

issue

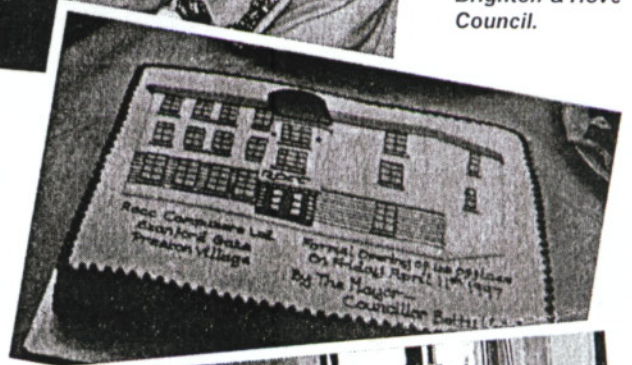
22

April
1997

ROCC Newsline



The Mayor, Councillor Betty Walshe, cuts the commemorative cake (also shown below) with chairman Michael Aldrich and then shares a joke with Glynn Jones, chief executive of Brighton & Hove Council.



Brighton opens its doors

April 11 saw the formal opening by Mayor, Councillor **Betty Walshe** from the new unitary authority of Brighton & Hove Council.

Guests included the chief executive of the council, Councillor **David Lepper**, who is the prospective MP candidate for Brighton Pavilions, representatives from the University of Brighton, Cheesmur, the building contractors, chartered surveyors, Clifford Dann & Partners and Oakley Commercial, Altyre Properties from whom the site was acquired and Barclays Bank PLC the company's bankers.

In her address, in response to chairman **Michael Aldrich's** speech, the Mayor talked of her days with Redifon and Rediffusion Simulation and said how proud she was to officially open ROCC's new Brighton offices.

A special cake had been made in the shape of the front of the Stanford Gate building and was cut by the Mayor and the chairman.

The buffet had been prepared by the University of Brighton's Catering Services Division. It was beautifully prepared and the food was delicious. They will be catering for the formal opening of the Crawley offices on Friday May 9 and staff at Maxwell Way are in for a real treat.



This opening is being performed by the Mayor of Crawley Councillor **Jim Smith** and invitations have been sent out to members of the Crawley council, clients and suppliers.

Full report in our May issue.



ROCC's directors with John Holland (centre), former director of the Evening Argus, in conversation with the Mayor. Below, account manager John Clark gives a SEECHECK Recognition demo to Keith Jones, principal of Brighton College of Technology.



Successful team



April 4 - Systems Division's sales kick-off meeting took place at Brighton.

In reviewing the past year's performance, director of sales **Phil Northeast** said that with virtually zero DPS business coming in before he joined in January 1996, the financial year for 1996/97 had seen a dramatic upturn in business for the SEECHECK Recognition product. In particular, the winning of substantial contracts from the Atomic Weapons Establishment and Lloyds Bank Registrars.

The cup for the Top Salesperson of the Year was, in fact, won by two people who tied for the honour. Senior account manager **Andy Cush** and business development manager **Luke Aldrich** share the cup for the year. For their outstanding efforts in ensuring that the SEECHECK products were installed and up and running on client sites as quickly as possible, consultants **Ann Clifton, Paul Sinden, Dave Bunting** and **Nick Harrison** received an engraved shield.

*The two Top Salespersons, **Andy Cush** right and **Luke Aldrich** below, receive their awards from **Michael Aldrich**.*



Presentations were also made to sales manager **Henry Francis** and account manager **Chris Harris** for the contributions they had made.

Also present at the meeting were the sales personnel from the local government units who, under the reorganisation of Systems Division, now report to Phil.

Senior account manager **Chris Potter** was recognised for having had an excellent year in selling the Uniclass product range.

Phil also announced that Henry, Chris and Nick had been promoted (to the titles mentioned in above text) and he welcomed **Steve Hilton** on board as an account manager from his role as a consultant working out of our Bury office. He and Luke will be actively engaged in selling the new MICRORATE for Windows products.

There will be more news on the launch of these products, as well as those being launched by Uniclass in a later issue.

Business News

An excellent start has been made to the new financial year for 1997/98 with contracts being won by the company to the value of £560,409 so far.

From the Editor

With so much going on at the moment I am publishing this newsletter combining March and April as one.

May should see the newsletter returning to a monthly publication.

Beryl Hutchin, editor

Winning Ways

It seems that certain members of staff have been on a winning streak recently with **Nick Kelly** software manager DPS winning a Canon video camcorder for the best slogan in a suppliers' competition. However, Newsline cannot publish this as Nick has forgotten what he wrote!

Representatives from Canon turned up at ROCC's Brighton offices at the end of February for the presentation, and much frivolity was had by all when Nick had his photograph taken for their PR purposes. He hates this being done. However, I have to say, the promised pictures from Canon for this publication have not turned up - unless Nick is telling the editor a 'little white lie' and has received them and hidden them away or has simply torn them up!



TV winning draw

From finance, monthly salaries administrator **Joyce Dimmick** has won a 21" colour TV.

On Thursday, March 13 Joyce visited the Living store in Crawley as they were holding an open evening for share account holders which included refreshments and a free entry to a prize draw. Being a sucker for anything that is free, Joyce handed in her draw card. Having thoroughly enjoyed her evening and made several bargain purchases she thought no more about it.

