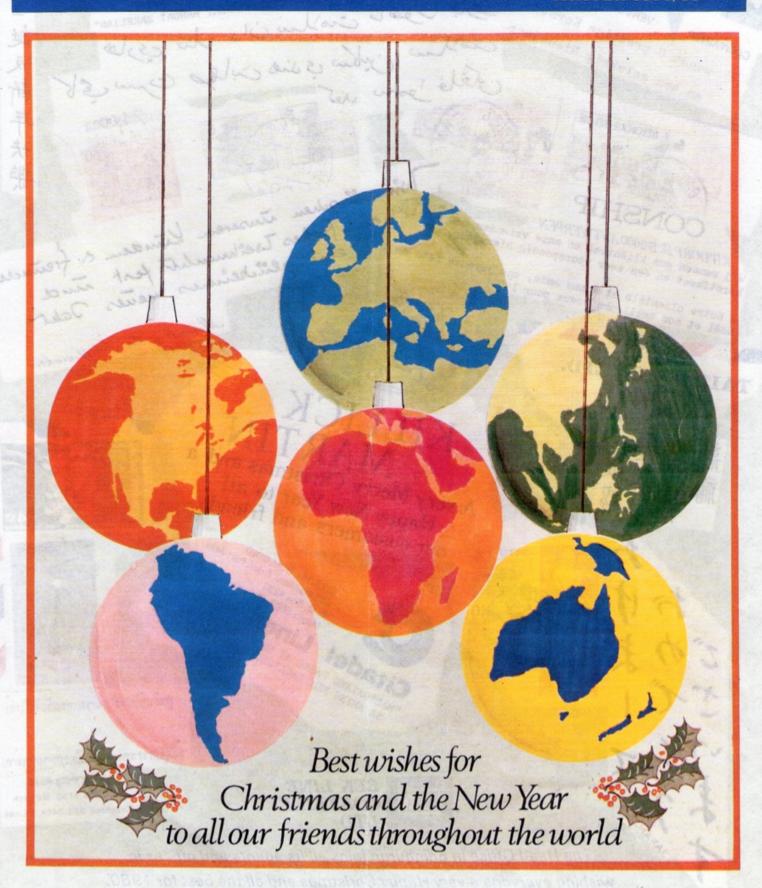
ET news

WINTER 1979/80







Killick Martin Appointments

David Gravell (centre), Chairman of Killick Martin & Company Limited, Brokers and Principal U.K. Agents for BLC and Ben Ocean liner services, congratulates George Allan (left) on his appointment to the Board on 1st November, 1979. Also in the photograph is Jeremy Syers (right) who became a Company Manager on the same day.

Ben Line marketing will still be George Allan's prime responsibility, while Jeremy Syers will continue to be mainly concerned with Far Eastern Freight Conference business and committee work. Both have been closely involved with BLC services since their inception.

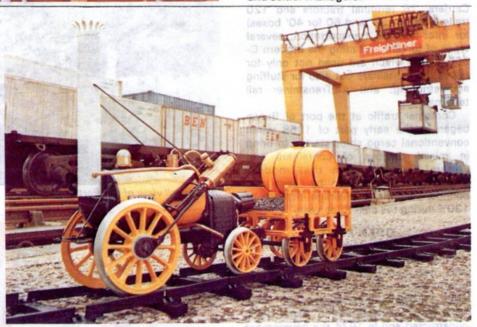
These were two of several appointments of Killick Martin directors and senior managers.

Rocket Propulsion

There were some puzzled looks at the Southampton Freightliner Terminal when what appeared to be a rocket on rails was spotted there, but no options can be disregarded in the present energy crisis.

It was all right in the end when it was explained that BLC was shipping to Japan scale models of Stephenson's famous Rocket which won the locomotive trials at Rainhill. Rovex International received an order for these beautiful working steam-driven replicas and decided that the best way to ship them to Tokyo was by Ben Line, whose experience goes back even before the famous Stephenson's Rocket event.

This co-operative effort means that once again British know-how and expertise have worked together to score a resounding success.



