

**1st**

**EXHIBITION**  
**1997**

**LEIA**

**Lift and Escalator Industry Association**



**OFFICIAL EXHIBITION  
SHOW GUIDE**

**Wednesday 14th May 1997 at 10.00 am – 6.00 pm**

**Thursday 15th May 1997 at 10.00 am – 5.00 pm**

**SANDOWN EXHIBITION CENTRE**  
**SANDOWN PARK, ESHER, SURREY KT10 9AJ (U.K.)**  
**TELEPHONE: 01372 467540 FAX: 01372 465205**

## THE PRESIDENTS ADDRESS



### Welcome to the first Lift & Escalator Industry Association (LEIA) Exhibition.

Born out of the excellent work done by the British Lift Association this, the first LEIA Exhibition, brings together the very best talents available in the UK Lift & Escalator Industry today.

I would like to offer my congratulations to Bob Lee, the Technical Director of LEIA, and the Exhibition Committee for putting together and organising this splendid event.

The recent amalgamation of the British Lift Association and the National Association of Lift Makers has provided a very suitable base for 1997 and beyond. This exhibition builds on this exciting development and will show to the world that after four years of UK recession, this industry is now stronger, fitter and in better shape than ever and that LEIA will be a leader and a "single voice for the industry".

I would like to extend my personal welcome to all our visitors. I am confident that you will find this exhibition enlightening instructional and entertaining.

Thank you for coming.

*William H. Orchard*

W.H. ORCHARD  
President

## MESSAGE FROM THE VICE PRESIDENT



### VICE PRESIDENT'S MESSAGE

Welcome to the first LEIA Exhibition.

It gives me particular pleasure to introduce the first truly National representation of the UK lift industry. This is, in fact, the 7th National Elevator Exhibition and the first under the LEIA banner, and provides an excellent opportunity to show the full depth and breadth of the UK lift industry.

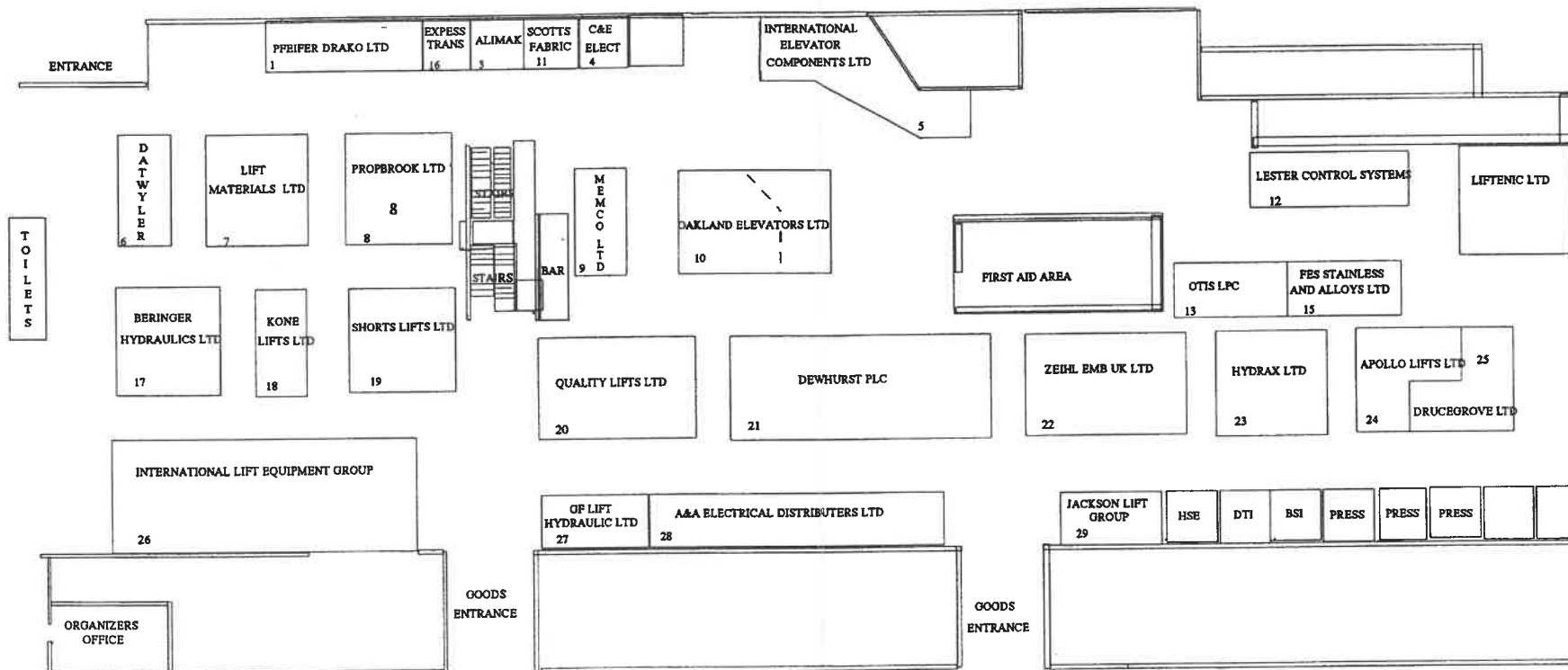
I would particularly like to extend a warm welcome to our colleagues from the "Majors".

Once again many thanks to the dedicated work of the organisers headed by Bob Lee. I am sure that this will be yet another step forward and a wonderful showcase for visitors to explore the best the lift industry has to offer.

