

LIFT-OFF

Number 15

JUNE/JULY 1984

Internal newspaper of Otis Elevator PLC (UK)

CHANGES ON EXECUTIVE BOARD

Ken Paige, Managing Director of Otis Elevator PLC, has relinquished his executive responsibilities consequent upon having reached normal retirement age. He will continue to serve on the Board in a non-executive capacity.

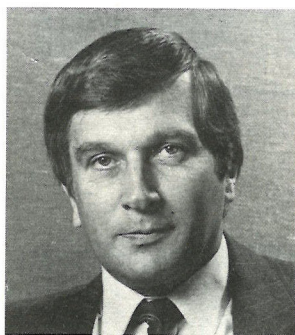
Four executive directors will now take responsibility for different facets of the company's operations and each will report direct to Dr. John Watkinson, Chairman and Chief Executive of Otis, in the U.K.

The four are Tony Allen, Alan Mainwaring, Roy Mark-

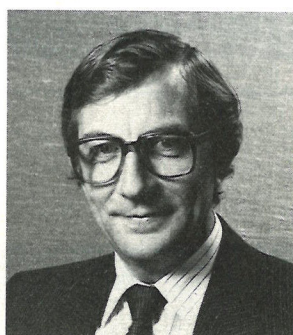
ham and John Miller. Philip Hunter and Colin Coast will continue in their positions of Director of Finance and Personnel, respectively.

Ken Paige joined Otis in 1950 as a draughtsman and held many different positions in line and branch management prior to his appointment as MD in December '82.

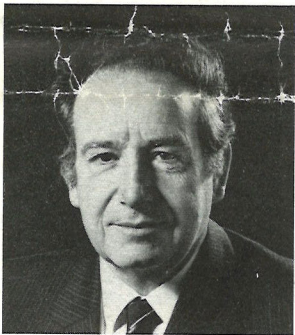
"I am delighted that Ken's vast experience will continue to be available to the Board, and would like to record our appreciation of his major contribution in consolidating our leading position in the market", said Dr. Watkinson.



Tony Allen



Roy Markham



Alan Mainwaring



John Miller

Cathy will join Otis after Olympics



With her partner, Peter Newlands, Cathy at the helm of her 470 class dinghy named 'Lift-Off'

Cathy Foster, who will be competing in the British Olympic Yachting team at Los Angeles from 31 July to 8 August, is to join Otis in the UK in September to work full-time in the service organisation as Communications Manager.

She is a member of the Otis-sponsored OOSS scheme which has helped British competitors prepare for the Olympic Games.

Cathy secured her place in the British Olympic team by winning in her class at the

Weymouth Bay Regatta early this summer.

At Los Angeles she will sail in the 470 dinghy class races with her partner, New Zealand-born Peter Newlands.

The name of her dinghy? Very appropriately it is 'Lift-Off'.

There are seven races of 2 1/2 hours duration over a triangular course with 25 boats in each race. The final result is taken from the best six out of the seven races.

Cathy says her nearest rival is the American, Steve

Benjamin, but there are eight other competitors she reckons have a good chance of success.

Both before and after the Games Cathy will do promotional work for Otis in Los Angeles. Advertising is not permitted during the actual events but she has promised to wear an Otis T-shirt and drive an Otis van at every suitable opportunity.

Our American colleagues, Dan Kyker in Farmington and George Hitchens in Los Angeles, will be helping her

during her stay in the United States.

Although Cathy's new appointment with us in September will be full-time she has already done some work for Otis in the UK when she carried out a customer study in Southern District last autumn. A number of her subsequent suggestions have already been implemented.

But for the moment we wish her every success at the Los Angeles Olympic Games and may she bring back Gold for Britain.

Give a welcome to ROSS

Otis branches around the country are acquiring a new and powerful friend.

ROSS - Redevelopment of Service Systems - has arrived.

It consists of a screen (VDU), keyboard and printer and is linked by a private telephone network to the central computer at Liverpool.

Instead of masses of paperwork in each branch a data base will be developed on the central computer.

Access to customer and maintenance information will be achieved simply by keying in the appropriate code and getting quick response on the screen.

After closing a job ROSS will also print out an invoice overnight ready for sending to the customer.

