

act news

WINTER 1980/81



*Best wishes for Christmas and the New Year
to all our friends throughout the world*

WHY DP&S USE EHCL TO SOUTH AFRICA



Forklift trucks load part of a shipment for Malawi. This container will be sent to Durban, then by feeder vessel to Nacala (Mozambique) and on by rail to Malawi. On arrival there it will be received by Manica Freight Services (Malawi) Limited, who operate the container terminal in Malawi. They will strip the container, arrange for customs clearance and deliver it to the addressee in Malawi.



Discussing the closing date for shipments to go on the "City of Durban" to South Africa are (left to right) Mr. Ulf Hinsch, Director of Davidson Park & Speed; Mr. Brian Cutts, Romford Branch Manager of DP&S; and Mr. Howard Doree, EHCL Sales/Marketing Representative.

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Packaging is carried out with great care to ensure that the goods arrive in perfect condition. Supervising the packing of a shipment for Cape Town which will be sent by Davidson Park & Speed is Mr. Albert Gray (right) Warehouse Supervisor.

Cover: Christmas scene in Zermatt, Switzerland.

Davidson Park & Speed Limited, one of the leading U.K. groupage companies, have become heavily involved in the Southern Africa trade following their merger at the beginning of 1980 with Manica Freight Services (U.K.) Limited and use the EHCL service extensively.

"We use EHCL because they offer an outstanding service", said Mr. Ulf Hinsch, Director of Davidson Park & Speed. "As our operations are fairly high speed, EHCL will try to be flexible enough to give us that extra day we need and they make every effort to accommodate us whenever possible", Mr. Hinsch added.

Founded in 1922, DP&S have offices in Glasgow (Head Office), Grangemouth, Aberdeen, Liverpool, Birmingham, Dover and Romford (Essex) plus air cargo offices at Glasgow, Aberdeen, Prestwick and Heathrow. The company are the franchised agents for the U.K. of the Freight Services Group, one of the largest freight forwarders and cargo handling companies in Southern Africa. DP&S are also the shipping agents for Clan Line and other lines in Glasgow.

EXPANDING

The company are expanding their services and going into Zambia, Zaire and Kenya in addition to destinations already being served on a regular basis. DP&S does world-wide exporting for a number of major British companies as well as their specialisation in Southern Africa services.

They ship large quantities of consumer goods, machinery, cigarette paper for cigarette manufacturing, etc. to Southern Africa and the containers are reloaded with such products as tea, tobacco and groundnuts.

Projects presently in progress include shipping 6,000 tonnes of paper making machinery to Durban and a synthetic rubber factory to Newcastle (South Africa).



DRAGON BOATS ON THE THAMES

BLC usually go to Hong Kong but recently it was the other way around – they helped bring Hong Kong to the U.K. when the company played an important role in the first ever Hong Kong Festival in London.

Many people think of Hong Kong as a bustling, crowded, modern manufacturing centre, but during the Festival in London, one was able to get a glimpse of the more traditional Chinese life of Hong Kong – the festivals, the street markets, entertainment both old and new and the skills of Chinese craftsmen.

One of the highlights of the Festival was the Dragon Boat Races in which BLC and

London by a Chinese junk that they had bought specially for the purpose in Canton. The junk, called Keying, was a huge success when it arrived in London, being visited by such well known personalities of the day as Queen Victoria and Charles Dickens along with thousands of other people.

The organisers of the Hong Kong Festival had the idea of bringing a junk to London to recall the Keying's epic voyage which took 16 months to arrive in the U.K., having had to change course for America due to adverse weather, where she went on display in New York and Boston. The Keying II was the first of its kind to be built in Hong Kong



Caught in action! The BLC/Killick Martin team paddle their Dragon Boat towards the finish line at London's Battersea Park.

Killick Martin participated along with crews from the Chinese community and London sports clubs.

Dragon boats are long, narrow and shallow. The carved dragon's head and tail which decorate the bow and stern are stored in temples and blessed before being attached for the races. The boats are paddled by teams of thirty or more men dressed in uniform colours and in the middle stands a drummer, thundering out the rhythm which prevents paddles from clashing and spurs the crew to greater effort.