Peter Stone

## EXHIBITION PLAN

### THE LIFT & ESCALATOR INDUSTRY ASSOCIATION FLOOR PLAN FOR THEIR 1997 EXHIBITION AT SANDOWN EXHIBITION CENTRE



#### COMPANY

#### STAND NO.

#### COMPANY

#### STAND NO.

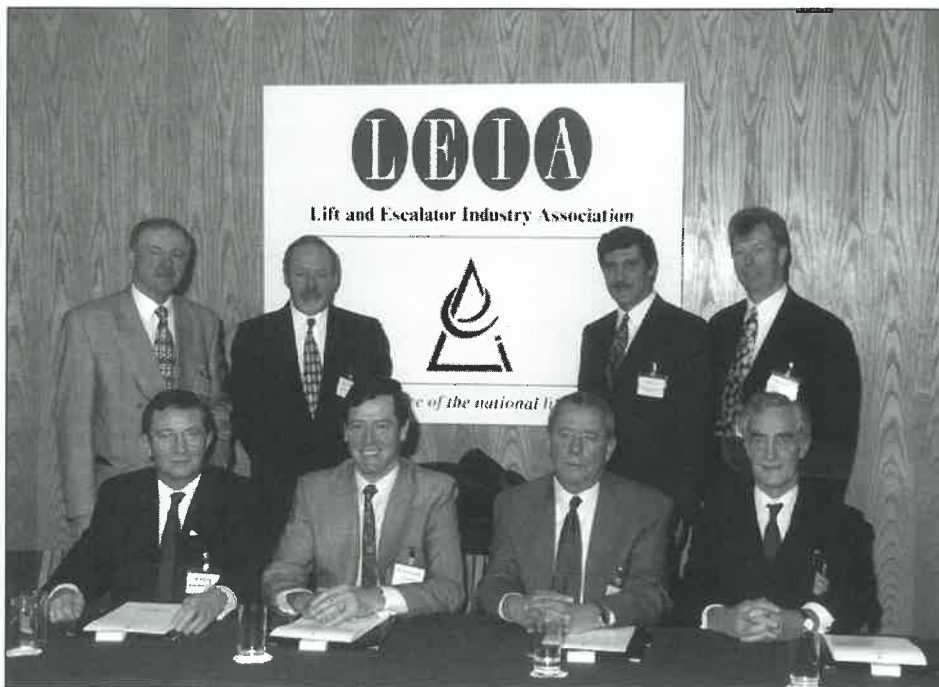
#### COMPANY

#### STAND NO.

#### COMPANY

#### STAND NO.

A & A Electrical Distributors Ltd	28.	Drucegrove Ltd	25.	Jackson Lift Group	29.	Otis Plc	13.
Alimak Ltd	3.	Eurogears Ltd	37.	Kone Lifts Ltd	18.	Pfeifer Drako Ltd	1.
Apollo Lifts Ltd	24.	Express Transformers Ltd	16.	Lester Control Systems Ltd	12.	Propbrook Ltd	8.
Beringer Hydraulics Ltd	17.	FSC Stainless & alloys Ltd	15.	Lifteknic Ltd	14.	Quality Lift Products Ltd	20.
C & E Electronics Ltd	4.	GF Lift Hydraulics Ltd	27.	Liftmaterial (GB) Ltd	7.	Scotts Fabrications Ltd	11.
Datwyer (UK) Ltd	6.	Hydrax Ltd	23.	Liftmaterial (GB) Ltd	9.	Shorts Lifts Ltd	19.
Dewhurst PLC	21.	International Elevator Components Ltd	5.	Oakland Elevators Ltd	10.	Ziel-EBM (UK) Ltd	22.
		International Lift Equipment Ltd	26.				



## LEIA MANAGEMENT BOARD

### Top row standing

David Fazakerley  
Clive French  
Robert Lee  
George Jackson

Director LEIA  
Liftmaterial (GB) Ltd  
Director, Technical Services  
Jackson Lift Group

### Front row seated

Peter Stone (Vice President)  
William Orchard (President)  
Jack Leingang  
Michael Hartley

Quality Lift Products Ltd  
Kone Lift Group  
Otis Plc  
L.T.R. (Lifts) Ltd

## ABOUT THE LIFT & ESCALATOR INDUSTRY ASSOCIATION

The Lift & Escalator Industry Association (LEIA) was formed on 1st January 1997 by the coming together of the National Association of Lift Makers (NALM) and the British Lift Association (BLA). This merger was actively supported by the Department of Trade and Industry and Mr. Richard Page MP, the Parliamentary Under Secretary of State for Small Business, Industry and Energy provided an opening address at its official launch. It's objective is to provide a stronger and better resourced body with which to meet the challenges of an increasingly competitive environment and by consolidation of activity, LEIA will be better placed to promote the interests of the lift industry.

**For the industry** - It will provide a single representative voice and act as a focal point for the receipt and subsequent dissemination of information.

**For the client** - It will be willing to serve as an advisory body on matters relating to the lift industry and act as a forum for the promotion of a two-way dialogue on all matters of mutual concern.

**Internationally** - It will actively support the best interests of our national industry by promoting abroad its professional integrity and long established reputation for quality and innovation.

**For other interests** - It will work with professional Institutions, and other kindred bodies for the further promotion of technological advance and standardisation.

**For all concerned** - It will pursue the furtherance of education, training and safety.



**COMMERCIAL  
COMMITTEE**

Keith Snow  
Ian Swann  
Roland Barker  
Geoff Midgeley  
Allan Ball (Chairperson)  
Kevin Armstrong  
Neil Deighton  
David Lewis

Independent Lifts Ltd  
Kone Lifts Ltd  
Morris Vermaport Ltd  
O & K Escalators Ltd  
Otis Plc  
Pickering's Ltd  
Schindler Ltd  
Stannah Lifts Ltd

**QUALITY &  
TECHNICAL  
COMMITTEE**

Dennis Kelly  
Ian Jones  
Adrian Shiner  
Roger Bedford  
Richard Gooding  
Steven Hull  
Ron Wanless  
Derek Smith (Chairperson)  
Andrew Longcroft  
Mike Savage  
Paul Clifton

Drucegrove Ltd  
Express Evans Lifts Ltd  
Kone Lifts Ltd  
LEIA  
Liftwise Ltd  
Morris Vermaport Ltd  
O & K Escalators Ltd  
Otis Plc  
Quality Lift Products Ltd  
Schindler Ltd  
Stannah Lifts Ltd

**EDUCATION AND  
TRAINING  
COMMITTEE**

Ray Williams  
Celeste Lees (Chairperson)  
Mike Seaman  
Peter Wilkinson  
Adrian Berwick

Beringer Hydraulics Ltd  
Express Evans Lifts Ltd  
Kone Lifts Ltd  
Otis Plc  
Schindler Ltd

**SAFETY  
COMMITTEE**

Brian Taylor  
Frank Hindle  
Richard Askew (Chairperson)  
Rob Harvey  
Gerry Moore  
Mark Truelove  
John Nichols  
Colin Groom

The Chiltern Lift Co Ltd  
Cotswold Lifts Ltd  
Express Evans Lifts Ltd  
Kone Lifts Ltd  
Schindler Ltd  
O & K Escalators Ltd  
Otis Plc  
Thyssen Lifts &  
Escalators Ltd

**EXHIBITION  
COMMITTEE**

Ann Warren  
Brendon O'Reilly  
Bill Butler

A & A Electrical Dist's Ltd  
Highfield Gears Ltd  
International Lift  
Equipment Ltd

**MAINTENANCE  
COMMITTEE**

Terry Atkinson  
Andrew Evans  
George Kirkup

Jackson Lift Group  
Kone Lifts Ltd  
Thyssen Lifts &  
Escalators Ltd

**MEMBERSHIP  
COMMITTEE**

George Jackson  
Clive French  
Peter Stone

Jackson Lift Group  
Liftmaterial (GB) Ltd  
Quality Lift Products Ltd

**A & A ELECTRICAL DISTRIBUTORS LTD****STAND 28**

**A & A ELECTRICAL DISTRIBUTORS LTD** was established in 1983 with the aim to provide quality and service to the lift industry.

Over the last fourteen years our product range has increased to the extent that we can justly state we are dedicated electrical equipment suppliers to the lift industry.

**PRODUCTS / SERVICES**

Our extensive stock ranges include our own designed and manufactured equipment.

Car top control stations/Handwinding units/Emergency light units/Emergency supply units/Half way termination boxes/Signs And labels/Mechanical safety edges/Lift trailer cables & accessories/Rubber matting/Bells/Trunking/Conduit & fittings/Bulkhead fittings/We are also extensive stockists of Dewhurst products. This is just a small list of equipment with our full range covering over 8000 products.

We pride ourselves on our efficient, speedy 24hour **FREE** of charge delivery service within the M25 area for which we are conveniently situated, and also offer next day delivery to the rest of the U. K., also a international delivery service is available on request.

