices, branch offices have been issued with sample kits of protective equipment and clothing - respirators, hard hats, goggles and gloves - so that everybody knows what is obtainable.

HARD HATS

And a final word from Tony Miles: "Always wear your hard hat when on site - because one day it is going to save your life."

See the Lord Mayor's Show

There are still some seats left for a grandstand view of the London Lord Mayor's Show on Saturday 12 November in which there will be an Otis float. Apply now to Barry Wheeler at Clapham Road.

Evans have earned their high reputation in the lift industry by catering for customers who have special requirements.

It is the part of the market which is non-standard; jobs which are built to a specification.

"If I had to put a figure on it", says Managing Director Derek Lloyd, "I would say that the standard market is 80 per cent of the whole and the specialised market 20 per cent. We are in that 20 per cent right across the range with both electric and hydraulic lifts.

"But while Wm. Wadsworth & Sons (see Lift-Off, May/June 1983) concentrate on the very heavy end, we have made our mark in the lighter end of the range, say 3-4 tonnes, although we do go up to 10 tonnes.

"Our lifts tend to be low-rise - three or four floors and with speeds of 0.6 to 1.6 mps - and you will find them in chemical plants, refineries, hospitals, warehouses, supermarkets and High Street shops like Marks & Spencer, Woolworth and Littlewoods.

IMPORTANT

"The High Street market is between 20 and 40 per cent of our business, depending on economic conditions, and is very important to us.

"The High Street groups have their own very specialised requirements. They have lift engineering departments and employ their own lift engineers and as such are

most knowledgeable and sophisticated customers. And we are very good at satisfying their requirements.

"What helps to make us so is that over the years we have developed a range of standard components, and we are flexible enough to be able to put everything together so that at the end of the day we have a specialised lift. It enables us to cope well with specification work".

The company was founded in Leicester in 1920 by R. A. Evans, and was originally known by that name. There are still R. A. Evans plates about and they have become collectors' items.

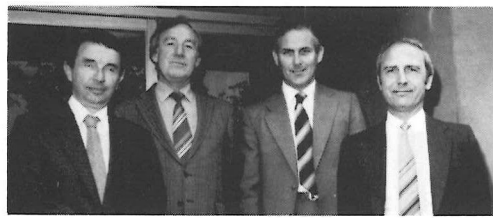
ACQUIRED

Evans became a limited company in 1935, was taken over by a group of Leicester businessmen before the Second World War, and was subsequently acquired by the Harris Sheldon group. It became part of the Otis UK Group in 1981.

The offices and works are now in Abbey Lane, off the Leicester ring road, and 630 people are employed, about half of them in the field. There are branch offices in London, Birmingham, Manchester, Bradford and Dublin to cover the whole of the UK and the Republic of Ireland.

In 1980 Evans acquired the assets of Hunter, who were based in Suffolk, and made lift tables, dock levellers and loading bay equipment. Manufacturing was moved to

Concluding our series on the Otis UK Group we go to Evans Lifts in Leicester THE SPECIALISTS



George Porterfield, Chief Estimator; Dennis Cave, Sales Manager of Hunter division; Barrie Price, Technical Director; David Jefferson, Chief Draughtsman.



Mick Ray, Cost Office Manager; Alan Milburn, Management Accountant; Alan MacFarlane, Contracts Accountant; George Hart, Financial Director; Nigel Butterworth, Financial Accountant.



Managing Director
Derek Lloyd.



Hugh James, Service Contract Administrator; Terence Hollidge, Company Secretary; Robert Colquhoun, Service Manager.



Lou Araci, Production Engineer; Douglas Liguorish, Manufacturing Manager; Colin Markley, Contracts Manager; Don Weston, Supplies Manager; Robert Hall, Works Director.

Leicester and these Evans products are marketed under the brand name of Hunter.

Derek Lloyd says: "The two sides are very complementary and have the same customer base. The man who buys a lift for a supermarket

often wants loading equipment as well".

Evans manufacture most of their own product. They buy in electric motors but make their own lift cars, controllers, hydraulic rams and power units.