SABOTAGE

The predominant colour is usually red, the colour of summer heat and fire. Originally these races were much more than symbolic runs down a measured course. The teams were real rivals, fighting for honour and triumph. Sabotage, ramming and other dirty tactics were not unknown.

Nowadays in Hong Kong, the races are not quite so aggressive and even *kweilos*, or foreign devils, are allowed to enter crews for the annual Dragon Boat Festival.

One hundred and thirty four years ago a group of enterprising British businessmen, under the inspiration of Captain Charles Kellet, got together to organise a voyage to

for 30 years, using traditional methods and materials.

It had an easy and completely safe journey this time, having been shipped aboard BLC's modern container ship "Benavon".

The Keying II, built with a generous dona-



Beating the drum is Valerie Bolas of Killick Martin, Barking, and she helped to spur the BLC/Killick Martin team on to an excellent showing.

tion from Hong Kong shipping magnate Sir Yue-kong Pao, has been donated to the Exeter Maritime Museum where it will have a permanent home. The museum plans to send it around the country from time to time as it does with other exotic craft in its collection.

Nearly 100,000 people from the U.K. went to Hong Kong last year, some on business but most were holiday visitors. At London's Hong Kong festival many times that number were able to "visit" Hong Kong and enjoy some of the age-old customs and crafts from this fascinating place.

And now BLC will feel even more closely linked to Hong Kong, that jewel in the heart of the Orient.



It wasn't all Dragon Boats and Junks on the Thames at the Hong Kong Festival. Killick Martin's tug "Kilda" carries BLC/Killick Martin personnel to the race site to cheer on their team.

EHCL SETS UP NEW SALES DEPARTMENT



HOWARD DOREE
Southern Area



MICHAEL PARTRIDGE
Southern Area



JACK PAYNE
Southern Area

EHCL now has its own Sales Department which will promote the EHCL service exclusively.

Formerly, the EHCL service was marketed by the Ellerman City Liners Sales Department which also promoted all the Ellerman's Deep Sea and Short Sea services.

Following the formation of the new department, a three-day Seminar was held in Ellerman's Head Office in London to discuss with the salesmen various aspects of the trade and ways of providing customers with the best possible service.

BENEFITS

"We are convinced that the new specialist sales force will enable us to provide a better sales service to our customers", said Mr. R.A. Dalzell, Director of EHCL, on the opening day of the Seminar. "Our salesmen will be able to concentrate their attention on the many aspects of the South African trade and thereby assist our customers to maximise the benefits available from the EHCL service", Mr. Dalzell emphasized.

The EHCL salesmen will be based at the ACT Services Regional Offices as it is considered important that the salesmen and the regional commercial staff work closely with one another. The help and co-operation received from ACT Services regional staff was described by Mr. Dalzell as excellent, but the presence of salesmen in the bases is expected to improve further the relationship between EHCL and ACT Services.

Prentice, Service & Henderson of Glasgow, who are agents for Harrison Line and BLC, will continue to conduct the Sales and Marketing in Scotland for EHCL.



JERRY WILSON
Manager EHCL



STANLEY ARMSTRONG
Midlands & South-west Area



TOM BOWEN
Liverpool & North-west Area



BRIAN CARTER
Leeds & North-east Area



A three-day Seminar was held at EHCL's Head Office in London with the new sales team attending.

MENDHAM APPOINTED EHCL SALES MANAGER

Mr. John Mendham has been appointed Sales Manager of EHCL and is responsible for the new EHCL Sales Department, covering all aspects of sales and marketing in the U.K.

Looking forward to his job with enthusiasm, John Mendham says, "The task is a challenging one and the targets we have set ourselves are deliberately difficult and



demanding, but we have an excellent sales team with a high quality service to sell.

"Not only has EHCL to maintain a share of the SAECs consortium cargo but also to recover cargo from outsiders and this is of major importance", he continued. "I have every confidence that we can increase our market share under the new arrangements and continue to give complete satisfaction to our customers".