To use our information and advice service please phone: **0181 559-7000**

**We aim to provide all the electrical requirements  
for the  
Lift installations and Service trade  
With the  
MINIMUM of fuss and the MAXIMUM efficiency**

**ALIMAK LIMITED****STAND 3**

Part of the Alimak Group of Companies, with world-wide representation, founded over 45 years ago - are established as world leaders in the manufacture of vertical transportation equipment for passenger and goods movement using the proven rack and pinion driving system. Passenger and goods lifts, goods platforms, temporary hoists and working platforms for construction purposes, form the core of Alimak's production. Alimak rack and pinion units can operate internally or externally without the requirement of a load bearing shaft and can easily be relocated or extended.

The flexibility of the rack and pinion drive system has enabled Alimak to develop specialist lifting units such as vehicle lifts, panoramic lifts, inclined lifts, explosion protected lifts and multi-inclinal lifts for any application up to 1000 metres in height and beyond.

The range of Alimak lifts is available in capacities ranging from 300kg to 24 tonnes and any known sophisticated modifications can be fitted. Lifts for hazardous/aggressive environments, firefighting and normal use can be designed, installed, tested and commissioned to BS5655 and BS5588 Part 5 and our manufacturing facility has a Quality Assurance programme accredited to ISO9001.

Modifications and refurbishments, together with short - medium - long term maintenance facilities are available, backed by a comprehensive spare parts stock holding and a nation-wide service team.

Alimak systems have been used on many world famous landmarks, including the Statue of Liberty, St Paul's Cathedral, the Eiffel Tower and the Channel Tunnel and for many other application areas such as Power Stations, Theatres, Ships, Mines, Bridges, Hospitals and Cement, Steel and Petrochemical Plants.

Future projects include the 'GET IN' lift at the Royal Opera House - a 24,000kg capacity colossus with a floor area in excess of 85 square metres. Four external panoramic elevators for the new Royal Victoria Dock Footbridge, part of Europe's biggest development site and a special Ex protected lift for a chemical production facility in the North West of England.

## APOLLO LIFTS

STAND 24

**Apollo Lifts** is an independent company established in 1979 by its current directors, who still maintain active day-to-day management and operational roles within the organisation.

The founding partners are highly qualified professionals with many years' experience of working to the highest standards within the lift industry.

Apollo Lifts is a full member of the Lift and Escalator Industry Association, enabling it to remain abreast of current legislation and directives and to gain the latest information on developments within the industry. The firm has grown steadily to become one of the leading lift maintenance and installation companies in the prominent London and Home Counties regions.

The modern office network, within the M25 in Essex, controls the Operations Centre and 24 hour emergency call-out service, regulating Apollo's prompt response team of engineers.

Apollo Lifts offers a comprehensive range of services based on engineering excellence, supported by its accreditation to the rigorous BS EN ISO 9002 standard. It boasts an outstanding performance record in both the public and private sectors with the strongest emphasis placed on providing a quality 24 hour a day service, 365 days of the year.

With its extensive experience of all aspects of the industry, encompassing maintenance, repairs, refurbishments, modernisations and installations, Apollo Lifts is a proven all-rounder, it is indeed the total lift company.

For further information please contact our sales team on 01708 377088.

Apollo Lifts, Apollo House, Bates Industrial Estate, Church Road, Harold Wood,  
Romford, Essex RM3 0EQ. Tel: 01708 377088 Fax: 01708 377188

## BERINGER HYDRAULIC

STAND 17

**BERINGER** are internationally recognised specialist suppliers in the field of lift hydraulics. Know-how, quality and flexibility are the corner stones of their advanced technology. Through constant expansion and future orientated research and development, **BERINGER** are able to offer a complete range of hydraulic equipment suitable for applications from small lift units to luxury, high speed lift installations.

The only world-wide electronically controlled lift valve system - LRV-1 - is the best known example of **BERINGER** advanced technology. The combined advantages of electronics and hydraulics provide the ultimate in ride comfort and offer greater flexibility in varying environments. Its performance, setting highest standards of comfort - regardless of viscosity and load - is unequalled on the market.

The product line of **BERINGER** covers three divisions:-

- **Lift Hydraulics**  
Submerged Power Units, Hydraulic / Electronic Lift Control Valves,  
Hydraulic Lift Cylinders including Telescopic Cylinders, Pipe Rupture Valves,  
Car Frame Kits and a vast range of Ancillary Equipment and Accessories
- **Industrial Hydraulics** for  
Mobile cranes, Ship cranes, winches and mining machinery
- **Specialised Hydraulics** such as high voltage circuit breakers

## C.E. ELECTRONICS

STAND 4

C.E. Electronics have been in the forefront of position indicator design for over a decade.

- We were the first to give a 3-shaft-wire system.
- We were the first to give 16 Segment and Direction Arrow indicators with 180° vision.
- We offer over 150 different types of:
  - 16 segment indicators
  - dot matrix indicators
  - direction and arrival arrows
  - gongs and alarms
  - message centres with time/date/temperature
  - speech units
  - security card and key pad entry systems.
- We also offer surface mounted fixtures in both stainless and 'marble' finishes.
- Our products are available throughout Europe from Programmed Technology Ltd.

## DEWHURST PLC

STAND 21

We are pleased to be able to launch a wide range of new products at the 1997 LEIA Exhibition.

- |                                  |  |
|----------------------------------|--|
| <b>Lift Autodial System</b>      | - A new BABT approved Lift Autodial System, with an interface for up to 8 lift cars through one telephone line.  |
| <b>Digital Display Units</b>     | - A full range of scrolling digital displays available in green, red or amber.   |
| <b>Vandal Resistant Displays</b> | - Fed up with broken digital display windows? The UL16 Vandal Resistant Display is the answer for you. Fully vandal resistant and yet providing an angle of view better than conventional D.D.U.'s. If you only see one product on the Dewhurst stand, make sure it is the UL161 |
| <b>Pushbuttons</b>               | - We continue the development of our Compact range with the new US90 Braille.  |
| <b>Safety Edge</b>               | - The full range of Formula System products will be on display - now all with 3 year warranty.   |
| <b>GMV Hydraulic</b>             | - The new ER3100 Electronic Valve System will be on view.  |
| <b>ECI Door Operators</b>        | - A competitively priced range of heavy duty door operators.   |

Quality is designed into every Dewhurst product; our successful certification of BS EN ISO 9001: 1994 reflects our commitment to uncompromising quality standards.

Please visit us on stand number 21

## DRUCEGROVE LIMITED

STAND 25

**DRUCEGROVE LIMITED** design, manufacture and supply a wide range of specialised products including DOT-MATRIX indicators, DIGITISED Speech Units, SECURITY CODED KEYPADS, ELECTRONIC and SINGLE STROKE Arrival Gongs. ALARM Annunciator panels, INTERCOM SYSTEMS (conforming to BS5588 for Fire-Fighting and Evacuation Lifts), EMERGENCY POWER SUPPLY Units, CAR STATIONS, PUSH BOXES and FACEPLATES, etc.

**CUSTOM MADE UNITS** are also a speciality together with **ENGRAVED** LOAD PLATES, NOTICES and panels.

**We are stockists and suppliers of the Formula Systems Electronic Safety Edges.**

**DRUCEGROVE LIMITED** is Quality Assured to ISO 9001 and are conveniently situated on the northern edge of London, 1.5 miles from junction 26 on the M25 motorway, with easy access to all London airports.