It has been running as a pilot scheme in the branches at Southampton, Birmingham, Stockport and London Service District 25 at Adler Street.

Norman Davis at Adler Street has been using ROSS for 'T'-work invoicing and also for maintenance re-routing - and this is a very big branch with thousands of units on service.

He reports: "The system is excellent. It works and we are very happy with it".

By the end of June ROSS will have been installed in the remaining 22 branches around the country.

Between July and October people will be coming into the branches to train administrative staff in its use. They will be field personnel who have used the system sup-

ported by the computer people who designed it.

'T'-work invoicing and maintenance route planning will be the first two areas to come under the ROSS umbrella.

They will be followed by marketing, on-line entry of timesheets to speed personnel payments and field documentation.

The aim is to get almost every part of the company's service business on ROSS.

Apart from doing away with a lot of paperwork, and providing almost instant information at the touch of a key, the data base will link various customer files - the accounts file, the maintenance file, the contracts file.

It will, in fact, allow files to 'talk' to each other.

Each branch will have a security code and nobody else will be able to get access to their information unless authorised to know the code.

But their data will be there, always available, in the very large memory of the central computer at Liverpool.

The ROSS terminal is not a computer as such and its operation is remarkably simple.

Administrative staff in the four pilot branches were naturally a bit wary at first.

But now it has brought new interest to their jobs and eliminated all that laborious searching through seemingly endless files.

Give a welcome to ROSS in your branch office.

It is going to make life a whole lot easier and help to give even better and quicker service to your customers.

One of the outstanding buildings in the world

The new HQ building of the Hong Kong and Shanghai Bank is now reaching into the skies above Hong Kong Island.

Otis have been active in following the rise of the building, reports project manager Ian Millar, and by the beginning of May, 35 out of the 60 escalators to be installed had been loaded out together with eight of the 219HT machines being supplied by Liverpool works.

Both the north and south bays of the building have been topped-out and only the central bay remains to be completed. This is likely to be achieved around July or August 1984.

Fitting out of the lower zones is proceeding in parallel with the structure.

Visitors to Hong Kong can look at the finished steel-work cladding and glazed enclosure work coming together over the bottom ten or 12 floors.

Installation of the first lifts started on 7 May and prior to that date there was a constant flow of materials into Hong Kong from Liverpool.

Installing the escalators required lifting them pre-assembled from street level up over some 30 floors before being lowered down through the internal structure into their final location.

This needed detailed pre-planning. It was made all the

CONTINUED ON
PAGE 2

25-year awards



London Construction Manager John Williams presented Long Service Awards to fitter Morgan Flood (above) adjuster Manny Paiva (above right) and chargehand fitter Bert Day (right).

Paul Matthews writes: Our Mr Paiva, known affectionately by his colleagues as Manny, was an Otis apprentice in Sri Lanka. He came to London to start as an 'A' fitter and worked his way up to 'C' fitter and chargehand. His present duties are as a grade 3 adjuster

LONDON



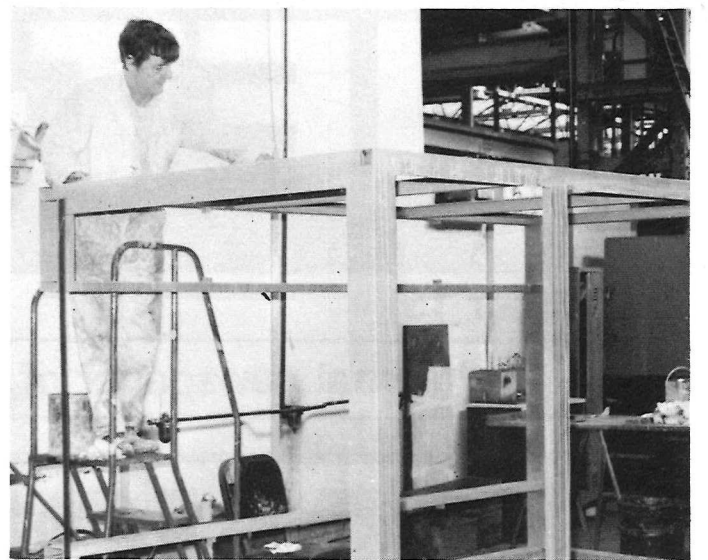
LIVERPOOL WORKS



Above, at Liverpool Works Alan Mainwaring presented Long Service Awards to module controller Harry Smith (left) and Tom Briers, D48 general foreman. Below, APW manager Mike Hirst presented awards to Ray Toohey, fitter in D56 (left) and to Jim Lea in manufacturing engineering



HONG KONG *from page 1*



Les Turner, D36 painter at Liverpool works, with one of the 28 glass car enclosures for the Hong Kong and Shanghai Bank

more difficult because each unit was completely cocooned in wooden packing which remained in place during the hoisting operation.