Joyce takes up the story: "Imagine my surprise on arriving home the following Tuesday on opening my post to find that I had won a 21" Panasonic colour TV. I was over the moon as I had never won anything before. Two days later I went along to the store to be presented with the TV by the store manager. My good fortune did not end there, for later that evening I went to the Thursday Club and won a bottle of wine in the raffle. All I want to win now is the lottery but that, I think, will be more the luck of Kathy." As Newsline's next item will reveal.

Winning streaker

Treasury accountant **Kathy Watson** started her winning streak last year as most of us know when she came up on the football pools and received a very substantial sum indeed.

Now Kathy is performing well on the lottery. The same week that Joyce won the colour TV, Kathy was up on the finance department's bonus ball lottery for the third time in five weeks. Then she went onto to win £84 for four numbers in the Wednesday national lottery. She is now looking for her big win on the lottery!

Comic Reliefs

Managing consultant **Paul Sinden** decided to support Comic Relief on March 14 by being sponsored to lose as much weight as possible. His wife Penny had already said to him 'get rid of that pot belly'. This was an ideal opportunity to try for he could ask his friends and colleagues at work to support him by sponsoring his efforts for a worthwhile cause.



Over the two weeks leading up to March 14 Paul went on a fat free diet and did lose his weight loss target of 10lb. His weight was closely monitored by Penny and from the 30 or so people who sponsored him he raised exactly £200 for Comic Relief.

Management accountant **Katie Bristow** did her bit for Comic Relief by baking batches of muffins and selling them to staff at Maxwell Way at 50p each. She raised a total of £50.



Barn News

News in from Ifield Theatre Barn committee member and ROCC spares administrator **John Stanley** about a forthcoming event on May 5 for the Ifield May Fayre which will be located between St Margaret's Church and the barn and runs from 11.30am to 4.30pm.

Appointments

SYSTEMS DIVISION Brighton

Karl Buckingham has joined as a customer services consultant coming to us from Eastbourne company BFI where he was employed as the divisional IT manager for 2½ years.



Academic qualifications - Undergraduate degree in business management - Eastbourne College.

Paul has two boys Daniel aged 6 years and Adam who is 5 years and he and his partner, Emma are expecting a baby in May.

During his leisure time Paul plays five-a-side league football. He previously played as a semi-professional footballer for Eastbourne United FC. Paul also works out at a local gym and told Newsline that he has just finished

writing a fantasy book which he hopes will be published. A member of the National Trust and English Heritage, he and the family enjoy days out visiting one of the many castles, stately homes or gardens opened up to the public by these organisations.

Chris Pendsé has come on board as a customer services assistant from the University of Sussex where for the last eight months he was working in a liaison role between faculty academics and industry. This work involved him in organising courses, conferences and consultancy.



Academic qualifications: BSc 2.2 honours degree in computer science and artificial intelligence - University of Sussex. Recreational pursuits include playing five-a-side football, running and rock climbing and he is a great socialiser.

Health & Safety

FIRE ARRANGEMENTS AT ROCC'S NEW PREMISES

As a result of ROCC's recent moves it has been necessary to apply for Fire Certificates for the new premises and review Fire Evacuation Procedures. Fire Brigade inspections have taken place at Maxwell Way and Stanford Gate and, subject to completion of some minor actions, we expect Fire Certificates to be issued within the next couple of months.

Evacuation of the new premises will be easier than the Kelvin Way site since emergency routes are shorter and less complicated. Evacuation procedures have been written and should be in place by the time you read this article, they will also be included in your department's Health and Safety Manual at the next update.

Wherever you work at ROCC you should acquaint yourself with your primary and secondary evacuation routes together with the location of the Fire Assembly Point. Apart from these factors the following evacuation instructions apply to all branches:

IN CASE OF FIRE

IF YOU DISCOVER A FIRE

- 1) Immediately operate the nearest fire alarm call point.
- 2) Attack the fire with fire extinguishers provided, if this can be done without taking personal risks and ONLY if you have been trained to do so.
- 3) If unable to tackle the fire - leave the room immediately, closing the door behind you.

ON HEARING THE ALARM OF FIRE

Leave the building and report to the person in charge of the assembly point.

New fire detection systems have been installed at Maxwell Way and Stanford Gate so false alarms should be a thing of the past and all future alarms must be treated as the real thing. Fire extinguishers have been provided with storage stands which clearly identify their location and type, please leave them on the stands and do not use them as door stops.

Work safely,

Phil Carr

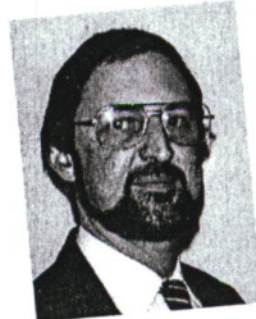
occupational health and safety consultant

PC Postscript...

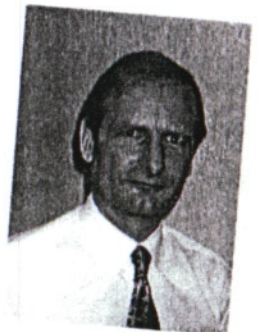


Ken Beacom

The top commercial manager selling PC maintenance services was Ken Beacom with 130% of target. Also to be mentioned are Richard Hancock, who achieved 75% despite a serious illness in mid-year, and Alan Batsch, who also was away sometime recuperating after a heart attack



Alan Batsch



Richard Hancock

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