SPEED, QUALITY and **SERVICE** are synonymous with **DRUCEGROVE LIMITED** as is our policy of continuous product development.

**Feel free to discuss your requirement with us.**

**See us on the Internet: [www.drucegrove.co.uk](http://www.drucegrove.co.uk)**

## EUROGEARS LTD

STAND 37

**Eurogears Limited** - Established in 1990 - Highly specialised precision mechanical power transmission engineers, providing Technical, Mechanical Engineering and PM7 inspection facilities to the lift and escalators industry.

Particular areas of activity include full refurbishment of lift and escalator drive equipment, on or off site, Crack detection, Oil analysis, Dynamic balancing of rotating drive elements and Vibration monitoring.

In January 1996 we acquired our first EVA-625 lift ride quality measuring instrument from **PHYSICAL MEASUREMENT TECHNOLOGIES** to enhance our Inspection and Diagnostic facilities. We are now delighted to announce our appointment as U.K. agents for

**PHYSICAL MEASUREMENT TECHNOLOGIES - U.S.A**

This exciting state of the art technology will be displayed on **Stand 37**

We look forward to meeting you.

## EXPRESS TRANSFORMERS AND CONTROLS LIMITED

STAND 16

**Express Transformers and Controls Limited** has been trading for 40 years providing Design and Manufacture of transformers from 1VA to 150KVA, Reactors, Chokes, Coils together with ferrite wound products for use in filters and switch mode applications, also power resistors up to 450W.

We also produce a standard range of off the shelf transformers to BS 171 and we are introducing at the LEIA exhibition another range of stock transformers to the harmonised specification EN60742.

We have been associated with the Lift Industry since 1972 and have a comprehensive knowledge of the transformer and wound product requirements for control panels, motor rooms and associated equipment, all you have to do is contact us with your specification for an immediate price and delivery.

## GF LIFT HYDRAULICS LIMITED

STAND 27

**GF Lift Hydraulics** has been established over 10 years, serving the manufacturers and service companies of the Lift Industry. It originated as a Partnership and became a Limited Company in 1994. Our Head Office is based in Quainton near Aylesbury, Bucks. And with our Regional Office in Biggin Hill, Kent, it enables us to offer a nation-wide service. Our activities cover:

- The supply of all hydraulic components e.g. Power Units, Lift Control Valves, Cylinders, Car Sling Packages, Coolers, Pipework, Oil and all associated products.
- The refurbishing / upgrading of old and worn hydraulic systems incl. electrical modifications, new control panels and associated shaft equipment. Modernising is becoming a more extensive part of our field operations, with us replacing power units, cylinders and main chains.
- Repair / Servicing of hydraulic equipment, such as Cylinders, Control Valves, etc. Our Engineering Teams have mobile Work Shops, fully equipped with an extensive range of parts, enabling us to complete the work with the minimum of disruption and down time to the client.



## INTERNATIONAL LIFT EQUIPMENT LTD.

STAND 26

**The Company:**

**International Lift Equipment Ltd.** was established in 1976 to provide Lift Contractors with an independent source of supply of Lift Products and is today the largest of its kind in the UK with an annual turnover of approximately £12m.

The Head Office, Sales and Marketing, Southern distribution and Trade Counter are located in London. Manufacturing, R&D and Northern Trade Counter operations are in Leicester. Further Technical Sales Representatives are located in the North and South of England.

The Company has trading outlets in France, Italy, Canada, Australia, The Far East and South Africa. It also enjoys close association with major sales and manufacturing companies throughout Europe plus GAL and Hollister Whitney in the United States.

**Products:**

Among the many quality products offered by International Lift Equipment, GAL Door Systems are in the forefront for reliability. GAL is the most specified door operator and is predominantly employed by Housing Authorities and similar applications such as Hospitals, Factories, etc. that demand extra durability. Other notable products are Selcom door packages, Volpi and Hollister Whitney gear units, Bode Overspeed Governors, Microscan electronic door protection.

The in-house Product range consists of ILE micro-processor Control Systems, Floating Tape-Head units, Digital Indicators with innovative vandal resistant Faceplates, Car Top Control units, Voice Synthesiser, Electronic selectors and more.

A wide range of fabricated products are available from complete Standard and Custom Lift Packages [inclusive of Layout and Builders Work Drawings], Door Packages [2-hour fire rated], Lift Car Enclosures, Slings and Platforms, Counterweights, Architraves, General Steelwork, etc.

**Personnel:**

Total number of personnel exceeds 100 with essential positions held by employees whose technical experience has been gained within the Lift Industry. Similarly, sales representatives, field and factory technicians have extensive on-site knowledge to provide a first-class customer support service.

**Customer Service:**

Is the number 1 priority of the Company. This Product Range catalogue together with Technical and Price catalogues provide ample information for you, the customer, to choose which product is suitable for the intended purpose. All catalogues are automatically up-dated as and when required.

The Trade Counters and comprehensively stocked warehouse offer a fast and reliable service for both spare parts and principal components.

Quotations for components or packages are promptly dealt with via a purpose-designed computer system.

On-site support for both mechanical and electrical products is available throughout the UK.

**Training:**

is offered for all ILE microprocessor control systems, GAL and Selcom door equipment. This training may be carried out at our Leicester factory or on a site chosen by the customer.

The International Lift Equipment Group is committed to a continuing policy of investment and expansion in all areas of its business.

To maintain and develop its leading position within the Lift Industry

To achieve increasing profitability and security and to augment a national and world wide service dedicated to the provision of high quality lift components and packages in response to the needs of its clients.

## THE JACKSON LIFT GROUP

STAND 29

**The Jackson Lift Group**, established in 1979, has grown to become one of the largest truly independent British lift companies operating nationwide, with a turnover in excess of £8 million. Our extensive portfolio of lifts and escalators cover all types and manufacture of equipment.

Our existing client base includes many blue chip companies, government departments, local authorities and housing associations.

We carefully monitor all lift maintenance and operational performance by our specially developed, computerised service management system, enabling us to be both efficient and cost effective.

Lift replacements and refurbishments are carried out by our installation department which can provide consultation and design, along with the specialist knowledge in providing quality equipment at competitive prices.

We also have full insurance cover, including professional indemnity and have established BS EN ISO 9001 Quality Assurance certification.

Finally, our building access division can offer service and refurbishment to your cleaning cradles, travelling ladders and all access equipment, enabling all of your building transportation systems to be cared for by our company.

London Office Telephone No: 0181 293 4196

London Office Facsimile No: 0181 305 0274

Contact : MR DENNIS SIMMONDS  
MR PHILIP RUDD

Birmingham Office Telephone No: 01543 262850

Birmingham Office Facsimile No: 01543 258809

Contact : MR CHRIS HILLMAN  
MR LOU VAN DER WALT

## LIFTEKNIC LIMITED

STAND 14

Since their first exhibition in 1993, Lifteknik have developed rapidly. The product range ComTeK control systems has also developed an enviable reputation for quality and reliability. A fact endorsed by their increasing popularity with an expanding customer base.

Lifteknik can provide a solution for any control system project from simple AC systems to complex multi-car group equipment.

The number of Lifteknik control systems manufactured per year has increased dramatically over the last two years alone and yet one factor remains the same; Lifteknik still do not employ any dedicated site engineers.