BLC'S U.K. AGENTS MEET IN EDINBURGH



BLC agents from around the U.K. met at Ben Line's Head Office in Edinburgh recently to discuss marketing matters. Relaxing for a few minutes on the roof of the building to have a photograph taken are (left to right) Brian Smith, Middlesbrough; Terry Stephenson from Killick Martin, London, covering the Southern region; Rodney Kaye and Jim Small, Liverpool; Kathleen Gaffney, Edinburgh; Jan de Bruyn, Dublin; George Allan, KM, London; Donald McCulloch, Edinburgh; Neil Kennedy, Liverpool; Trevor Cundhill, Hull; Alec Peill, Edinburgh; Peter Murphy, North England; Bob Tookey, KM; Roger Batson, Birmingham; William Rose, KM; Allen Jackson, Leeds; Bill Thomson, Edinburgh; Fergus McCleave, Belfast; Bill Easton, Newcastle; John Mackinnon, South England; Tom Pinney, Birmingham; Brian Baillie, Glasgow; Norman Ireson, KM; John Scott, Leeds; Hamish Muirhead, Edinburgh; Terry Day, Leeds; John Dewar, Birmingham; John Hawthorn and Peter Rush, KM; Andrew Muir, Glasgow; and Guy Adams, KM.

PORT OF BUSAN - KOREA'S OPEN DOOR

The port of Busan with its excellent natural harbour has contributed to the steady development of the Korean economy since it was opened for foreign trade over 100 years ago. It continues to do so to-day and its new and modern container terminal is in step with the country's economic growth and expanded trade volume.

The new container terminal — needed to cope with the constantly increasing flow of containers to and from Korea — is of international standard, equipped with fully automatic modern equipment and capable of accommodating BLC's large cellular container vessels. It currently has an annual capacity of handling more than 200,000 TEUs.

MODERN

It has four Gantry Cranes; 10 Straddle Carriers; 16 terminal tractors and 120 trailers (60 for 20' and 60 for 40' boxes) for inter-terminal transportation; several types of forklifts including the modern C-500 types, which are used not only for relocating containers but also for stuffing and stripping; and a Transtainer rail terminal.

Container traffic at the port of Busan began in the early part of 1968 when conventional cargo ships started to bring in mixed cargoes of containers and general freight. From that modest beginning it has grown by leaps and bounds, showing an average increase of 130% during the past three years.

OPEN PORT

Situated in the south eastern part of the Korean peninsula, the port of Busan was designated as an open port for international trade in 1876. From that time its development began with new wharves, breakwaters and piers being constructed and in 1974 the government set up a series of long-term development projects.

The First Phase was successfully completed in the 1974-78 period. The Second Phase started in 1979 to expand two more container berths with accommodation capacity for 50,000-tonne class vessels. By the time it is completed in 1981, the port of Busan will have become one of the world's leading ports with an annual capacity of more than 400,000 TEUs.

BLC agents in Busan are: Dae Yang Shipping Co. Ltd. MBC Building 4-88 P.O. Box 245 Chungang-Dong Chung-Ku, Busan, Korea Tel: Busan 44-1495/8

Head Office at Seoul:
Dae Yang Shipping Co. .td.
11th Floor Jeil Building
P.O. Box 4697
31-1, 1-KA Myung-Dong
Chung-Ku, Seoul, Korea
Tel: Seoul 776-9571/5



An overall view of the Port of Busan.



Ben Line containers being loaded.

FROM LIVERPOOL WITH LOVE amoa



Liverpool (Merseyside) has recently established a sister-city relationship with Liverpool (New South Wales) and to help cement that tie, a beautiful framed print of the old city of Liverpool has been sent to hang in the Town Hall of Australia's Liverpool.

The valuable picture was safely carried "down under" by "ACT 2" and Liverpool's Lord Mayor, Councillor Doreen Jones, handed it over for safekeeping to ACT 2's Master, Captain Lionel J. Brown (second from left).

Admiring the gift in the photograph are (left to right) Mr. Ted Clayton, ACT Services' Terminal Manager, Seaforth Container Terminal; (Capt. Brown); Mr. J. Gratton, Managing Director, Cunard Shipping Services; (Lord Mayor); ACT 2's Chief Officer, Mr. Graham Smith; and Mr. David Haigh, North-West Regional Sales Manager of ACT(A).