These units remained under wraps while construction work continued but every month Otis Hong Kong FOD ran them within the special packing to check for any deterioration or flattening of step rollers.

The Hong Kong and Shanghai Bank building is one of the most dynamic, topical and controversial ever conceived.

But there is little doubt now that it is going to take its place as one of the outstanding buildings in the world.

We can all be proud of the Otis UK contribution.

4 SEPTEMBER FOR NATIONAL GOLF MEET

This year's Otis National Golf Competition will be held on Tuesday 4 September at Moor Hall Golf Club, Sutton Coldfield, Birmingham.

Entry forms can be obtained from Alan McNamee, Personnel Department, Liverpool works.

Entry fee £2.00; green-fee £9.00. Cheques payable to Otis (Kirkby) Golf Club. Meals to be arranged later.

Last year's contest saw a record 30 entrants taking part. This annual sporting event is growing so don't delay in applying for your entry form.

A RECORD?

At Aviemore, Scotland, the Cairngorm Chair Lift Co. have installed two Otis LD140 units for their day lodge.

At 2000 ft, these could be the highest lifts operating in the UK. Any challengers?

Installation was supervised by Len Smith at Dundee branch.

Bob takes early retirement

Early in April Alan Goodin and a party of friends gave a farewell lunch party for Bob Dalman on the occasion of his early retirement.

'Early' is one way of putting it, but Bob has in fact completed 36 years in specifying, administration and contract work.

Over lunch the guests got to counting their individual years of service with Otis.

The total was a remarkable 244 years comprising Bob Dalman (36), Bill Binkes (52), Norman Atkinson (52), Jim Green (47), Eric Spiley (27) and Alan Goodin (30).

Bill Binkes and Norman Atkinson have worked on after normal retirement age and claim to be the only survivors of Waygood at Fetter Lane in 1933.

Everybody wishes Bob Dalman every future happiness in his retirement.

TOP POPS

Despite the completely hackneyed nature of their music... The Elevators manage to exude more warmth and bonhomie than any band I've seen in years, writes pop music critic Robert Scott.

Yes, it's our old friends Otis and The Elevators from Bangor, Co Down in Ulster.

A few more good critics like that, Otis, and you could be up there in the big time. After all, look how Michael Jackson started.

Can we point out, though, that The Elevators are not - repeat not - connected to Otis Elevator PLC.

Vertical transportation we are in. Pop music, we are not.

Enter our 1984 Holiday Photo Contest

As announced in our last issue the 1984 Holiday Photo Contest is now open.

For the best colour photograph taken on holiday during 1984 there will be a first prize of a voucher for £100. The runner-up will get a voucher for £50, and third place will win a voucher for £25.

There are no restrictions on subject - as long as it was shot on holiday during 1984.

The three winning photographs will be published in full colour in one of the winter

issues of Lift-Off.

Closing date is Monday 1 October 1984 but entries can be submitted at any time before that date.

Please remember that colour print negatives cannot be accepted. You must supply a print or a transparency.

And please, please read the rules before submitting your entry.

The Rules

1. Entries must be colour

photographs taken in 1984 and only ONE photograph can be submitted by any competitor.

2. Entries can be either colour transparencies or colour prints, but colour print negatives cannot be accepted.

3. Entries must be clearly marked with the full name and address of sender, location in the company, and a brief description of the scene photographed.

4. Entries should be sent, in appropriate protective

packing, to Sharon Hale, Marketing Department, Otis Elevator PLC, 43-59 Clapham Road, London SW9 0JZ to arrive not later than Monday 1 October 1984, but will be accepted at any time before that date.