John Mendham joined Ellermans in 1950. After seven years as a Salesman, he became Southern Area Sales Manager for Ellerman City Liners in 1973, a post he has held until his recent appointment.



Close co-operation is maintained between EHCL and their South-African Representatives, Ellerman & Bucknall. In the photograph E&B Marketing Manager Max Leipold (left) on a recent visit to London discusses several aspects of the trade with Anthony Dalzell (centre), Director of EHCL, and John Mendham, EHCL Sales Manager. Below an EHCL container is loaded at Cape Town on an E&B trailer.



THE PORT OF ZEEBRUGGE — A SUCCESS STORY



When ACT(A)/ANL's "Australian Venture" called at Zeebrugge recently, more than 500 TEU's were loaded and unloaded in the less than 24 hours she was in port. In the photograph, three gantry cranes work simultaneously to speed the operation, which brought the total of ACT(A)/ANL container movements in the port to 110,000.

Planning operations for the next ACT(A)/ANL ship to arrive at the Port of Zeebrugge are members of Associated Zeebrugge Agencies N.V., ACT(A)/ANL's agents there. In the photograph are (left to right) Mrs. Sonja Borny, assistant in the Container Department; Mr. Fernand De Wispelaere, in charge of the Shipping Department; Mr. Jose De Zaeyer, in charge of the Container Department; and Mr. Jacques Vanden Kerchove, Manager of the Agency.



"Australian Venture" enters the busy port of Zeebrugge headed for the Container Terminal with its capacity of approximately 10,000 TEU's.

Container movements at the Belgian port of Zeebrugge, since container operations started there in 1968, are approaching the two million mark, expected to be reached in 1981. When construction work is completed on the expansion of the port, it will be capable of handling double its present capacity.

The importance of Zeebrugge is constantly growing and as an open port with direct access to the North Sea it has an advantageous geographic location. It can indeed be classified as a bridge between Great Britain and Continental Europe.

ACT(A)/ANL reached a decision in 1972 to use Zeebrugge as a regular port of call and since that time they have moved more than 110,000 TEU's there. "The port provides fast and efficient service with which we are well pleased", said Mr. Roy Davis, ACT(A)'s General Manager - Marketing, "and when work is completed on expand-

ing its facilities we expect to be able to offer even better performance to our customers".

ACT(A)/ANL's agents at the port are Associated Zeebrugge Agencies N.V. headed by Captain Jacques Vanden Kerchove. ACT Services maintains its own refrigeration manager at the terminal to supervise ACT(A)/ANL's refrigeration operations there. These include the Grenco installation, believed to have been the first centralised container refrigeration system on the Continent and the first system of its kind produced by Grenco of Rotterdam.

Zeebrugge, which means "Bruges-on-Sea", helped make Bruges an important maritime and commercial centre with extensive overseas trade. For centuries it occupied the premier position amongst ports of North Western Europe.

The German Hansa merchants imported their goods from northern countries and the Genoese, Florentines and Castellans brought their wares from Italy, Spain and



Partial view of the Container Terminal at the Port of Zeebrugge.

Portugal. Bruges also set the pace in trade with England.

The new port of Zeebrugge was inaugurated in 1907 but it was destroyed twice during the first half of this century due to wars and it was reconstructed twice as well.

BREAKTHROUGH

The major extension since then has been the reclaiming of the Western Peninsula on which the O.C.Z. and the oil terminal are located.

The definite breakthrough for the port came in the early sixties. In 1965 cargo throughput exceeded two million tons for the first time and by 1974 it had already risen to 14 million tons. Being an open port on the actual coast, it has been able to adapt itself to modern technology and has proved itself capable of playing the role which government officials foresaw when deciding upon its construction in 1895.

FULLY EQUIPPED

Zeebrugge is above all a container port, both for the short-sea trade and for inter-continental services. All container vessels, including third generation ones, call quickly and safely.

It is also a gateway for freight and passenger traffic between Great Britain and the Continent with an extensive network of daily services to various British ports. There are more than 6,000 crossings per year in both directions with over five million tons of cargo and more than 1.6 million passengers.