The philosophy is simple;

Lifteknik systems have been designed with 'pro-active' solutions in mind pre-empting any possible site complications. This results in a reduction in reactive responses to actual site problems. Therefore, commissioning apart, Lifteknik engineers spend very little time on site.



## LIFTMATERIAL (GB) LTD

STAND 7

1997 marks 25 years of continuous advancement by **Liftmaterial** in the supply of components, drives, control technology, traction and hydraulic lift systems.

During this time our company has positioned itself as a market leader with an enviable reputation for innovation and quality - backed by a dedicated technical support and after-sales service.

We proudly maintain this position through our programme of continuous investment - from the very latest engineering technology to our highly motivated team of factory trained engineers.

The comprehensive range of **Liftmaterial** products and services is augmented by an extensive portfolio of products from leading manufacturers such as Alberto Sassi, Haushahn, Oleo, Saveria, M.A.C., N.E.W. and Schlosser as well as support from the design and engineering facilities of our parent company - **LM Liftmaterial** of Munich.

Closely allied to the products and services we offer is our commitment to quality. This is proven by our accreditation to BS EN ISO 9000 and when coupled to working within BS5655/EN 81-1 makes **Liftmaterial** the company it is.....**The No 1 supplier** for quality products, technical support and rapid service.

## MEMCO LTD

STAND 9

**Memco** is the world leader in the design and manufacture of door safety systems for the lift industry.

Based at Maidenhead, Berkshire, the company has grown rapidly since its foundation in 1971 and now has offices in France and Germany and a sister company in the United States.

The company exports a large proportion of manufactured products and won the Queen's Award for Exports in 1994 and gained ISO 9001 Certification in 1995.

Memco Products being exhibited:-

- |                         |  |
|-------------------------|--|
| <b>PANA 40 PLUS</b>     | Latest version of the infra-red light curtain with the very latest technology and design.  |
| <b>PANA 194 PLUS</b>    | Dense beam pattern version of the Panaforty Plus which offers extra protection for small obstructions.   |
| <b>PANA40 PLUS - 3D</b> | The latest in lift door safety combining a Panaforty Plus light curtain with an infra-red proximity system for protection against the landing doors. |

## OAKLAND ELEVATORS LIMITED

STAND 10

**Oakland Elevators Limited**, a subsidiary of Booth Industries Group PLC, is located in Oadby, Leicestershire, and has designed, manufactured, installed and maintained lifts for approximately 40 years. Founded as Oakland Equipment Limited and, until 1996, trading as a privately owned company, it originally provided a bespoke mechanical handling service specialising in Service Lifts before expanding into the Passenger and Goods Lift markets.

In addition to a wide range of standard products including Scenic and Vehicle Lifts, Oakland continues to provide bespoke solutions using in-house design and manufacturing expertise. The ability to meet customer requirements when these differ from manufacturer's standard products is vital to satisfying the needs of many clients and Oakland has been at the forefront of delivering customer satisfaction for many years now. In addition to providing robust and reliable products, customers also benefit from clear advice and efficient service from the leading UK manufacturer.

Customer service is further supported by a nationwide Maintenance facility which, operating from our Oadby offices using computerised management systems, offers a 24 hour staffed emergency telephone line, 365 days a year. Repair and modernisation work is also undertaken.

Oakland have also found considerable success in making lift packages available to trade customers and continues to expand its customer base in this market; a major benefit being the availability of full and clear technical support direct from the manufacturer.

So, for the best products, the best advice and the best service, visit Oakland Elevators on stand 10.

## OTIS

STAND 13

**Otis** is the world's largest company in the development, manufacture and servicing of lifts, escalators, trav-o-lators and other horizontal transportation systems, with operations in more than 160 countries. It is a wholly owned subsidiary of United Technologies Corporation, an international group of world-leading companies and one of the top-ten investors in technological research.

Over 1.2 million Otis lifts and escalators are in operation world-wide, nearly one million of them serviced by the company. Six of the world's ten tallest buildings use Otis lifts.

The company earned global revenues of \$5.3 billion in 1995, 85% outside the USA. It employs a workforce of around 70,000 in 24 major manufacturing plants in 15 countries (including Liverpool and Leicester in the UK)

Otis UK is the market leader and achieved a 1995 turnover of £119 million. The company operates two manufacturing plants in Liverpool and Leicester and employs a workforce of nearly 1,800.

More than half of these are qualified service engineers based in 24 service branches throughout the country. From these they provide over 9,000 customers with 24-hour service at over 30,000 installations.

## Organisational History

Otis was formed in the USA in 1853 by Elisha Graves Otis, the inventor of the safety lift and established a London office in 1884. Four years later the company was awarded the contract for the installation of lifts in the Eiffel Tower.

## PFEIFER DRAKO LTD

## STAND 1

**PFEIFER DRAKO LTD** is responsible for the sale of wire ropes throughout the UK. They are backed by a stockholding at their wire rope service centre at Crewe, in Cheshire. **PFEIFER DRAKO LTD** is a 100% subsidiary of Drahtseilerei Gustav Kocks GmbH & Co (DRAKO) Mulheim Ruhr Germany, which in turn is part of the PFEIFER group - one of the leading rope suppliers in Germany. DRAKO have been supplying special elevator rope on a world-wide basis for over 60 years. The main customers include OTIS, SCHINDLER, KONE and THYSSEN.

DRAKO are manufacturing the 6 and 8 strand construction Seale, Warrington and Filler as well as the highly sophisticated 9 strand IWRC special elevator rope DRAKO 300T. DRAKO elevator ropes are, for example, employed at the following high rise installations:

- Petronas Tower - Kuala Lumpur
- World Trade Centre (North and South) - New York
- Sears Tower - Chicago
- Exhibition Tower - Frankfurt/Main
- Commerzbank - Frankfurt/Main
- Eiffel Tower and Montparnasse Tower - Paris
- Exhibition Centre and Exchange Square - Hong Kong
- Hea Sung Building - Seoul
- Television Tower - Beijing

DRAKO elevator ropes are made of steel wires of high purity and a special surface quality in big production lengths. Due to a very sophisticated and up-to-date quality control procedure, a constant high quality level is guaranteed. DRAKO are the exclusive distributor of SIECOR SUPERFLEX travelling cable and WHISPERLFLEX compensating cable for Europe. According to customers request, the material can be delivered either in one length or in cut-to-length execution, combined with various terminations. The DRAKO engineers will be pleased to give more technical information on request.

## PROPBROOK

## STAND 8

**Propbrook** established in the late seventies are still one of the leading suppliers of equipment and certainly the largest independent fabrication company in the U.K. Lift Industry, specialising in lift cars of varying designs, doors, architraves, slings, balance weight frames and all associated equipment. Situated in Birmingham we are ideally placed to supply the whole of the U.K. Easy access to the motorway network means fast and reliable deliveries throughout our customer base.

We utilise our own design service with the latest in CAD technology enabling us to prepare G.A. and manufacturing drawings from a bracket to a complete lift installation. Equipment can be made to our own drawings and standards or from customer drawings and specifications.

We manufacture our own range of lift components including our widely acclaimed High Performance D.C. Door Operator, retractable clutch mechanisms, spring door closers, landing locks, car door interlocks and top track systems together with either aluminium or bronze sills.