5. The judges will be Arthur Codd, PR Manager of Sir Robert McAlpine & Sons, journalist John Mendes and Barry Wheeler. The decision of the judges will in all cases be final.

6. Every effort will be made to return entries but the company cannot accept responsibility for loss or any damage to photographs.

7. This contest is open only to employees and pensioners of Otis Elevator PLC. Members of the Promotions Department within Zone Sales at Clapham Road are not eligible.

8. The acceptance of the above rules is a condition of entry.

It's a new approach to Training and Personnel

In May work started on re-organising the Training and Personnel departments into one combined operation.

The reorganisation represents a major change in approach to personnel management within Otis.

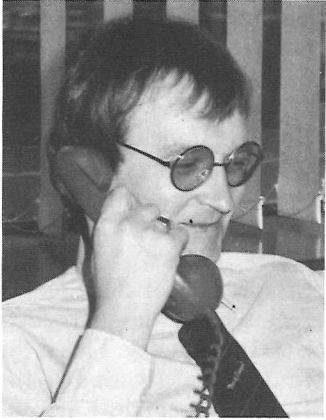
In the majority of cases employees will now have only one contact - a personnel and training officer who will be able to offer a complete and improved service.

BACK UP

A strengthened central administration section will continue to back up the personnel and training officers.

A separate senior training and management development role will be maintained.

The Safety and Office Services functions remain unchanged but will form an integral part of the new organisation.



John Marsden

Reporting to **Colin Coast**, Director of Personnel, Otis UK will be:

John Marsden, Zone Personnel and Training Manager.

Kay Penney, Head Office Personnel and Training Manager.

Jeremy Lancaster, Training and Management Development Manager, who will con-

COMBINING THE TWO DEPARTMENTS

tinue to have responsibility for Office Services.

Graham Parfett, Personnel Projects Manager.

Tony Miles, company Safety Officer.

COMPLETE

Reporting to John Marsden for the field and factory will be the following personnel and training officers, who will offer a complete service to a specific area or areas:

Gordon Bell (London Service Districts); **John James** (London Construction, London New Sales, the Central District, plus responsibility for the London Field Training Centre); **Jimmy Campbell** (Ireland, Scotland and Northern District, plus responsibility for the Northern Field Training Centre at Liverpool); **Alan McNamee** (Liverpool works, assisted by **Fiona Williams** and **Carol**



Colin Coast

Williams); **Colin Oaten** (Southern District).

Within Head Office the team reporting to Kay Penney will be:

Paul Barton, Personnel and Training Officer for Head Office; **Jean Arnott**, Personnel Administration Supervisor (with **Margaret Pearce** and **Constance Kustek**); **Lorna Reeves**, Training Administrator.

Lift-Off's Training Talk column will return in the next issue to cover the wider area of both personnel and training.

First Elevonic wallclimber group is installed

Work is completed at Wilton Road, London SW1, where the first Elevonic wallclimber group in the UK has been installed in a prestige office development by Townsend Thoresen Properties, which is part of European Ferries.

On site in our picture, during early stages of construction are, l to r, George Ashton, improver; Steve Montgomery, mate; Keith Gukes, mate; Stanley Charman, apprentice; Harry Saville, senior fitter; Charlie Corcoran, fitter; Bill Fletcher, senior fitter and Clem Devoy, fitter.

The order was for a four-car group (three wallclimbers and one fire-man's lift) and one hydraulic lift.

The four-car group has Elevonic 301 control and the wallclimber observation cars have special finishes and purpose-made fixtures behind glass. Landing doors are of glass.

Also on site at the time were Peter Barrett, senior fitter; John McGrane, mate; Ronnie Green, senior fitter; Alan East, mate; Dave Rowler, mate.

In the next issue we will have photographs of this pioneer installation.



- and one more in London



Repair fitter Ron Bell in London Service District South receives his Long Service Award from Bill Whittaker, London Service Manager



The construction crew, l to r, fitters Dave Sellors, Alan Lester, Dave Crosbie, Ken Healiss, Bert Muldowney (adjuster) and Karl Travis (apprentice)

IN HONOUR OF THE BEATLES

To commemorate four of Liverpool's most famous sons Cavern Walks has just been constructed on the site of The Cavern, the club where The Beatles first began their climb to fame (see Spotlight on Liverpool, page 6).