The port is fully equipped to handle the big deepsea ro/ro and the combined con-

tainer-ro/ro vessels; it is able to handle a wide variety of conventional general cargo and bulk goods; and it is a port of discharge for various raw materials and energy products — since 1968 V.L.C.C.'s have called regularly with crude oil which is carried by pipeline to inland based refineries.

The Ocean Containerterminal, Zeebrugge's West side quay, is 725 metres plus 90 metres of junction quay, permitting it to take three large container vessels

simultaneously. It has three gantry cranes and a stacking area with a capacity of approximately 10,000 TEU's. Nine straddle carriers are used for ship/stack/road operations.

Zeebrugge is an important extension of the Belgian port potential enabling both shippers and shipping companies to operate at optimum cost and it will continue to contribute to ensure the country's place in international trade and traffic.

ITV CAMERA CREW CAUGHT IN ACT



When ITV's "News At Ten" team came along to Kent Cold Storage to film a containerload of New Zealand lamb being unloaded from an ACT refrigerated box, "ACT News" photographer was there to catch them in the act. Observing the operation are (left to right) Mr. Sam Garnett, ACT(A) Regional Sales Manager; Mr. Dennis Hurrell, ACT Services Cargo Superintendent; Commander Peter Worth of Thomas Borthwick & Sons (U.K.) Limited, importer of the lamb; and Mr. Peter Goldsmi!, ACT(A) Sales Representative.

THE 228-YEAR-OLD BUSINESS THAT REFUSES TO DIE



Mixing the ingredients for the wax.



Black wax is boxed for use by the optical industry.



Stamping out a special order of wax seals. These must be done by hand and individually.

One of the oldest family owned businesses in Scotland, spanning six generations, has been "dying" for many years, but it is 228 years old and still going strong.

George Waterston & Sons Limited have been making sealing wax since 1752 and their factory at Warriston is a veritable museum with pictures, awards and records dating back to the beginning. But for years people have been saying that it is a "dying business", starting in 1839 when the gummed envelope was first introduced.

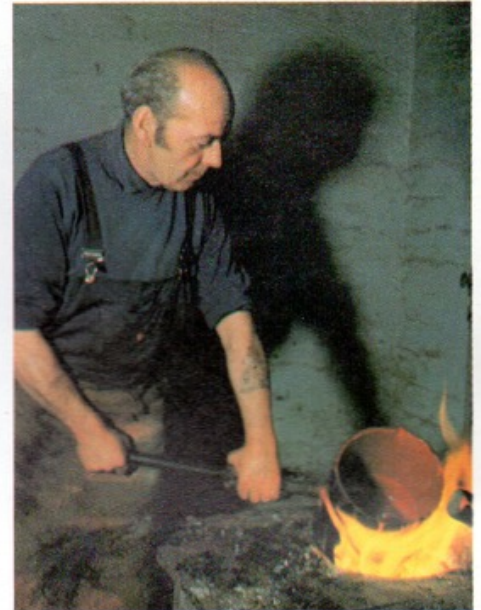
While sealing wax is not now in wide general use in the U.K., it is still employed extensively in the Far East and other parts of the world for its original purpose and new uses are being found for it in Great Britain. It is still used, of course, for legal and official documents, diplomas, decorations, etc.

EXPANDED

For a number of years it has been used in the optical industry and it is now required by the semi-conductor field and in other new technological developments.

George Waterston & Sons have, of course, diversified and expanded into stationery and printing and their Sealing Wax Factory, still vigorous and successful, now represents but a small part of their total activity. However, even here technology has caught up with their traditional methods and some years ago the picturesque coke fires were reluctantly changed to gas.

The company exports 70% of its total output with the majority being shipped to the Far East and this is carried mainly in BLC containers, another example of two great names in Scottish commerce co-operating for their mutual benefit.



Colour is added and the wax is "cooked" to the proper consistency.



Polishing the wax sticks.



The wax is weighed, rolled and formed into the normal rectangular sticks ready for shipping.