Our landing entrances carry B.S.I type approval on the locks and can also be supplied to our own Fire Rated design where we carry certification on certain types of up to 4 hour integrity as tested by the Loss Prevention Council.

The highly successful U.K. agency we have with Montanari continues to thrive providing high quality, reliable Gear Units, Hydraulic Systems, and other associated equipment and components such as Overspeed Governors, Safety Gears, Divertor Pulleys, Rope Anchors, Guide Shoes etc.

As an extension of this business we have now established an agency with Komepa to promote their A.C. and V.V.V.F. doors and door drive systems which are suitable for the refurbishment or conversion of lifts in Nursing Homes and Offices etc.

Recently we also signed a sole U.K. agency agreement with I.M.E.M, a leading Spanish company which now means that we can offer complete Hydraulic Package Lift systems to the Industry covering a range of car finishes, with 4-6-8-10 person capacity ranging in speed over 2 to 6 floors.

With our continued efforts to provide Quality at the right price, Propbrook are now able to satisfy the majority of your needs.

## QUALITY LIFT PRODUCTS Ltd

STAND 20

**QLP** is the UK's leading supplier of complete lift packages - supplying a significant percentage of the lifts installed each year in the UK market.

As the European Commission's Lift Directives become entrenched in UK construction law, it is becoming increasingly important for contractors to deal with a full-service supplier who can see a project through from specification to completion in compliance with the directives. This is where QLP can help.

As part of the multinational Electra Vitoria group QLP offers customers the support and experience of one of Europe's most important lift manufacturers.

Products are manufactured at the Group's purpose-built design and production facility in Northern Spain. Incorporating state-of-the-art computerised systems, this facility not only meets but exceeds, the requirements of ISO 9001; This will be of major significance as the EC Lift Directives come into effect.

The company offers a wide range of lift packages and products to suit any specification whether new or existing:-

- Direct-acting hydraulic lifts (2 person to 36 person)
- Indirect-acting hydraulic lifts (2 person to 36 person)
- Traction lifts (2 person to 26 person)
- Full range of components

The appearance of QLP's lifts can be tailored to blend in perfectly with the style of the surroundings - cars come in a variety of styles, colours and finishes, selected before manufacture takes place.

QLP's team of experienced engineers is on call round-the-clock to provide advice and support at every stage of the project - ensuring that the job gets done on time, on budget and to the right standard.

Full details of QLP's products and services are available on the QLP stand.

## SCOTT FABRICATIONS LTD

STAND 11

Occupying approximately 7500 square feet of purpose designed office and workshop space we have a perfect environment to produce new lift cars, doors and architraves to a high standard of architectural finish.

We provide a site installation service that undertakes the refurbishment of existing lift cars, doors etc, in a wide range of designs and finishes such as wood veneers, stainless steel, brass, marble, etched patterned glass and mirror.

A computer aided design facility is available to you and we would be pleased to assist in both your pre and post tender requirements.

In addition we manufacture a range of components i.e., digital indicators, voice synthesisers, push buttons and control panels which utilise the latest micro processor technology.

## SHORTS LIFTS

STAND 19

**Shorts Lifts** are a well respected supplier of a comprehensive range of lift packages and components into the UK Lift Industry.

Although Shorts are probably best known for being the UK supplier of high quality BKG Service Lifts, we have recently expanded our package range with the addition of the SM8 Hydraulic Passenger Lifts and Weightlifter Goods / Passenger Lifts, both of which are manufactured in the UK.

On the lift component front, the names of ALGI Hydraulic Components and Sematic Lift Doors are synonymous with quality and reliability. Both of these component ranges are available in the UK through Shorts.

Shorts have over fifty years of experience in the manufacture and supply of lifts and lift components. This experience forms the backbone of the in-house Technical Support that has become our trademark. In addition, our ISO 9002 Certification is confirmation of the commitment to the personal and efficient service that the Lift Industry has come to expect of Shorts.

The same level of high quality Technical Support and Service is provided with all our products.

## THAMES VALLEY CONTROLS LTD

STAND 21

**TVC** continue their commitment to innovation, good value and excellent customer service. Our new range of products launched at the 1997 LEIA exhibition, reflect those ideals.

<b>ONIX</b>	A new range of compact controllers specifically designed for 8 floors.
<b>TVW</b>	Windows based lift status display and access tool enabling sophisticated and versatile traffic management and protocols.
<b>EUROPA</b>	Lift monitoring outstation which has 22 configurable inputs and 8 configurable outputs.
<b>AUTO DIAL</b>	Vandal resistant auto dial and answer duplex voice unit capable of connection to up to 8 lifts on a single telephone line.
<b>JUPITER</b>	Advanced Windows based control management system. Full monitoring and report facilities along with customised inventory and maintenance databases come as standard.
<b>SATURN</b>	New monitor providing a simple graphical screen with a voice interface.

**TVC achieves a major benchmark for the industry!**

\* TVC engineers have recently returned from China having installed two geared lift applications running AC drives at 2 and 3m/s.

Let's talk about how TVC can support you - come and see us on stand 21

## ZIEHL-EBM (UK) LTD

STAND 22

**Ziehl-ebm (UK) Ltd** is the UK subsidiary of the world renowned lift motor and drive manufacturer Ziehl-Abegg GmbH & Co KG. We have established a reputation for good service and technical support which we believe is appreciated throughout the UK lift industry. Ziehl-Abegg are continuously developing and improving their product range in order to meet the changing demands of the lift industry. At the 1997 LEIA Exhibition we will be showing a number of these new products.

The prototype of our Planetary gearbox traction unit was shown in 1995. Ziehl-Abegg now have many units operating in Germany and for the 1997 exhibition we will have one of our production units running with a Zetadyn IDF field orientated variable frequency drive. A new range of VFD motors was developed to complement the Planetary gearbox which uses a single bearing flange mounted motor. This range has been extended to cover two bearing foot mounted designs for use with more traditional worm gearboxes. The motors have a totally enclosed cast frame construction and are offered with the option of an encoder and hand winding wheel. These motors are very competitively priced and have been well received since their introduction. We will also be showing our more traditional two speed and AC variable voltage motors, as well as our submersible motors for hydraulic lifts.

Ziehl-Abegg variable speed drives have always been dedicated lift drives providing the desired characteristics and safety functions required by end users. In addition to the Zetadyn IDF, you will also be able to see our Zetadyn IFU variable voltage, variable frequency unit and our Zetadyn I DV AC variable voltage unit.

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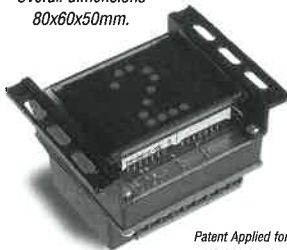
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**And then there were...**

**2**

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Overall dimensions  
80x60x50mm.



Patent Applied for  
US 08/528545  
GB 9516519.7

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As its name implies, the 2-Wire Mini

Indicator provides enormous cost and man-hour savings on any project, but especially high rise ones.

It can address up to 63 landings with all the capabilities, features and multi-programmable outputs you would expect, and more.

With highly innovative product developments, we've earned our place in the Houses of Parliament and at the BBC, to name but 2.

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If you enjoy the thrill of gambling, don't specify a QLP lift.



QLP has never been a company which believes in taking risks.

That's why our lifts are designed and engineered to exceed all EC quality directives (and supported with a 24-hour engineering service guarantee).