The Otis connection is helping Evans in export markets. They have been in exports for years, particularly in India, but were restricted by the problems of supplying erection and service teams.

Derek Lloyd says: "Now we are with Otis we have a great opportunity and are working very hard to increase exports and also to develop inter-company business".

Evans do quite a lot of work for chemical plants and refineries because they have their own range of flame-proof equipment. They also provide hospital bed lifts to a high specification of hygiene control.

Derek Lloyd came to Evans 4 1/2 years ago as MD, and Ted Marson, the Sales Director, joined on the same day. Barrie Price, the Technical Director, has been with Evans for 33 years and has the longest service of any director. Works Director is Bob Hall (17 years), Financial Director is George Hart (14 years) and the Company Secretary in charge of service is Terence Hollidge (28 years).

HAPPY

At Evans, people who have reached 25 years' service join the Quarter Century Club, which was founded in 1951 by Fred Cherry, one of the men who did so much to build up the company in its formative years.

Evans is a happy company, and also a profitable one. It takes its place in the Otis UK Group - along with Becker and Wadsworth - to provide a complementary and yet united front in the fiercely competitive world of today's lift industry.

TRAINING TALK from COLIN COAST

Going the distance

Otis UK Group was well-represented at an important seminar held in June by the National Association of Lift Makers.

People from all the major lift companies gathered at Nene College, Northampton, to hear about open learning, or distance learning, as it is also called, and its application to the teaching of lift technology.

A new scheme will be operated by Nene College, which currently teaches lift technology on a face-to-face basis, and will enable both apprentices and adult personnel, who have difficulty in reaching a suitable college, to study at home, supported by telephone tutorials and practical work.

The open learning scheme will start from October 1983 and full details can be obtained from John James in the

Training Department at Clapham Road. He is on the NALM Education and Training Committee and made a presentation at the seminar.

Colin Waldron, Barry Wheeler and Kay Styles covered the country during May when they gave presentations on the new system of new sales contract processing.

The girls in branch offices are being much involved, and in addition there have been half-day training sessions at Clapham Road to include every girl where there is a new salesman in a branch.

Before the end of the year there will be a further project to cover service contract processing.

There will also be all-day training sessions for all

branch girls during September and October at Clapham Road.

At Head Office, recruitment of 14 graduate trainees was expected to be concluded by the end of July, ready for them to start on 12 September.

Representatives of the careers advisory services of all universities in the south-east came to Clapham Road for a day in June. We hope this will improve contacts with universities and make future selection of graduate trainees much easier.

Two business training films, *It's all right, it's only a customer*, and *Meetings, bloody meetings*, were shown at Clapham Road during June, and there was a high attendance to see comedian John Cleese do it all wrong. Guide lines were later circulated and many useful lessons learned.

1983 Otis National Golf Tournament will be held on Tuesday 13 September at Moor Hall Golf Club, near Birmingham. Entry forms from Alan McNamee at Liverpool works.

Appointments in Liverpool and London

Alan Mainwaring has assumed line responsibility for all UK engineering functions and reports to Aurelio Arpinati.

He has relinquished his responsibility for Liverpool manufacturing but remains Group Manufacturing Director with staff responsibility for manufacturing across the UK Group, and Senior Director, Liverpool, reporting directly to Dr John Watkinson.

To assist Alan with his engineering responsibilities John Mizon has been appointed Group Engineering Manager. He will report directly to Alan.

John Miller, Director of Manufacturing and Data Resources, now reports directly to Ken Paige, and is responsible for Liverpool manufacturing.

John Critch, Director of Production, continues to report directly to John Miller.

On 27 June 1983 the following appointments took effect:

Director of Zone Operations, Tony Allen; Director of Sales and Service, Roy Markham; Director of Manufacturing and Data Resources, John Miller; Director of Finance Otis UK, Philip Hunter; Personnel Manager, Philip Danischewsky.



Contract processing training session, l to r, Ray Norwood, Ron Hood, Dennis Cairns, Peter Tickell, Murdoch Stewart, Rupert Thomas, Bryan Wykes.



Lift cars at Evans waiting for shipment to Sheffield Corporation.