CRUISE TO THE GOOD LIFE

By Fred Aiano

ACT(A)'s 10th Anniversary Competition Winner

When I mentioned I had won a cruise on the "Queen Elizabeth 2" to an elderly aunt of mine, she said, "Funny, you often hear about people winning major competitions, but never really know anyone who has.

True in most cases, I would have thought, but not in mine. Once I got going there must have been few who did not hear of my luck. I learned very quickly to turn a conversation to give me the opening I wanted. It usually went like this: (Me to unsuspecting visitor): "Going away this year? Oh, Bognor . . . very nice . . . building site with seaweed! Still we all need a break . . . Me, oh yes! Rather fortunate really. Hmmm. Yes . . . cruise . . . QE2 . . ." and so on.

I didn't think I was too bad but I began to suspect something when an excuse was made to ban the word "holidays" in the office, and that was about one day after the competition results had been announced.

That didn't stop me on my return from the cruise, however. Anyone foolish enough to ask me how the holiday went ran the risk of being transfixed for hours. I painted such marvellous word pictures-not daring to leave out the slightest detail for fear of spoiling the narrative. I soon learned to detect that glazed look that came over people's faces even before I had got up to how we sailed out of Solent. I think television has closed people's minds for learning.

It is very hard not to go on at length about a cruise on one of the most famous and most luxurious liners in the world. Eight days of excellent food, top entertainment and the chance to meet a lot of interesting people. The ingredients to make up a holiday of a life-time.

There are dangers of being exposed to the good life. My wife reckons that it is a life-style to which I should have made her accustomed years ago. In fact, she suggested that a cruise on the "QE2"



Mr. and Mrs. Ajano enjoy the good life and help both ACT(A) and the "QE2" celebrate their 10th anniversaries.

should be obligatory for every shipping man's wife to compensate for all the annniversaries, birthdays and meals that have been spoiled through one freight crisis or another.

I pointed out to her that based on that criterion the liner would be full of shipping people who would talk only about freight rates, dock strikes and what the competition was up to: Not the sort of thing to interest wives. I was pleased at my quick thinking, but she pointed out that she had said "wives" - that didn't necessarily include husbands. I settled for a draw and changed the subject.

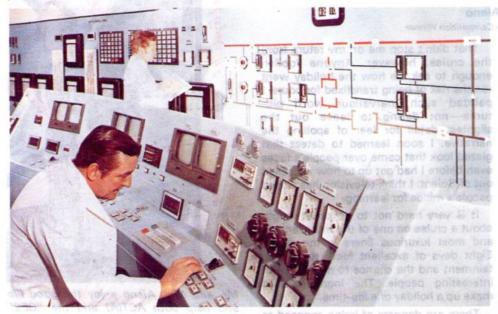
Really it was a marvellous holiday with lots of good memories to cherish and a few pictures to trap the unsuspecting. I can only say "thanks" to ACT(A) for running the competition and wish them many more happy anniversaries.



SOME PEOPLE WHO LIVE IN GLASS HOUSES... ARE LUCKY



Pilkington's unique glass museum at St. Helens which illustrates the evolution of glass making techniques over more than 3,000 years. This display explains the float glass process.





Twenty years ago when Pilkington announced the invention of float glass, the world's flat glass manufacture took a revolutionary step forward. A completely new technology, it has helped keep Pilkington and Britain at the head of the world's glassmakers.

Pilkington's works at St. Helens, Merseyside, where two thirds of the company's U.K. employees work, exports millions of pounds worth of glass products to over 100 countries and the ACT Group helps carry these exports, which have totalled hundreds of millions of pounds sterling, to places around the world—enough to have built a motorway from Liverpool to London.

ASSETS

The company has grown from a small family business founded in 1826 in St. Helens into a worldwide enterprise with over 34,000 employees and 75 subsidiary and associated companies in 24 countries. It became a public company in 1970.

About a third of the group's manufacturing assets are overseas and account for about a half of group sales. The group is the principal supplier of glass to the British building and motor industries and also has large interests in safety glass, pressed and optical glass and glass fibre.

St. Helens is a natural home for Britain's glass industry. The main raw



The glass is carefully hoisted for packing supervised by Albert Tinsley (right), Senior Foreman, CH2 LES Stockroom.

Centre: This sophisticated control room runs one of Pilkington's modern float glass plants.

