

The New Zealand LIFT FAX

The New Zealand Lift Fax is produced bi-monthly for the NZ lift industry. Just send your email address to LEC to subscribe.

www.lifteye.co.nz

email - nzlfax@lifteye.co.nz

**10C Grange Street
CHRISTCHURCH
NEW ZEALAND 8002**

Ph: +64 3 332 2499

Fax: +64 3 332 0016



WHAT'S GOING UP or DOWN THIS MONTH

Dave McBride in Queenstown:

With Steve Cox and Darrin Blackhurst departing Queenstown, Dave McBride has set up there as **DLM Electrical Ltd** providing electrical and lift maintenance services for Otis and Schindler. Dave came from KONE in Auckland where he was Installation Manager over a year ago now.

Contact: Ph: 03 409 0192 Mobile: 021 757 440

Kim Pederson Expands in Napier:

Ex-Otis PNG Manager Kim set up in Napier in 1999, and now provides Sales, Installation and Maintenance services to provide a full range of equipment to the local market. Water Hydraulic Platforms, Scissor Lifts, Oil hydraulic, Traction and Drum drive lifts; Domestic and Service lifts make up the range he provides.

They also manufacture an inside / outside low rise wheel-chair hoist.

Representatives for IGV, and Acorn stair lifts, the company also provides small control systems, write their own software and design using 3D CAD.

Contact: Tech Elevator Co Ltd, P.O Box 869
Ph: 06 843 6010 Fax: 06 843 6013

EDITORIAL.

The Demise or Rebirth of an Association:

Is it now too difficult for small countries like New Zealand to have a representative body that truly reflects the local lift industry?

Change in the market products and process has seen the gradual move from a reliance on local knowledge and expertise, to significant acceptance of overseas corporate direction.

Does this mean we no longer need to associate to consider our local perspective; our local opinion?

Is our environment only to exist within corporate global policy?

What of local standards and codes? Do we leave it to the Government of NZ to implement a bureaucratic process to determine what is acceptable risk, safe process, and who is qualified to inspect and test lift equipment in NZ? Surely the industry needs to address this issue.

As Executive Managers in this industry, that have seemingly stood by and watched the standard of safe commissioning and inspection of lifts deteriorate to possible third world standard, can you claim no bottom line responsibility where there is no consistency of process nor auditable documenting of installation since introduction of the Building Act into the Governance of this industry.

Yes they are only words and to you they may sound angry, but they are purposeful. If they have raised your ire then ask why they upset you? Is it because these issues are unimportant to you, or is it because your global corporate responsibility outweighs any responsibility to the local market?

Remember, you give direction, surely these issues fall within your responsibility as a designated leader. Decisions made today will reflect the quality of this industry tomorrow, this industry needs good direction at present, the challenge is, are you prepared to stand by and watch the local association die through lack of interest? E d.

PANDECT Expands Product Travel to 1.5m:

The local Christchurch low rise platform lift manufacturer; **Pandect Electrical Solutions Ltd**, has been putting a lot of effort into improving its design, documenting and certification processes to reflect 2004 Building Act changes.

Part of this is due to the subtle but higher risks associated with expanding the platform travel from 1,0m to 1.5m. This has been brought about by market demand for more flexibility in travel for cost-effective disabled access solutions into new and existing buildings.

Contact: Lloyd Mearns Commercial Director.
Ph: 03 338 5188 Fax: 03 338 2551 www.pandect.org

Hard to Believe, but OTIS Restructures Again:

It's just on a year since Scott Miller arriving from Aussie took over the Otis Southern operations, and 2 years since John Aulert arrived to look after the north.

But now I understand Scott has volunteered to do week about - North and South and manage the whole of New Zealand. John in the meantime has returned to Aus only this time to Sydney, and I didn't even get to meet the gentleman.

Mum's the word, but everyone seems to be coping. Thank God for the local Kiwi spirit!

LEC INVITED TO KONE's PRODUCT UPDATE:

To get the full story you will have to read Elevator World in a few months.

In the third week of February 2006, 55 Australasian lift Consultants were invited by KONE's Queensland MD Ron Watson to Surfers Paradise to stay and explore the newly opened **Q1**; the tallest apartment block in the world, with two of the fastest lifts in Australasia at 9.0m/sec. How could we refuse!



NZ Manager Ron Perez, along with Greg Brown and Russell Appleton led the NZ contingent, with guests Jon Williams, Keith Johnstone, Lyall Senior, Murray Barr, Roger Tringham and yours truly on a fascinating tiki-tour of Brisbane and Surfers Paradise to visit some of the latest equipment and tallest buildings in the KONE portfolio.



It began in Brisbane at **307 Queen Street** where we were able to inspect a Resolve 100 upgrade of a Thyro111B VVDC installation, followed by a tour of Brisbanes newest and tallest ; the EcoDisc®



lifted **Aurora Building**.