Mr. T.D.D. Lornie, Manager of the Sealing Wax Factory, shows Miss Kathleen Gaffney, BLC Marketing Assistant, some of the historic seals made by the works over the years.

IT WAS SMOOTH SAILING FOR BLC SHIPPERS



BLC's German agents, Menzell & Co., invited some 90 shippers for a day out on the SS "Sea Cloud" in Kiel Fjord during "Kiel Week", an international sailing event with participants from over 30 nations.

The "Sea Cloud" (pictured above) has 29 sails and a 6,000 hp engine with an overall length of 107.50 metres. She can do 18 knots under sail. Built for American multi-millionaire Edward F. Hutton at Kiel in 1931, it was used by the U.S. Navy during World War II.

In the photo (left) a group enjoy the splendid weather. They are Messrs. Simon of Wetzel & Kün, Wredt of Karl Gross, Kollberg of H. von Wichmann and Sengpiel and Soerensen of Menzells.

A discussion on the merits of sails in conservation of energy is held (below) among Messrs. Höltzig of Consa Spedition, Bürgermeister of Hermann W. Körner, Muirhead, Marketing Director of BLC, and Sengpiel and Lunau of Menzells.



Stamping the wax sticks before packing.



Mr. Eldred Waterston, Chairman of the Company, inspects the wrapped packages which are ready for despatch.



C.A.M.E.L. SALES CONFERENCE



Members of the U.K. sales and marketing team of Cunard Arabian Middle East Line (C.A.M.E.L.) attended the 1980 Sales Conference held in Cambridge recently to discuss important new developments and future plans of the company.

The photographs (above and right) show three views of those attending the conference, during the working sessions.

Attending the meeting were:

J.H. Joyce, Cunard-Brocklebank; M.W. Lockhart, CAMEL; R. Galloway, ACTS Southampton; N.W. Phillips, CAMEL; B.R. Conchie, ACTS Southampton; A. McVean, CAMEL; Ken Thompson, ACTS Barking; A.S. Hope, CAMEL; P. Newton, ACTS Barking.

And G.F. Whitney, CAMEL; R. Hale, ACTS Barking; R.H. Stabback, CAMEL Liverpool; F. Hatch, ACTS Southampton; T. Barnes, CAMEL; E. Baker, ACTS Birmingham; C. Ferguson, CAMEL Liverpool; L. Baldwin, ACTS Southampton; D. Prosser, CAMEL Birmingham.

Also, M. Maguire, ACTS Manchester; J. Hawthorne, CAMEL; M. Hardacre, ACTS Leeds; R.N. Moore, CAMEL; P. Hiron, ACTS Liverpool; J. Bingley, CAMEL; I. Mills, ACTS Glasgow; E. Sunderland, CAMEL



Leeds; W. Shand, ACT(A) Glasgow; H. Joss, Bigland Hogg; I.M. Lloyd, Cunard-Brocklebank.

And F. McCleave, Lawther & Harvey Belfast; R.M. Paul, Hargreaves Fuel and Shipping Felixstowe; G.D. Spence, Cunard-Brocklebank; and P. Braybrooke, Hargreaves Fuel and Shipping Felixstowe.

CBE AWARDED TO BEN LINE'S MICHAEL STRACHAN

Mr. Michael Strachan, Chairman of Ben Line, was made a Commander of the Order of the British Empire (CBE) in the Queen's Birthday Honours List.

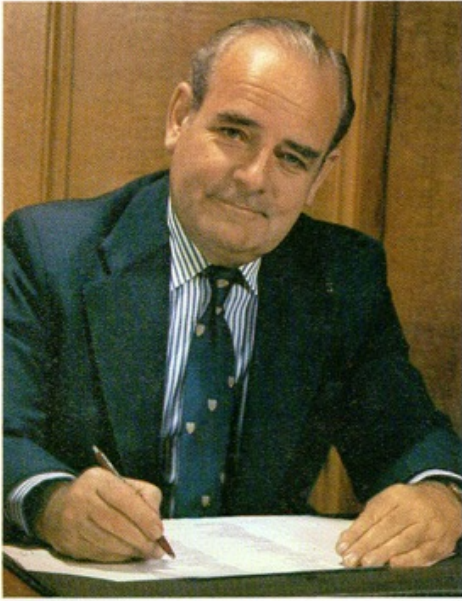
"This award has been earned more by the Board and by members of the Ben Line staff afloat and ashore than by the honoured recipient", commented Mr. Strachan. "For the company it is a token of recognition that our joint efforts have led to extraordinary achievements and is an encouragement to do even better in the years ahead", he said.