There is a club in the basement and a complex of shops and offices above served by six Otis units.

In the central atrium is an Otis hydraulic wallclimber serving three floors.

Without any doubt the wallclimber, with a glass car and doors, is the centrepiece of the whole building and is attracting a lot of attention.



The first thing every visitor notices is the hydraulic wallclimber in the atrium



The specially designed lift car, blending perfectly with its surroundings, on its way up

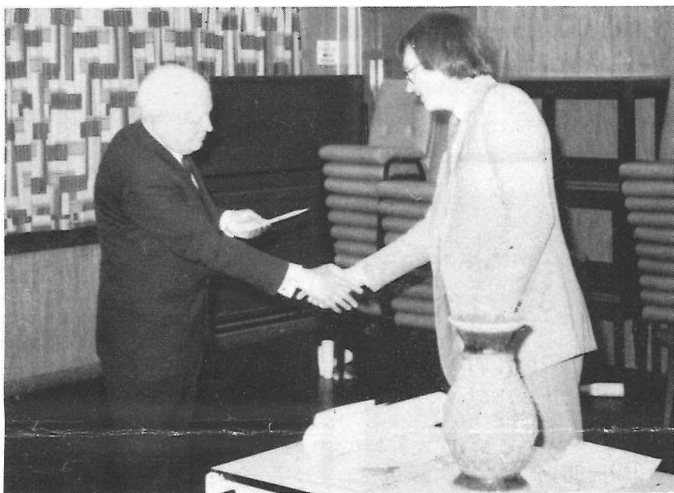
Learning about retirement



Liverpool works personnel department, in co-operation with Kirkby College, provided a pre-retirement course and invited all retiring employees and their wives to attend. Our picture shows the course members with Fiona Williams and Alan Blackburn outside a local inn where the end of course lunch was held. L to r, Alan Blackburn, Betty Dempster, Reg Dempster, Harry Smith, Bernie Roberts, Les Irvine, Fred Martin, Jim Palmer, Ron Cushion, Les Nield, Rosemary (course tutor), Bill Fox, Elsie O'Connor, Arnold O'Connor, Ray Borrett. Les Godson, Fiona Williams, Bette Godson, Ron Kelly, Wally Williams

FAREWELL TO ERNIE

After 39 years' service machine shop superintendent Ernie Brown at Liverpool works has retired. He was presented with a cheque and gifts from his colleagues by John Marsden



RON HOSIER CELEBRATES 40 YEARS' SERVICE

The company held a reception in London for payroll officer Ron Hosier and his wife Sheila, (a former Waygood-Otis girl) to celebrate his 40 years with Otis. Mr & Mrs Hosier are pictured with Ken Paige, Otis UK managing director



Otis are sponsoring a meeting of the MG Owners Club at Brands Hatch on Sunday August 12.

Fans will be able to watch our very own Jim Baynam racing his Midget in Otis colours.

The Otis race will be part of a 'Free Day' sponsored by the Sun newspaper and, yes, admission will be free.

Jim is hoping for an increase on the 300 fans who went to support him last year - particularly his old friends from the field departments who didn't know he was racing.

No excuse this time.

Support Jim at Brands Hatch on 12 August



Firemen rowing for Otis

The London Fire Brigade's rowing activities are continuing to be sponsored by Otis.

Firemen Wally Dolezal and Robert Rance, flying Otis colours, successfully completed the 150-mile National Canoe Race from Devizes to Westminster in 29 hours 50 minutes to place second in their class.

Their craft was a White Water Canadian canoe and difficult to paddle. But they insisted on completing the whole event in the traditional Indian kneeling position.

It is probably the first time in the 36-year history of the race that this had been done.

This year Wally and Robert will be competing in races at Maidstone, Reading, Adur (Brighton), Rother and Wye.

Back with the Lord Mayor's Show

Following the success of last year's entry Otis will be putting a float into the 1984 Lord Mayor's Show in London.

The date is 10 November and once again the company will have a limited number of grandstand seats at one of the best locations on the route.

All requests for tickets should go to Sharon Hale in the Marketing Department at Clapham Road and will be entered in a draw for seats.

With a starting weight of 315lb Eugene Egan at EDP in Liverpool works has been dieting to raise money for the Association for Spina-Bifida and the Winged Fellowship Trust.