The third significant site was a new 2.5m/sec, 24 level Monospace® installation in the **Saville Suites** Building.



The product seminar was presented by the exuberant **Johannes de Jong**, KONE's Products & Technology Major

Projects Manager, along with technicians Robert Bergamin, Graeme Hill, Chris Downing and Niko Miletic. It was held in one of the Q1 conference rooms, followed by lunch and a tour of the latest KONE EcoDisc MX 40 and MX 100 high speed lifts that service the Q1 building. There were too many people to catch up with who I had grown up with around the Aussie industry before moving to NZ, but it was great to catch up with, Ron Watson, Roger Haig, Trevor Stephenson, Steve McGloin, Jad Vinko (Rocky), Karl Barker, John Lockwood, and Brian Fulcher, all past and present KONE employees.

On our day of departure we visited the latest Gold Coast Sunland Group / KONE project, the mighty twin towers of the **Circle on Caville** where we had the opportunity to visit the lifts under construction, to ride the latest ECO3000™ TransVario Planetary Gear Chainless escalators, and inspect the largest 4000kg Monospace™+PLUS goods lift installation.



WORLD NEWS FROM ELENET®

KONE SIGNS AGREEMENT WITH HP:

KONE and Hewlett-Packard (HP) have signed a seven-year agreement concerning information-technology (IT) infrastructure services. Under this agreement, HP will consolidate and maintain KONE's servers and local area networks, operate help desks and harmonize desktop computing environments in KONE's global network. According to the terms of the agreement, approximately 100 KONE Global Information Services employees will move to HP worldwide. KONE's most extensive IT operations are located in Belgium and Finland. The transition is to be finalized by the end of June.

12-YEAR-OLD BOY INJURED IN ESCALATOR:

ACCIDENT: The Middleton Guardian recently reported that a 12-year-old boy was seriously injured when he fell about 40 feet from a shopping-center balcony after his shoelace was reportedly caught in an escalator. The report stated the boy was one of several children playing on the first-floor balcony at the Middleton, England shopping mall when the incident occurred. The incident is being investigated.

HITACHI DEVELOPS CIRCULATING ELEVATOR:

SYSTEM: Hitachi Ltd. has announced the development of a new elevator system that allows cars to move sideways, meaning that up to six cars can operate in the space where previously only two cars could operate. When a car reaches the top floor, it moves horizontally, then down the hoistway. The company has already performed trial runs in a prototype system. The trial runs involved six cars controlled by six cables. The cars operated in pairs, and each pair was controlled by two cables. Hitachi is hoping to market the system in buildings with 10-20 stories.

SCHINDLER'S NEW CORPORATE IDENTITY:

Schindler has announced it will introduce a new corporate identity in March. According to the company announcement, the new logo "is intended to convey more emotion and self confidence." The new corporate identity will replace the logo Schindler introduced 20 years ago, which included three vertical red stripes.

FATAL FALL FROM SEATTLE-AREA ELEVATOR:

A man reportedly died as a result of injuries he sustained after he fell from an elevator car stuck between floors in the parking garage of a retail and entertainment complex in Bellevue, Washington, a suburb of Seattle. The 25-year-old man was one of five people who had been trapped in the elevator.

Someone in the group pried the doors open after reporting the incident. Four of the passengers safely exited the elevator, but the victim reportedly fell backward into the hoistway when he attempted to escape the stuck car. The complex where the elevator was located opened in November 2005. A fire department spokesperson reported that he did not know of any previous problems with the elevator. The incident is being investigated.

GLOBALISATION OF AN INDUSTRY:

Like it or not, believe it or not, the reality is that through the advances in technology, and unequivocal acceptance of its adoption into every facet of daily life, absolute control over people in the workplace, and for that matter in our daily lives, is fast becoming achievable under the guise of market globalisation.

In the past, because of the logistics, complete control over people; whether in the workplace or socially, has been impossible because of the inefficiencies in the bureaucracy needed to achieve it.

The lift Industry is a good example of past limitations, where companies were structured to reflect their reliance on the expertise of the employee to provide the skill to sell – design – acquire - arrange delivery - install the equipment and to maintain it. The success or not of a company depended nearly totally upon its ability to locally inspire and manage its large employee resource.

International companies were few, but they too were mainly only providers of product, or partook in the distribution of profits, and were basically independent to the every day operations of their national namesakes companies, because of the same logistical limitations.

But since the hugh technological advances in computers, computer design and production, data storage, communication and organisational structures over the end of the last century, we have seen the logistics of running a global company narrow to nearly that of a past local office.

Through an era of corporate acquisition and seemingly unquestioned adoption of technology into all facets of the business process, we are seeing centralised global control of corporate capital and operations under the guise of efficiency and stakeholder profit, seemingly for the sake of it and with the minimisation of local control as the goal.

Some would argue this drive is to maximise the wealth of the world to ensure a better future of opportunity and security for all. The cup runneth over principle! Others may decree that it is just the bigger is better; survival of the fittest attitude, focussing only on the means, and let the next generation look after the end.