JIM HAS FIXED IT



Jim Baynam outside Clapham Road offices with his blue and white Otis-sponsored MG Midget

Our very own Jim Baynam of London Construction, driving an MG Midget in Otis colours, was third in his class of nine cars at the Otis-sponsored MG Owners Club Race at Brands Hatch on 31 July.

He also made the fastest lap of the day in his class with a time of 61.5 seconds.

Over 300 Otis supporters were there to cheer him on, including a coach party of 50 from Southend branch.

Tony Allen, Director of Zone Operations, presented prizes at the end of the day, and then there was a barbecue to which everyone was invited.

A total of 26 cars competed in the race, and the overall winner was John Lodge driving an MGB.

Shortly before the start of the season there was some doubt if Jim Baynam would be able to race at all this year.

His MGB had to be retired and he acquired a scruffy 1967 MG Midget which, as he says, wasn't capable of the A316, let alone Silverstone.

But over a frantic six weeks it was totally stripped and rebuilt and arrived at Donnington Park on 28 March for the opening round of the BARC/MGOC championships.

The car looked superb in Otis blue and white and was the star of the paddock, with many well-known faces in motor racing interested to see an Otis-sponsored car appear at club level.

Sadly, the car was completely untested (it was finally finished at 2am on race morning) and had all sorts of minor problems. But Jim picked up a staggering 20 places to finish 10th overall and fourth in the class - very pleasing after a dismal start.

SPECIAL

Brands Hatch on 30 May was a special event because it was the first time MGs had held a championship round on the full-length Grand Prix circuit.

Practice times showed Jim to have the third fastest car and the quickest Midget - at last it looked as if everything was going right, but after only two laps he had to retire with fuel pump problems, in fact, a broken wire.

In the paddock Jim was not amused when Paul Matthews remarked: "Crashes, bits falling off, and now wires breaking - would you ride in a lift tested by this man!"

But things are now looking a lot better and here's hoping Jim continues to have a great season in his Otis-sponsored MG Midget.



In action (No 24) at Brands Hatch on 31 July



A trophy from Tony Allen



Busy at the barbecue

We visit branch manager Ernie Neal

The hat trade still flourishes

Luton has always meant the hat manufacturing industry and then, in later years, the mass-production of motor cars.

Surprisingly, the hat trade is still active, although these days more as a cottage industry, and the big factories have gone. But Otis Luton branch's local pub, right opposite the offices in George Street West, is the 'Hat and Bonnet', and a reminder of past glories.

CONVERSION

At the back of the very modern Arndale Shopping Centre (22 Otis units including four escalators) one of the hat factories is being converted into an office block and an Otis lift installed.

Some of the original hat making machinery is still there, but the construction team is not amused that the factory walls are 11 inches thick - they built them like that in the good, old days.

Luton branch covers Bedfordshire, Cambridgeshire, Hertfordshire, parts of Buckinghamshire, goes north to the Wash and Peterborough, then south to take in Harlow and Watford.

There are 18 men on service and repair and they look after hundreds of units. Dave Munroe, construction supervisor, has 20 men in the field, but the construction area is bigger than the branch area, and takes in part of the Reading area, plus Norfolk, Suffolk, and Essex.

Branch manager Ernie Neal says some of his biggest customers are the local councils, and Luton Borough Council and Bedfordshire

County Council have a great many Otis units.

Waitrose are big customers at Milton Keynes, Dunstable and the Priestgate Centre in Peterborough. Lewis's and British Home Stores are in Peterborough, and BHS also in Milton Keynes and Watford, while the Co-op is strong with Otis units in the Hemel Hempstead and Watford areas.

The Strathmore and Chiltern hotels in Luton have Otis units, and another important customer is Texas Instruments at Bedford.

Hemel Hempstead is a strong Otis area, with units in the Civic Offices, and at the Playhouse Theatre there is a hydraulic scenery lift.