M.F. STRACHAN

In February of this year C.A.M.E.L. completed their 100th voyage since commencing operations in May 1976. They have increased their container carrying capacity by more than 30% in the last year and the company is continuing to expand and provide wider and better service for their customers.

ACT SERVICES BOARD CHANGES ANNOUNCED



W.B. SLATER

Mr. Gordon B. Reid, who has been Chairman of ACT Services Limited, has retired from the Board of ACTS. Mr. William B. Slater has taken over the Chairmanship and Mr. B. Rodney Hazlitt joins the Board as Deputy Chairman.

At a luncheon held in his honour, the Directors of ACT Services presented Mr. Reid with a picture on behalf of the Board, managers and staff, in appreciation of his help and guidance during his period as Chairman of the company.

Mr. Reid has been a director of ACT Services since its incorporation in 1971. He continues as a director of ACT Limited.



G.B. REID

DRIVER OF THE YEAR

Two BLC drivers placed first and second in the Hong Kong Automobile Association's Driver of the Year Awards for last year. Mr. Lo Ham Shiu (left) holds the first place trophy and Mr. Wo Kon Hing came a close second in the competition.



C.A.M.E.L. SERVICE STRENGTHENED

The Ben Line Steamers Limited and The Cunard Steam-Ship Company Limited have agreed to the formation of a Joint Venture Company, Cunard Arabian Middle East Line Limited.

This Joint Venture brings together Cunard's existing C.A.M.E.L. container service to the Red Sea which loads in the U.K. and North Europe for Aqaba, Hodeidah, Port Sudan and Jeddah, and Ben Line Steamers through the BLC participation in the TRIO service, which operates a weekly container service from the U.K. and North Europe to Jeddah.

Cunard Arabian Middle East Line Limited will offer an unparalleled service to Jeddah with its own vessels and through the BLC participation in TRIO, and will also offer direct services to Aqaba, Hodeidah, and Port Sudan.

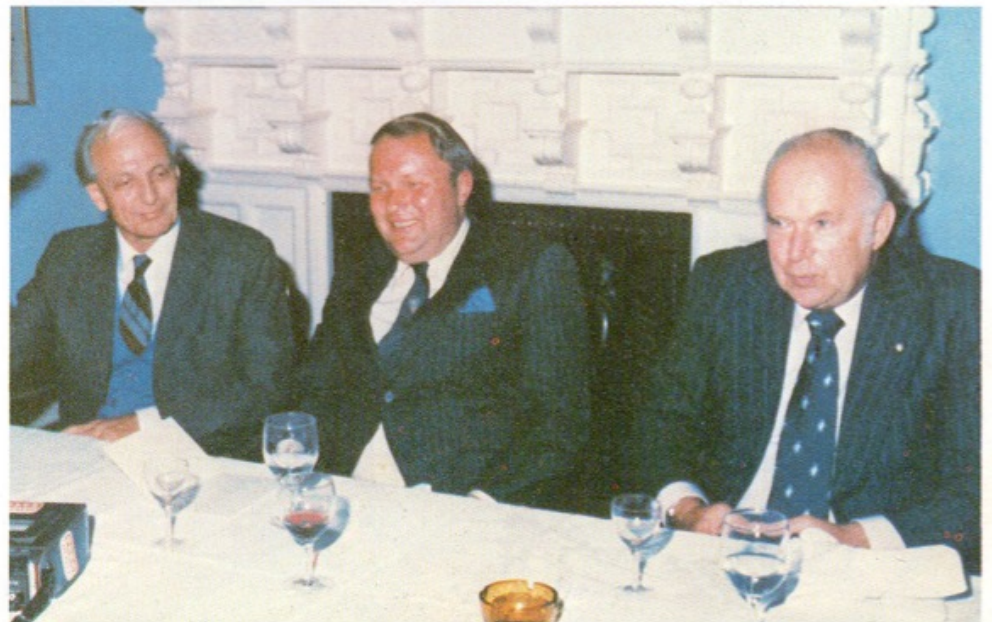
The management of Cunard Arabian Middle East Line Limited will continue to be the total responsibility of Cunard-Brocklebank Limited and all bookings and agency arrangements will remain unchanged.