Loft: Making a spot check of one of the containers prior to despatch is Les Stretch, Assistant Warehouse Manager, CH2 LES Stockroom.



Ribbon of float glass after being annealed and cooled, on its way to the warehouse for automatic cutting and stacking:

materials — sand, limestone, dolomite and soda ash — are within easy reach. Modern glassmaking, however, demands nearly 100 raw materials and the group spends over £220 million a year on these and other materials, fuel and services.

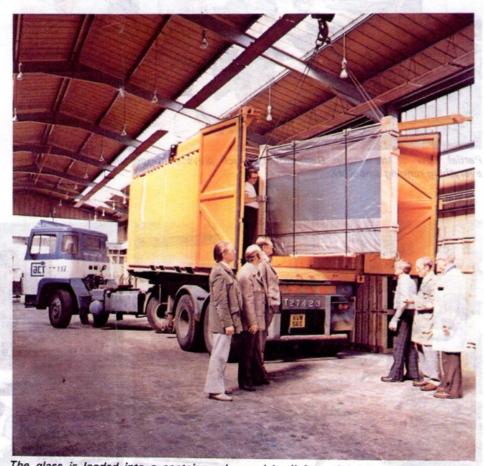
The float processs, one of the most fundamental advances in flat glass manufacture, was preceded by two other Pilkington inventions which established a world technological lead for the company. The first, in 1923, was a grinding and polishing process to smooth the ribbon of plate glass produced by a continuous manufacturing method development by Ford of America in co-operation with Pilkington.

RIBBON

The second, in 1935, was the Pilkington twin grinder, capable of dealing with both surfaces of the ribbon simultaneously. It was considered to be one of the mechanical engineering feats of its day.

The float process took seven years and more than seven million pounds to develop. At no time during this period was there any guarantee of success and over 100,000 tons of waste glass was made before a foot of saleable glass was produced.

The process is much more efficient than the polished plate process, which it has superseded, and produces a better product.



The glass is loaded into a container observed by (left to right) Les Porter, Package Supervisor, Distribution; Tony Harrison, Liaison Manager, Australasia; Dennis Hewitt, Despatch and Customer Liaison Manager; John Buckley, Assistant CH Warehouse Manager; Jim Middlehurst, Senior Foreman; and Jack Gill, Loading Foreman.

EHCL'S AGENTS IN NORTHERN IRELAND



Members of the management team of G. Heyn & Sons Limited holding discussions in the Board Room are (left to right) Charles Macauley, Group Accountant; Leslie Stewart, Company Secretary; M. W. S. Maclaran, Managing Director; and G. J. Hill, Marketing Director.



Partial view of the Import Department, which plays an important role in keeping everything running smoothly.

EHCL's agents in Northern Ireland, G. Heyn & Sons Limited, are located in an historic building in the centre of Belfast, but it is an old company with new ideas.

They have recently refurbished the listed building constructed in 1880, and while maintaining the traditional beauty of the structure at 10-14 Victoria Street, just a hundred yards from Belfast's famous Albert Clock Tower, the offices hum with activity and efficiency - from the magnificent entrance hall to the computer room.

Having acted as agents for Ellerman and Harrison Lines in Northern Ireland since before World War II, it was logical that G. Heyn & Sons should have been appointed agents for EHCL when the line began its container service to South Africa.

TRADING

The company was set up in 1825 by Gustavus Heyn to act as shipowners and agents and in 1879 they were appointed as managers of the Ulster Steamship Company. In the 1950s Head Line had 12 ships trading in the North Atlantic and the Continent, but the company has gradually been changing the emphasis to its agency business and recently their last ship was

G. Heyn & Sons now have 120 salaried employees, 40-50 manual weekly personnel on a permanent basis and others are drawn from the pool as needed and this could mean up to 200 in a single day. The company's Managing Director Mr. M. W. S. Maclaran and the Marketing Director Mr. G. J. Hill, head up a team of experienced and dedicated men and women who make every effort to give EHCL customers the best possible service.