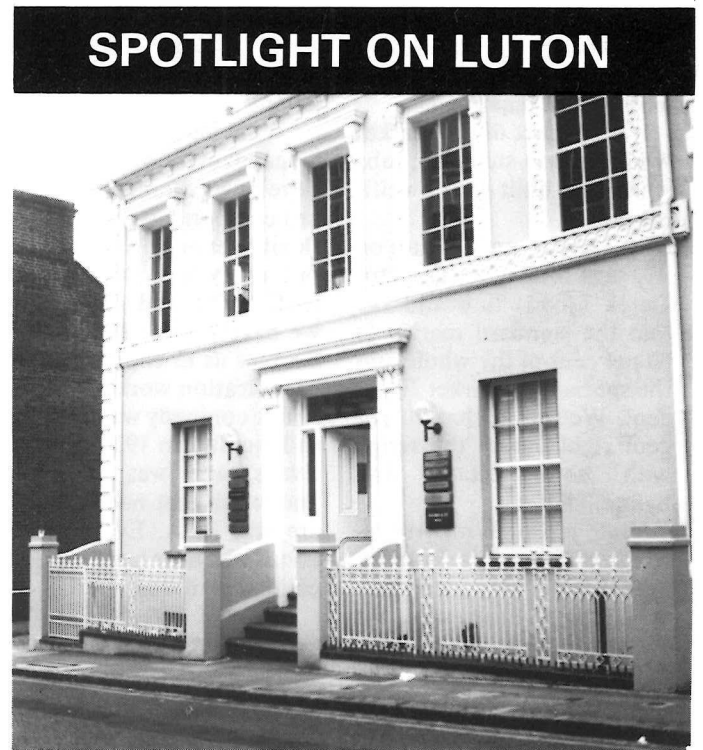
There are units in the ATV Studios at Boreham Wood, including three hydraulic scenery lifts which move sets down from the three-storey block where they are made. TV production has now moved to Nottingham but there are high hopes of a customer for the Boreham Wood facilities.

DRUM-DRIVE

At Luton Hoo, one of the great stately homes, there is a very old drum-drive passenger lift still in active service. To get at it the fitters have to go through the butler's pantry and open a trap door. The Queen has stayed at Luton Hoo on occasions and probably used the lift.

With Ernie Neal at Luton branch are Ros Dixon, who shyly refuses to say how long she has been there, and Julie Packer, who arrived about a year ago.

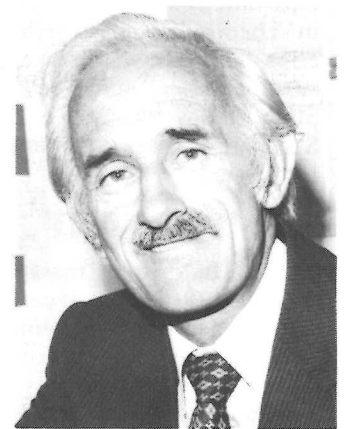
Dave Munroe is construct-



This fine old building in George Street West is the home of Otis Luton branch.



Ernie Neal



Bill Doran



Dave Munroe



Julie Packer



Ros Dixon

ion supervisor and joined the branch as a fitter when it first opened 13 years ago. He recently had 12 months in Saudi Arabia.

Bill Doran is the service supervisor and has been doing the job for the past 18 months. Frank Henry, new salesman, has recently joined the branch.

Ernie Neal, who also looks after service sales, will have worked for the company 26 years this October, and joined as a mate in London on construction after National Service.

He worked his way through as a fitter, chargehand and construction supervisor in London, and when Luton branch was opened he came to look after both service and construction before being appointed manager.

VILLAGE

Ernie lives in a little village on the road to Bedford, where he is secretary of the local football club, while his wife runs a play group for young children. They have two daughters: Sally, who will be 18 in October, and Julie, who will be 16 next February.

Village life was a big change for Ernie, because he is a born and bred South Londoner from the Elephant & Castle, and he makes an interesting point arising out of the last Long Service Association meeting in Stratford-on-Avon.

"I talked with a lot of the older men", he says, "and if they were Londoners they were inevitably from the Elephant & Castle area."

"It seems that ever since the start of the original factory at Falmouth Road, the company traditionally recruited from men living around the Elephant, and the tradition continued."



John Barns (left) senior fitter recently returned from Nigeria with mate Alex Baron. They are working in an disused hat factory which is being refurbished and converted into offices.