Eugene achieved his target of losing 28lb in nine weeks and raised £250 in sponsorships. He is pictured here (yes, he's a big fellow) with Bernie McCoy, nursing sister at Liverpool works at the start of his diet.

CONTRACTS

Norman Davis at London Service Branch 25 has renegotiated the national Sun Alliance maintenance contract for a further five years.

Don Wood at London Service Branch 24, who has just retired, has sold Elevonic 401 modernisation for four gearless lifts at Christopher House, Southwark Street, HQ of the London region of the Property Services Agency. This is the first sale of its kind to the Department of the Environ-

ment.

Domestic new sales in UK include five Atlantic passenger lifts, five custom elevators, two Elevonic 301 1693 elevators and six hydraulic passenger lifts.

There have been service sales of two MS 300 units among many other smaller but equally important sales.

Export sales are healthy with five further units, including a mobile escalator for Saudi Arabia and six units for a new hospital in Oman.

Eugene has been dieting for charity



THEY NEVER CLOSED!

The famous Windmill Theatre wartime slogan would certainly have applied to the EDP department at Liverpool works during recent alterations. Here's supervisor Elsie Woods, surrounded by what looks like the wreckage after a bad air raid, but determined to make sure that it is business as usual

UK lifts for Singapore Underground

Forty-two hydraulic service elevators will be supplied by the UK for Singapore's new underground railway.

Otis in Germany will supply 235 of our 510 heavy duty escalators.

The contract, won by Otis Pacific Area Operations, is the largest single escalator contract in the company's history, and in total will be worth £14 million.

Otis was selected from among eight companies by the Singapore Mass Rail Transit Corporation (MRT) to supply and service the equipment for all 42 MRT stations on the 41.5 mile line.

Construction will begin late next year and is programmed for completion in 1992.

The MRT contract calls for the escalators to operate for 20 hours a day, seven days a week.

The escalators will also be reversible to allow rapid entry or exit at stations during peak commuter hours.

Otis activity in Singapore includes the world's tallest hotel, the 71-storey Raffles City, and the Treasury Building Complex which - at 631 feet - is the tallest building in Asia.

At the Raffles City development of office towers and hotels Otis PAO has a £23 million contract to install 49 Elevonic 401 units, 43 other elevators and 20 escalators.

The £10 million Treasury Building job features the first Otis double-deck installation outside of North America.

The 17 elevators are divided into an unusual 9-car group and two four-car groups, and the contract includes 20 Elevonic 401 units among its 36 elevators.

Elevonic 401 units will also be installed in the new Westin Stamford Hotel.



L to r, Dick Gaywood, Jim Callow and Harry Dunley

Three 'Golden Oldies' retire in London

Three long-serving Clapham Road men, affectionately known as the 'Golden Oldies', have retired.

Dick Gaywood in London Construction worked as a superintendent on some of the most prestigious office blocks and developments in the London area. He has also worked abroad in the past.

Jim Callow, also in London

Construction, has been superintendent of the London Construction area and finished his distinguished career as technical co-ordinator between Otis and the London Transport Underground escalator division.

Harry Dunley worked through the field in London Construction to become

responsible for top clients like Legal & General and retired in the Otis London Transport Underground lift section.

A reception for the three was held in the Hanover Arms in Clapham Road where there was a great deal of merrymaking and then sad farewells.

LONDON GOLF SOCIETY

Otis Golf Society (London) held their Spring meeting at the Addington Golf Club in May with a record turn-out of 30 members.

The morning Stableford competition for the Society Cup was won by Roy Mills (London Service) with 32 points. George Ketley (Southend) and John Gibbs (London Construction) were second and third.

In the afternoon Stableford competition the prizes went to Roger Anthony (London Service), Bob Rayfield (Bristol) and Mike Harris (London New Sales).

The weather seemed perfect for golf. But in fact scoring was difficult on the tree-lined, fast-running fairways and hard greens.

Cricket at Clapham Road

At the time of going to press a representative London staff eleven had played two matches this season.

In a 20 overs match at Boreham Wood John Laing Management scored 135 and in reply Otis fell just short of the target at 122.