They now concentrate on three main areas of business: Agency Business, including shipbroking, chartering, liner and container agency and travel agency business; Stevedoring - in addition to



The Export Department includes (left to right) Jim Martin, Pat The hard-working Freight Sales Department in a huddle on a Kennedy, Dorothy Burns, Ronnie Heyn (Export Manager), Debbie Vine and Dessie Hopkins.



problem (left to right) Nigel Gould, John Hulme (Freight Sales Manager), Pauline Maclaran and Laura Black.

COMBINE THE OLD AND THE NEW YORK

containers they handle break bulk and bulk cargo; and Engineering with container repairs, lifting and material handling falling into this category. The company represent Demag lifting equipment and specialise in lashing of heavy equipment, rigging, yacht moorings and marine supplies, testing and issuing certificates for insurance purposes, ship repairs and ship husbandry.

G. Heyn & Son provide a continuous receiving service for both FCL and LCL traffic and have their own grouping facility with the Headterm Container Terminal at York Dock.

The Headterm Container Terminal with groupage shed and Customs and Excise services has approximately 24,000 square feet of space with storage available for more than 400 containers.

Equipment at Headterm Container Terminal includes a 35-tonne crane, Rubery Owen Travelift, sidelift and forklift trucks, reefer points and container repairing and cleaning facilities.

ACT(A) and BLC's agents in Northern Ireland are: Lawther & Harvey Ltd. Cupar Street, Belfast BT13 2LT Tel: (0232) 20244

information are vital to an agency and G. Heyn & Sons are conscious of this aspect of their business. In the photograph (right) John McGouran and Anita Finn are sending out telexes while Mrs. Rosemary Carson (standing), Head of the Typing Department, looks on. Far right Joyce Kennedy feeds information into the company's computer observed by Import Manager George Gilliland.

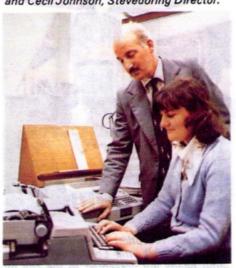


G. Heyn & Sons Ltd's historic listed building on Victoria Street. The Albert Clock Tower can be seen in the





Checking the unloading of an EHCL container at Headterm Container Terminal are William Barr (left) Terminal Manager, and Cecil Johnson, Stevedoring Director.





ROYAL MAIL GOES **EHCL TO SOUTH AFRICA**



A touch of nostalgia was brought back to many in Cape Town recently when EHCL's, 48,000-tonne "City of Durban" came into port proudly flying the distinctive Royal Mail pennant - trade mark of the lilac-hulled Union-Castle vessels which operated the mail run for more than 100 years.

All surface mail shipped between Europe and South Africa today is conveyed by cellular vessels. The master of the giant container ship which came into port flying the long white "mail pennant" was Captain Neil Airey who was previously Chief Officer of the former 100-passenger "City of Durban", and a junior officer on the original "City of Durban".

Now that containerisation has changed the whole pattern of the mailship run, it seems that Cape Town will retain a link from the past through the containerships flying the Royal Mail pennant.

HAPPY 150TH ANNIVERSARY TO PERTH, AUSTRALIA!

The city of Perth, Australia is celebrating its 150th anniversary and to help commemorate the event Perth, Scotland has sent art treasures, historically significant items and a demonstration of practical crafts to its namesake.

Included among the valuable pieces are paintings, silver, glass and archaeological discoveries — some 6,000 years old — found in the Perth, Scotland area, such as flint arrowheads from Neolithic times, Bronze Age axes, and swords from the Middle Ages.

A portrait of Sir George Murray, who was Governor General of Colonies and took the decision to give Perth, Australia its name, is going on indefinite loan to hang in their Council Chamber. Two old gas lamp-posts that were traditionally given to the Lord Provost to put outside his home have been restored and repainted and are



At a civic reception given by the Lord Mayor of Perth, the Lord Provost's gas lamp heads are presented to the city by the Provost of Perth, Scotland, Mr. Norman Renfrew (centre).

being given as a gift to place in the streets there.

And the present Provost of Perth, Norman Renfrew, and his wife Margaret were among the team who went out to Australia for the exhibition and special celebrations.

Others in the team from Scotland Included six craftworkers — Dr. Micheil MacDonald, tartan weaver, Alasdair Gordon, glass engraver; Ruthven Milne, kilt maker; Bill Graham, sporran maker; Archie Osborne, bagpipe maker; and Sandy Stoddart, a cooper.