It's also one reason why QLP supplies more lift packages than any other lift company in the UK.

Still, those of you who enjoy a little flutter might like to try your luck in our casino on stand 20.

There's not much chance you'll win - but then, you can't expect everything in life to be as reliable as a QLP lift.



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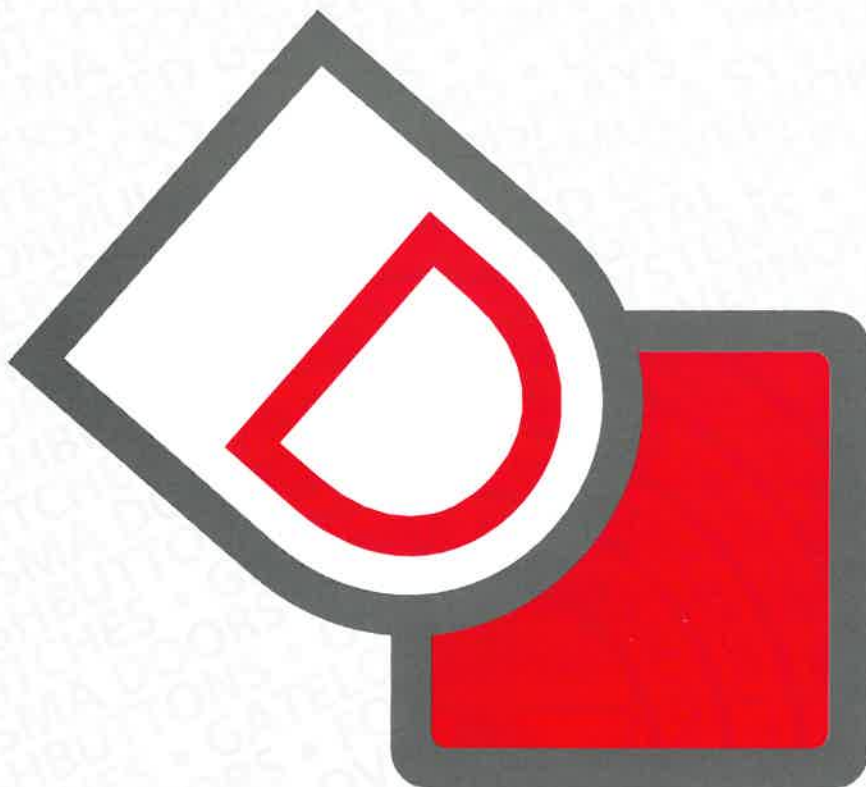
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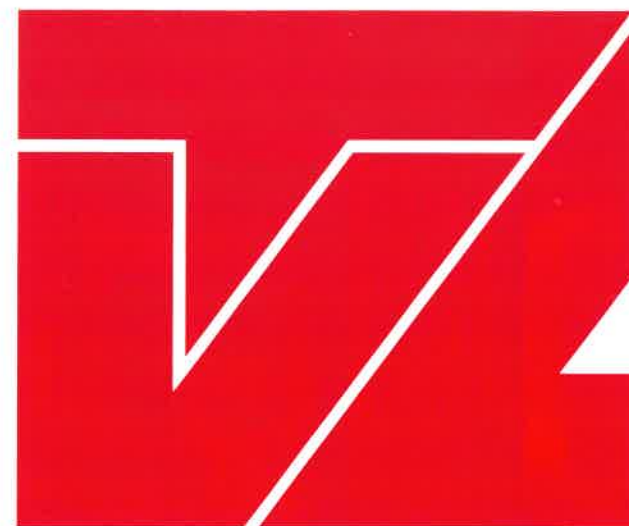
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**Welcome to stand**  
**21**