At Raynes Park, Otis beat Electric Supply Nominees in the last over, mainly due to some resolute batting by skipper Dick Ashby.

END OF SEASON

At Liverpool the football season ended when a works team beat Glasgow branch by 6 goals to one.

The game saw the first award of the John Low Trophy, donated and named after our recently retired supervisor.

Further 5 years with the Sun

The new five-year maintenance contract with Sun Alliance insurance group (see page 4) was the result of some tough bargaining.

Sun Alliance's Christine Cottrell and John Monoogian spent considerable time with Norman Davis (London District 25 manager) and Bill Noon (Maintenance Manager) before the final contract was agreed.

In all, the contract includes 69 units, and with only one exception they are covered by full comprehensive maintenance.

An important aspect is the flexibility which has been built into the contract to suit the client's requirements.

We look forward to a continuing happy relationship with Sun Alliance.

AWARD FROM DUKE OF EDINBURGH



Outside St James's Palace Robert proudly shows his Award. With him are his mother and father

Robert Brown at Belfast has been to London to receive his gold level Duke of Edinburgh Award from Prince Philip.

The Award is open to boys and girls between the ages of 14 and 23 years and is in three parts - bronze, silver and gold levels.

Robert achieved his bronze and silver while still at school and after a couple of years decided to go for the top one.

To do this he had to reach standards in Service, Expedition, Interest, Residential Qualification and Physical Recreation.

For Service he undertook a British Red Cross first-aid qualification. He then went on an expedition - three nights camping, five days walking and a 50-mile trek over unfamiliar ground, in his case the Sperrin Mountains.

The Interest has to be fol-

lowed for at least 12 months and Robert spent his time marshalling motor-cycle races.

For his Residential Qualification he supervised a weekend camp for a youth organisation and finally attended a number of training sessions to reach the required standard in Physical Education.

Well done, Robert. You certainly deserve your Award.



SUE HIT THE TARGET

Sue Haggart, sales co-ordinator at Birmingham branch office, raised £150 for the NSPCC by making a parachute jump organised by the Hereford Parachute Club.

In radio contact with the control centre on the ground she was the only one in her group to land directly on the target.

Sponsorship came from Birmingham, Nottingham, Stockport, Southampton, Clapham Road and Liverpool Information & Systems.

Sue is now hooked on parachuting and intends to revisit the club as often as possible.

- and there will be a big Otis jump at Biggin Hill on 4 August

If you live in the south-east corner of England then try to be at Biggin Hill air field in Kent on Saturday 4 August.

More than 30 intrepid Otis sky-divers, led by Cecilia Matthews in Clapham Road Office Services, will be making sponsored parachute jumps in aid of the Help A London Child charity.

Cecilia says: "It is something I have always wanted to do".

The Otis group will undergo several hours of training and learn how to handle their chutes and how to land facing the right way.

Try and be there for the Big Jump, and these are the people, with Cecilia, who will be doing it:

Betty Glover, Aethea Lawrence, Jean Arnott, Neil Arnott, Les Ginno, Andrew Ginno, Ian Coleman,

Andrew Smith, May Glover, Rob Bisco, Robbie Edwards, Terry Ayle, Simon Burton, Paul Burton, Sandra Burgoine, Madeline Tompkins, Brian Johnson, Janet Weller, Keith James, Tony Govett, Geff Farge, Gordon McIntosh, Keith Farge, Steve Fagan, Julie Lodge, Peter Lodge, Len Halsey, Tony Merritt, Alison Govett, Andy Curry, Sara George, Eion Shannon, Sandy Crowson.

SPOTLIGHT ON LIVERPOOL BRANCH

This year it is a garden city

Walking around Liverpool early in May the visitor heard little else but citizens talking about the just-opened International Garden Festival which will be the pride and joy of the city all through this summer.

At Otis Liverpool branch in Dale Street, managed by David Leah, they were enthusiastic about the Festival, too, but they also had exciting news of their own.

Just around the corner from the office is the site of The Cavern, enshrined in the history of pop music as the club where The Beatles first started. (See page 3).

WALLCLIMBER

Over the site a new building has been erected, Cavern Walks, which is a most attractive complex of shops with a pub, a club in the basement, and offices above.

It is served by six Otis units including a triplex passenger group, a VR passenger lift and a goods lift sold by John Hughes in Manchester.