A traditional piping of the haggis, and address O' the haggis, took place in the main branch of Western Australia's Perth Building Society and preceded the opening of the displays by the craft workers and museum pieces.

In another part of the city, oils and watercolours with the theme, Perth, Scotland in the 1830s, and other fine arts including traditional glass and silverware



A painting is loaded into an ACT container by Joanna Mundy, Keeper of Art at Perth Museum, watched by (left to right) Joe Harkins of Meadowsfreight Limited, the Forwarding Agents; James Blair, Curator of Perth Museum and Art Gallery, who are lending the art treasures; Bill Shand, Sales Representative of ACT(A); and Coll MacLean, Sales Manager of Meadowsfreight.

formed the basis of another exhibition in the Allendale Square skyscraper.

Some interesting items among the sixtonne cargo shipped by ACT(A) included a snuff mill owned by the Earl of Kinnoul; original letters written by Sir Walter Scott and Cromwell; sporrans with straps; tartan key cases; parts for grouse claws; Black Watch regimental O.R. tartan; an ivory mounted blowpipe; etc.

And when it is all over, ACT(A) with the co-operation of ACTA Pty Ltd. will bring it all safely home to Scotland again.

Inspecting one of the provost's posts after it was unloaded from the container are Dick Rann (left), ACTA's Marketing Manager for Western Australia, and Peter Ayckbourn, Branch Manager of Western Australia for ACTA.





A view of the craft exhibition at the Royal Show with kiltmaker Ruthven Milne of Blairgowrie, Perthshire, demonstrating how a kilt is made.

ACT NEWS 1

ACT(A)'S MARKETING AND SALES CONFERENCE

ACT(A)'s recent Sales Conference with more than 60 members of the Marketing Department attending, had an international flavour this year with representatives from the U.S., Australia and New Zealand taking part in the two-day function.

Mr. Roy Davis, General Manager — Marketing of ACT(A), who chaired the conference, stated its goals and these included identifying and discussing mutual problems and solutions, sharpening ACT(A)'s competitive ability and discussing and exchanging information and objectives.

NETWORK

"It also provides an opportunity of getting to know each other better," Mr. Davis said, "as many of the representatives in our wide network have little chance of meeting other marketing people from different regions.

"It also helps us to achieve our prime objective which is to provide even better service to our customers," Mr. Davis emphasised.

Those participating in the conference included Mr. Alexander Macintosh, Managing Director of ACT(A); Mr. Rodney Hazlitt, Trade Director; Mr. Peter Bainbridge, Managing Director of ACT Services; ACT(A) General Managers Michael Cartwright and Peter Pike; Trade Manager Len Fiddock; and from overseas Mr. Don Chakas, Vice President and General Manager of the PACE Trade, from New York; Mr. John Garrett, National Sales Manager for Australia; Mr. Brian Coldwell, Marketing Manager, Adelaide; Mr. Derran Mallon, Assistant Manager, Brisbane; and Mr. Tony Adams, Marketing Manager, Auckland, New Zealand.



During a break in the Sales Conference ACT(A)'s Managing Director Alexander Macintosh (third from right) talks with some of the overseas participants. They are (left to right) Brian Coldwell, Marketing Manager, Adelaide; Derran Mallon, Assistant Manager, Brisbane; John Garrett, National Sales Manager for Australia; (Mr. Macintosh); Don Chakas, Vice President and General Manager of the PACE Trade from New York; and Tony Adams, Marketing Manager, Auckland, New Zealand.

New ACT(A)-ANL/Hamburg-Sued Service

In order to provide a rationalised service in the Continent of Europe/New Zealand round trade, Hamburg-Suedamerikanische Dampfschiffahrtsgesellschaft Eggert & Amsinck (Hamburg-Sued) of Hamburg and ACT(A) have decided to operate jointly in the future.

The present structure of the ACT(A)/ ANL sailing schedule will continue and will be suitably augmented in the New Zealand trade by Hamburg-Sued Tonnage.

In New Zealand the ACT(A)/ANL agents and the Hamburg-Sued agents will continue in marketing the combined service and in the Continent of Europe, ACT(A)/ANL and Hamburg-Sued will in future use the same agents for marketing the southbound service.