JUBILEE CHAIRMAN

Mr. Ian Moyes, BLC's Hong Kong Manager, has been serving as Chairman of the Hong Kong Branch of the Institute of Chartered Shipbrokers during its Jubilee Year.

At the Diamond Anniversary Luncheon held earlier this year, a congratulatory telegram was received from her Majesty the Queen, which was read by Mr. Moyes.

In the photograph (right) is a partial view of the Head Table at the luncheon showing (left to right) Sir Jack Cater, Acting Governor of Hong Kong, who was guest of honour; Mr. Ian Moyes; and Mr. John Marden.



SOME OF THE FINER POINTS ON HANDLING



Members of the New Zealand All Black Rugby Union Team interrupted loading of their playing gear and personal effects to give some fine points on handling the ball to members of ACT(A)'s Netball Team.

The All Blacks in turn received information on some of the finer points of container shipping from Mr. Roy Davis (standing right), General Manager – Marketing of ACT(A), to whom they entrusted the safe shipment of their effects to New Zealand.

No outside assistance was needed in the loading operation as these fit young men carried the boxes to the ACT container themselves from the Royal Kensington Hotel in London where they were staying.

After a successful tour of the U.K., the players returned home for a well earned rest following ten months of hard playing and travelling around the world.

FIRST SHIPMENT OF MEAT TO U.K. FROM NEW AUSTRALIAN ABBATOIR

The first containerload of meat shipped to Great Britain from the Tennant Creek Abattoir, Northern Territory, Australia, arrived in the U.K. recently in a 20' refrigerated ACT(A) container.

The shipment consisted of 675 cartons of hard frozen steer rumps with a net weight of 15,981 kilograms. The meat carried the brand "Sovereign Beef" and arrived in perfect condition.

The Tennant Creek Abattoir, owned by Edward Souery & Co., commenced opera-

tion earlier this year. The importer of this first shipment was Blake Meats (Smithfield) Limited and the buyer was Eastwood Thompson Limited.

In the photograph below, taken at the Ecco Cold Storage Depot, London, where the meat was unloaded, the beef is inspected by (left to right) Mr. R. A. Fawley, Surveyor for Eastwood Thompson; Mr. Jim Blake, Managing Director of Blake Meats; Mr. Malcolm Lambard, ACT(A) Sales Representative; and Mr. Dennis Hurrell, ACT Services Cargo Superintendent.



All Black Winger Stu Wilson (right) presents a rugby ball signed by members of the team to ACT(A) General Manager – Marketing, Roy Davis, in appreciation of the assistance given by the company in shipping the team's playing gear and personal effects back to New Zealand.

MORE REEFER SPACE

The two largest vessels in ACT(A)/ANL's fleet of container ships have had their refrigerated container capacity increased by 40 slots each. The "ACT 7" and "Australian Venture" will now be able to accommodate 973 reefer boxes of their total capacity of more than 2,000 TEU's.

"This is another move to meet shippers' requirements and will be especially helpful to shippers in the Northbound trade whilst in no way detracting from Southbound requirements", said ACT(A)'s General Manager – Marketing, Mr. Roy Davis.

The two vessels are among the largest purpose-built refrigerated container ships in the world and are powered by two M.A.N. fuel efficient, slow speed diesel engines.

"This latest development is part of ACT(A)/ANL's determination to continue leading the world in refrigerated container transport and to meet the needs of Conference users", Mr. Davis emphasised.