Little philosophical consideration seems to be given as to the long term effect on the betterment on human societies.

Past president of the KONE Corporation Jean-Pierre Chauvaire stated at the turn of the century;

Globalisation is not an option for KONE, it is a must. We are serving global customers, working with global partners, and fighting global competitors. We cannot do these things successfully unless we, too, are thinking and acting globally.

We are mistaken, however, if we believe that being global just means being present in a lot of countries. In fact

"global" says more about how we behave than about where we can be found. . . . Globalisation in KONE is about harmonisation to high standards rather than geography or market coverage.

So what effects are we seeing in our local lift industry in New Zealand?

The effect of corporate takeover and the impact of technology on the major companies has been quite significant over the past 20 years through:-

- ? The movement of local management to global management philosophies.
- ? Local senior management being more account focused rather than engineering focussed.
- ? The workforce being reduced while carrying out the same amount of work.
- ? Lessening installation times.
- ? Higher movement of persons between companies.
- ? Less trade training.
- ? An increase in reliability and consistency in performance of new equipment entering the market.
- ? Restructuring of middle management roles.
- ? Increasing sub-contracting of installation and maintenance.
- ? A significant loss of senior expertise through 'redundancy'.
- ? An increase in the number of peripheral lift industry based companies.
- ? An overall decrease in job satisfaction.
- ? Lower maintenance returns.
- ? Lower installation costs.
- ? An increase in non-proprietary and single contractor institutional maintenance contracts. .
- ? An increasing instability in job security.
- ? A more competitive market.
- ? Lower returns to investors.

Good or bad is not the point, as it is the sum of the present Western society human endeavour, but where is it leading us, what of our future?

If we don't stop now and again to consider the wider effects of our actions on the lives of those who make up our society; if we only consider the short term benefits of job survival by diminishing our self through unequivocally handing responsibility to those above in this global reorganisation of power, without considering the long term ramifications of our actions, we may no longer be able to reverse corporate control of our future.

We may think Hitler an aberration, but this is a simile as there are reducing numbers of more powerful people in our corporate world, and yet global corporations are increasingly playing a more significant role in our everyday lives. Are the effects of globalisation already experienced in our own industry in NZ, improving our lives, or have we already lost our say?
Ed.

A LAST GLIMPSE OF CHINA IN 2005.

Unaccustomed as I am to travelling upmarket, and being in China, I must admit I was prepared to rough it a bit to experience the real China, but if this is the real China; I live pretty poorly at home.

The **White Swan Hotel** looked a little flash, but the exterior did



nothing for its interior.



With gold; hopefully plated bathroom fittings, and large atrium foyers with waterfalls, beautiful plantings and quiet corners, which for me was unexpected opulence to the extreme, but surprisingly it was unobtrusively pleasant.



Of course the usual souvenirs were to be had, but at the White Swan there were no trinkets, only



many zeros and magnificent porcelains, jade, ivory, silk tapestries and river pearls.

Today we were heading back to Hong Kong by the mighty Pearl River, but first a look at some of the other exquisite handicrafts. Of course temptation is constantly questioning, do I want it? Do I really need it? Thankfully the answer was mostly no, but it was always a great experience to banter with the shop assistants who interestingly, some still preferred the abacus, but used the calculator only to show the result for duffer to read.



The single most significant ingredient on display in Chinese souvenirs; and that is probably a crass word, is the artisans skill.



When I see a piece of Ivory I think of scrimshaw, but not the Chinese, they create a ball of Ivory and begin to delicately carve it with a myriad of natural scenes in their environment. They don't stop there though, the cut outs on the surface scene they have created, they

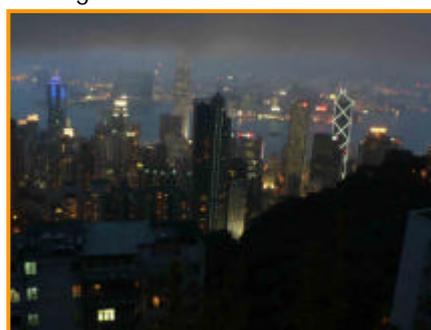
continue to delicately separate the outer scene from inner mass to produce a free inner ball of ivory. Working through the holes created in the subsequent rotateable scene, they produce the next smaller version down six to ten independent layers within the outer ball. Why? Because they can. And the result is an art form.



Similarly with silk, both subject and material seem to harmonise and provide a unique insight into China not found elsewhere in the world.



But the mighty Pearl calls, its time to board the high speed ferry to take us down river under the massive bridges that today link West and East banks and the many tributaries, that feed S/E China past Portuguese



Macau on the right and Shenzhen on the left, out the delta past the new Chep Lap Kok Airport and under the Tsing Ma Bridge, and back to Kowloon nestled beside Hong Kong island. Ed.