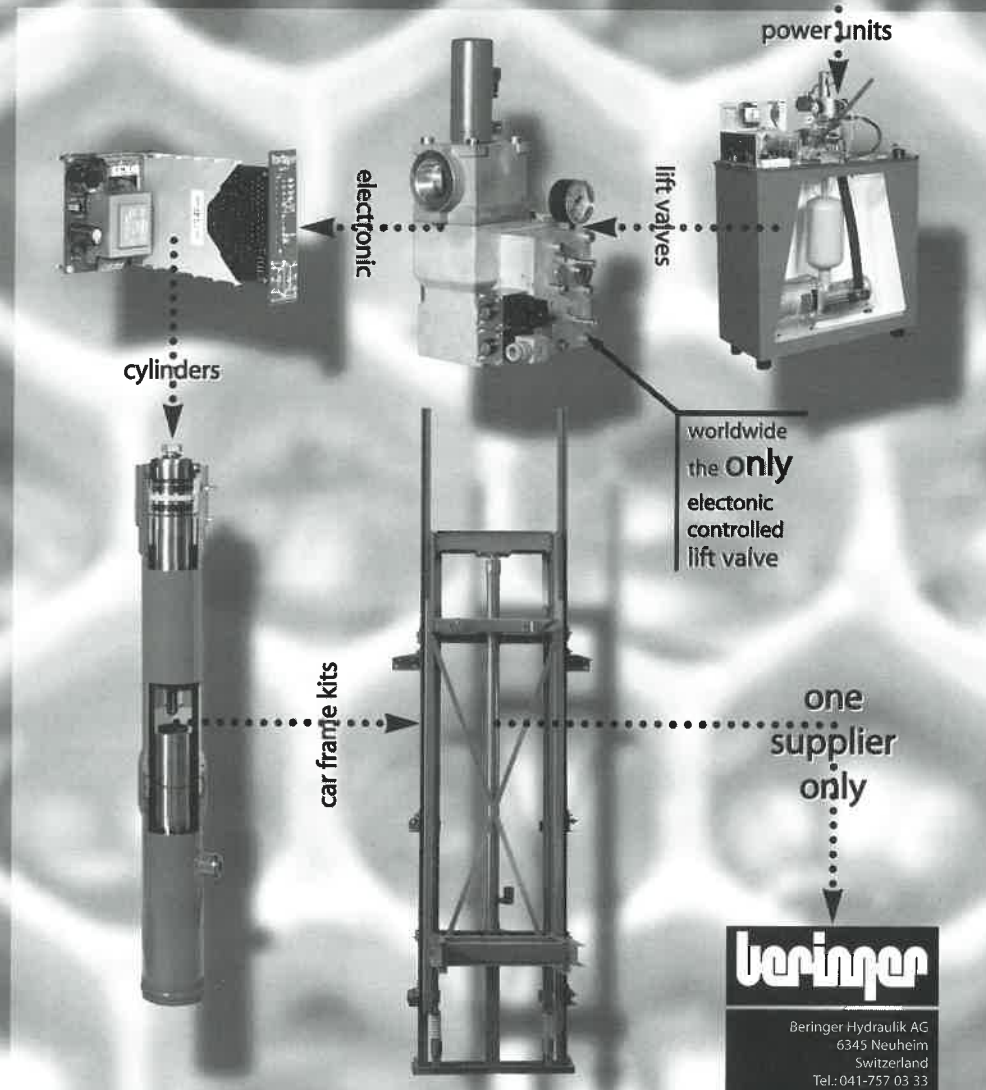
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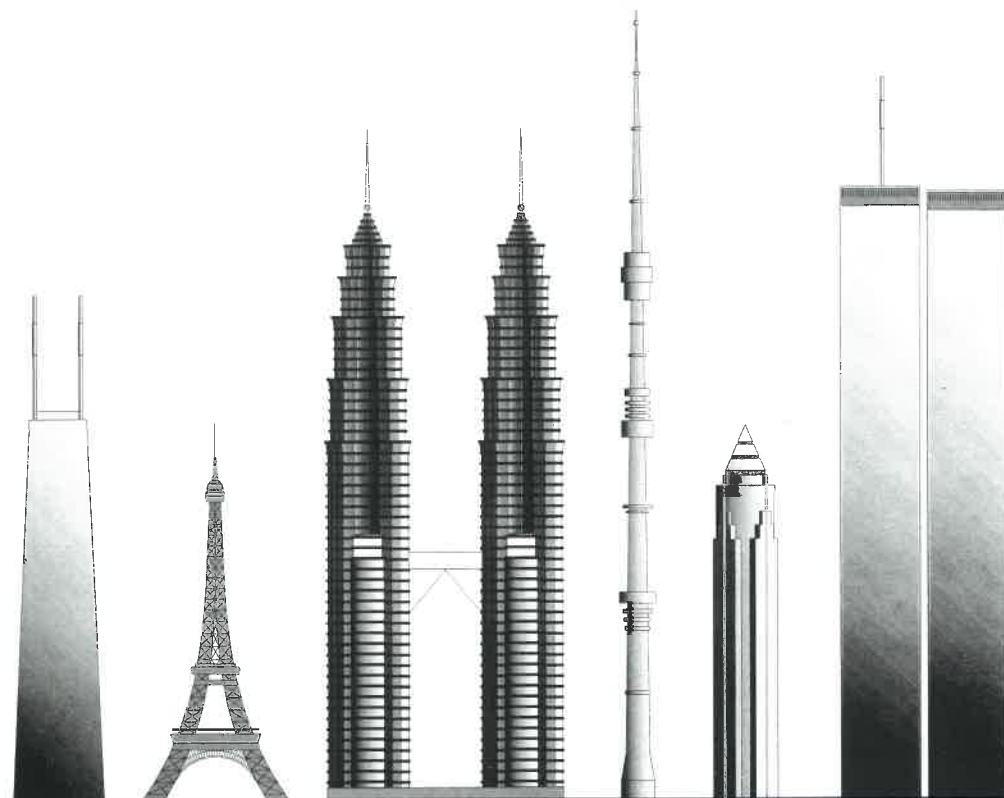
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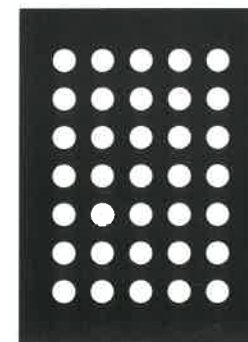
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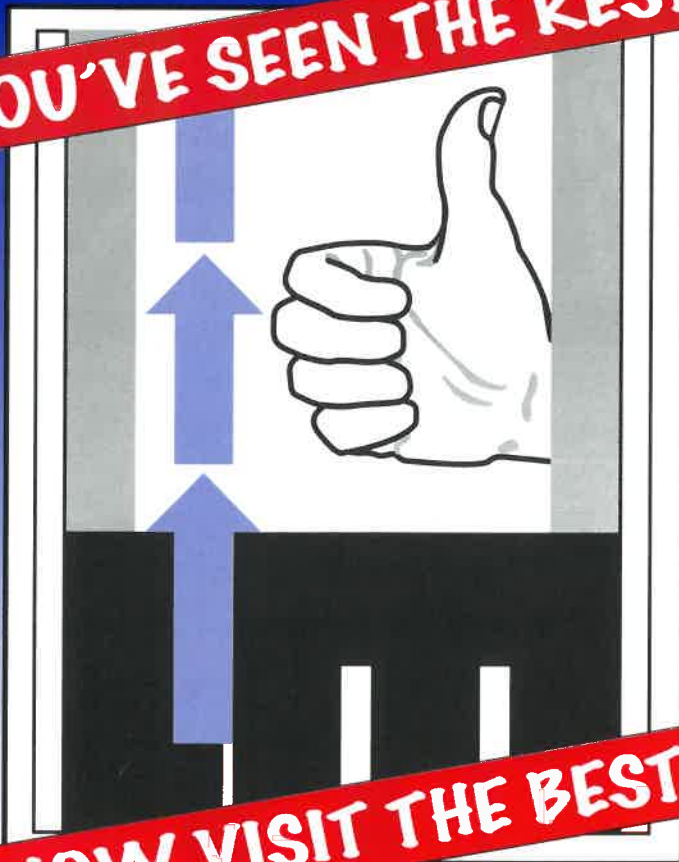
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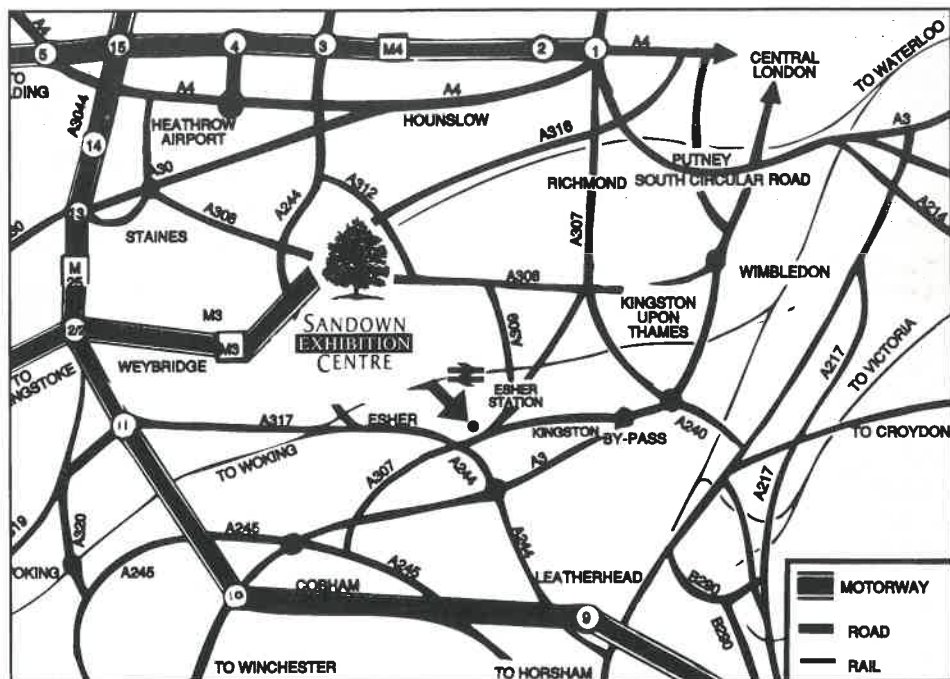
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**Admission:** Admission is free of charge by Registration Card from the LEIA or any member company. The Organisers have the right to refuse admission.

**Canvassing:** Canvassing for orders by an unauthorised person is strictly prohibited and in any such case the right of expulsion will at once be exercised. The distribution or display of printed or other placards, handbills or circulars or other articles is prohibited, except by exhibitors on their own stands.

**Cloakrooms:** Cloakrooms are available near the main entrance on the ground floor.

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