But in the central atrium, serving three floors, and the centrepiece of the whole building, is an Otis hydraulic wallclimber specially designed for the site and with a glass car and doors.

There are almost life-size statues of the four Beatles in a group in the atrium but, let us admit it, the wall-climber is the feature which catches all visitors' eyes when they first walk in.

Liverpool branch covers the city itself, north to Lancaster and Barrow along the west side of the M6 motorway, and takes in Preston, Southport, Chester, the Wirral, the North Wales coastal region and the Isle of Man.

In this big area there are ten resident mechanics' routes, including North Wales (which runs for about



Jack Buchanan

100 miles end to end), the Isle of Man and Blackpool, where the many hotels make the town a route on its own.

There are 39 fitters and mates on service and 11 on construction.

Jim Mullen handles service sales along with David Leah. Val Clarke and Kathryn Banks look after the office. The staff adjuster is Bert Muldowney and learning about branch procedure is graduate trainee Richard Walters.

Service supervisors are Ken Griffiths, Frank Myers and Graham Roberts. Construction supervisor is Jack Buchanan and new sales representative is Frank Sinclair.

BIGGEST

Liverpool Corporation is probably the branch's biggest contract, with ICI at Runcorn the biggest industrial customer. Other well-known industrial names involving large contracts are Glaxo at Speke and at Ulverston, Ford Motor Company at Halewood and Vauxhall at Ellesmere Port.

The branch looks after the Littlewoods pools organisation, Lancaster University, which has a big campus away from the city, and Knowsley Borough Council.



Graham Roberts

Major stores include Owen Owen, where there are 11 escalators; Lewis's where there are 13 escalators; George Henry Lee, which is part of the John Lewis Partnership; Blacklers which is a local Liverpool business with

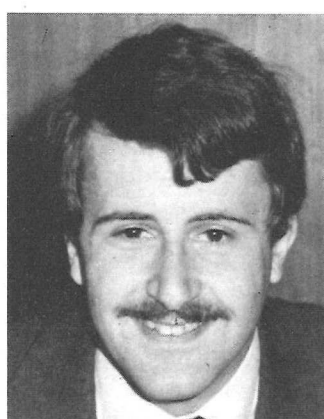


Kathryn Banks and Val Clarke

several lifts and escalators; British Home Stores and Littlewoods store.

A very large contract in the city centre is the St John's shopping precinct, a Land Securities project, with a lot of lifts and escalators.

Two large prestige service contracts down on the waterfront are the famous Liver building and the Cunard building which has just been refurbished and modernised



Richard Walters

with new cars, new controllers and wiring for six gearless lifts.

Ships are still handled by the branch, of course, including the Sea Link boats on the Holyhead-Ireland run.

Just about to start in May



Branch Manager David Leah

tion's direct works lift department.

He came back to Otis about 18 months ago on service sales in Manchester and was appointed Liverpool branch manager last September.

David is full of praise for the enthusiasm of the branch personnel and the way they are working together to provide the service customers want in the face of increasingly stiff competition.



TODAY...



... AND YESTERDAY

Clearing out a cupboard at Clapham Road Valerie Keefe found a photograph of a Bristol Otis service van which from its 'D' registration would have been operating in the mid-60s.

It looks a little sombre compared with the blue and white styling of the latest vans which proudly tell the world that Otis Care and mention trav-o-lators

APPRENTICE

David, who comes from Stockport but now lives in the Wirral, started with Otis in 1970 as a field apprentice at Manchester. He spent a couple of years in London in the Export Department and then went on to London new sales.

He went back Manchester on new sales, left the industry for a few years, then returned to it as manager of the Manchester Corpora-

After 25 years' service Harry Smith at Liverpool works has retired from the company.

For many years he had been responsible for apprentice module training and always courteously addressed his young men as 'Mr Gibson' or 'Mr Bradley'. They, in turn, always called him Mr Smith.

Among the many people

who contributed to Mr Smith's retirement gifts were numerous former apprentices who knew how much they owed to him.

It is a lasting tribute to Harry, if we may dare to call him by his first name, that a great many of the young men he controlled now have highly responsible jobs in Otis.

Goodbye, Mr Smith



Jim Mullen and Ken Griffiths