



Beverly Ayao Fujitani



Beverly Ayao Fujitani stepped from the graduation dais into the world at breakneck speed. And, she has been accelerating ever since. She was married in July 1969 to Glenn Fujitani, Jr. They had a son, Ryan in 1970. Unfortunately, Beverly and Glenn were divorced in 1983. Ryan went to Kamehameha where he met his future wife, Tiare, and then attended the University of Hawaii where he became a star baseball player, helping the Warriors to a WAC title. Ryan eventually married Tiare and Beverly has become the proud grandmother of 3 grandchildren.

Meanwhile, in 1970, Beverly, besides being a homemaker and taking care of Ryan, took on a tough career that was traditionally dominated by men. She became the first woman salesperson to work for Otis Elevator. She then joined Hawaiian Pacific Elevator in 1982 which tripled its sales and was recognized in Fortune 500. Hawaiian Pacific Elevator was acquired by ThyssenKrupp Elevator in 1999. In 2001, Beverly decided to move to the West Coast to work in sales and business development for ThyssenKrupp. She enjoys meeting new people and working with new products. She likes the challenge of becoming well-versed in the latest technology and selling her products to sometimes difficult customers.

Beverly takes pride in the fact that she has earned her success by trailblazing in an industry where women were not expected to be as competitive as men. She forged her way through the elevator industry by adhering strictly to her own formula for success: discipline, determination and dedication.

In her spare time, Beverly likes to sew. Even with the demands of her busy schedule, she loves setting aside some time to make her own clothes and to sew gifts for her family and friends. When she is not working, she is enjoying the life of a single woman in a big city.

Even though she is now leading an exciting life in a big city, Beverly is still a local girl inside. She remembers her good times at Kaimuki. She recalls shoyu butterfish and chow fun at Sekiya's for \$.30. She enjoyed being in charge of decorating a show window in the Admin building for one of the school events. She remembers Mrs. Kaohi who was right when she told Beverly to think before she got married.

Beverly's accomplishments make us proud to be '69 Kaimuki grads. We look forward to seeing her and talking story in October.