The combined service will provide more refrigerated and general cargo container space than is presently provided by the two groups separately.

FIDDOCK APPOINTED GENERAL MANAGER, ACT(A)/ANL SERVICE



Len Fiddock (left) and Trade Director Rodney Hazlitt discuss developments in the New Zealand trade.

Mr. Leonard B. Fiddock has been appointed General Manager, ACT(A)/ANL Service, of ACT(A). He continues to be responsible for the commercial management of the ACT(A)/ANL trade as he has been up to the present time in his role as Trade Manager of ACT(A).

Len Fiddock joined ACT in 1966 as Assistant Commercial Manager. He later was appointed Commercial Manager and then Trade Manager for the U.K./European/Australian/New Zealand trade.

Before joining ACT he was with the Blue Star Line having begun there in 1948. He was Assistant Freight Manager for Blue Star when he was asked to join the small specialised team that was setting up ACT.

In 1977 he was awarded the Queen's Silver Jubilee Medal for his contribution to the shipping industry.

ACT(A)/ANL deliver first refrigerated containers direct from Australia and New Zealand to Piraeus



The "Australian Endeavour" unloads at Piraeus and discussing the operation are (left to right) David Briggs, Assistant Commercial Manager, ACT(A); Richard Morphy, Managing Director of W. Morphy & Son, ACT(A)/ANL's agents in Piraeus; and Guy Ashby, ACT Services' Continental Manager.

A FULL REPORT . . .

on the new refrigerated container facilities at Piraeus, the port and its development and on ACT(A)/ANL's agents there will appear in the next issue of "ACT News".

The first refrigerated containers ever to be delivered to Piraeus direct from Australia and New Zealand arrived on board ACT(A)/ANL's "Australian Endeavour" when 200 containers, including 89 reefer boxes, were unloaded there.

This is the first time an Australian flag ship has called at Piraeus since World War II.

Two years of preparation and an investment of £750,000 by ACT(A)/ANL and OCL went into the new installations to handle refrigerated containers at Piraeus, which will now be a regular port of call for ACT(A)/ANL. This is part of the Conference's programme to constantly improve facilities for handling perishable cargo to meet the requirements of its customers.

This first refrigerated container cargo to arrive at the Greek port is mainly composed of New Zealand lamb and the shipment is being handled by W. Morphy & Son, ACT(A)/ANL's agents in Piraeus.

The new development includes 40 pillars with a capacity for 240 20-foot refrigerated containers stacked in bays two high and three rows deep. The work has been carried out in close co-operation with the Piraeus Port Authority.

The port has expansion plans under way which are to cost £125 million and new equipment has been ordered which includes a second gantry crane, 10-straddle carriers, 20 tractors and 50 trailers.

Macintosh appointed Member of PLA

Mr. Alexander J. Macintosh, Managing Director of ACT(A), has been appointed a Member of the Port of London Authority with effect from 1st January, 1980.

The announcement was made by the Minister of Transport, Mr. Norman Fowler.



A. J. MACINTOSH and ent of

Jim Payne, Founder Director of ACT, ACT(A) and ACT Services to retire

Mr. James Payne, a member of the original ACT founding team and who was involved with the development of the company from the first Board Meeting right through to the launching of "ACT 1" in 1969 when operations got under way, has decided to take early retirement at the end of the year.

Known to customers, friends and colleagues alike as Jim, he was Managing Director of ACT(A) from 1969 to 1973 and worked closely on the agreement with The Australian National Line (ANL).

He resigned as Managing Director of ACT(A) in December 1973 to become Deputy Chairman of Blue Star Line, Lamport & Holt Line and Booth Line. However, he has continued as a Director of ACT(A) and ACT Services till the present time.

On completion of his Army Service, Mr. Payne joined Blue Star Line in 1953. He spent 1956-1958 in Australia and New Zealand and on his return to Britain in 1958 he was appointed Assistant Manager of Blue Star Line.

Jim Payne has always been a tireless worker and his unfailing good humour has often helped agreements to be reached. On his retirement he hopes to spend more time on his farm in Essex and in Scotland

where he and his wife have a house.

We are sure he will be greatly missed by the many people who knew him and we wish Jim Payne the best of luck in his retirement.



JIM PAYNE abets brisles