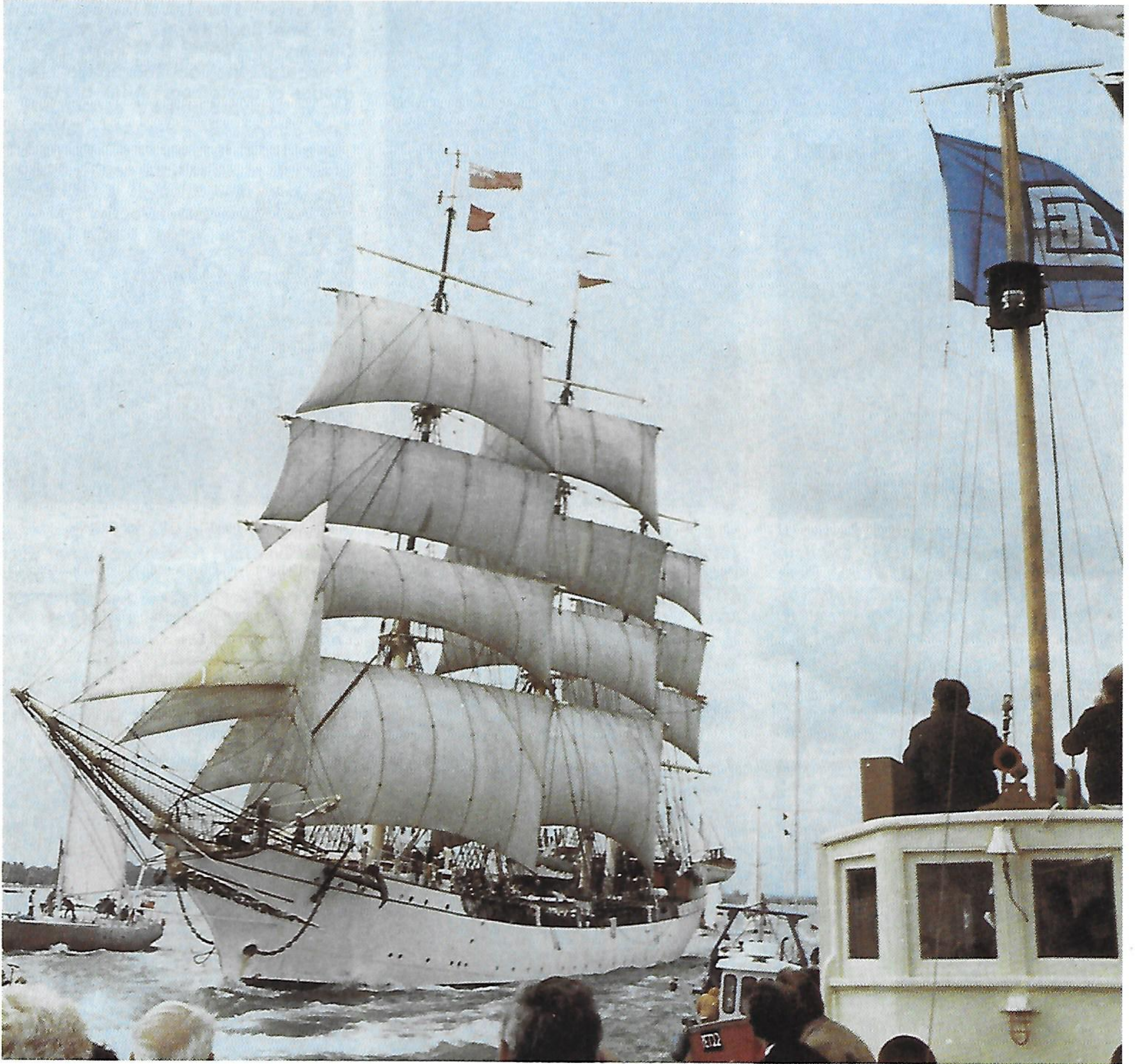


act news

WINTER 1982/83



**A SALUTE TO MARITIME
ENGLAND YEAR — page 2**

BLC JOIN MARITIME ENGLAND YEAR CELEBRATIONS



BLC, with the assistance of their principal U.K. agents, Killick Martin & Co., hired a launch and invited a group of customers to have a "ring-side" view of the Tall Ships as they sailed from Southampton.

First on the agenda was a close-up look at BLC's giant containership "Benavon", which had docked at Southampton that morning, and the photograph (left) shows the customers sailing past the "Benavon". Then it was lunch on board before seeing the impressive spectacle which one customer described as "The Sail of the Century".

Photographs on this page show groups of customers on the big day.



(Left to right) J. Hovey and B. Dawes of Solent Container Services Limited; Alec Peill, Ben Line; D. Jupp, Esso Chemicals Limited; J. Kinniburgh, Solent Container Services Limited; and R. Thomas, Esso Chemicals Limited.

Mrs. P. Ward, Pains Wessex Limited; A. Taylor and E. Lloyd, British American Tobacco Company Limited; R.J. Evans, Killick Martin Southampton; and A. Collins, Hamworthy Engineering Limited.

P. MacQueen, Wiggins Teape Overseas Sales Limited; R. Kintch, Metal Box Company Limited; S. Spaulding, Tower Southern Limited; C.G. Reynolds, Watts Blake Bearne and Company Limited; and D. Choules, Portals Limited.

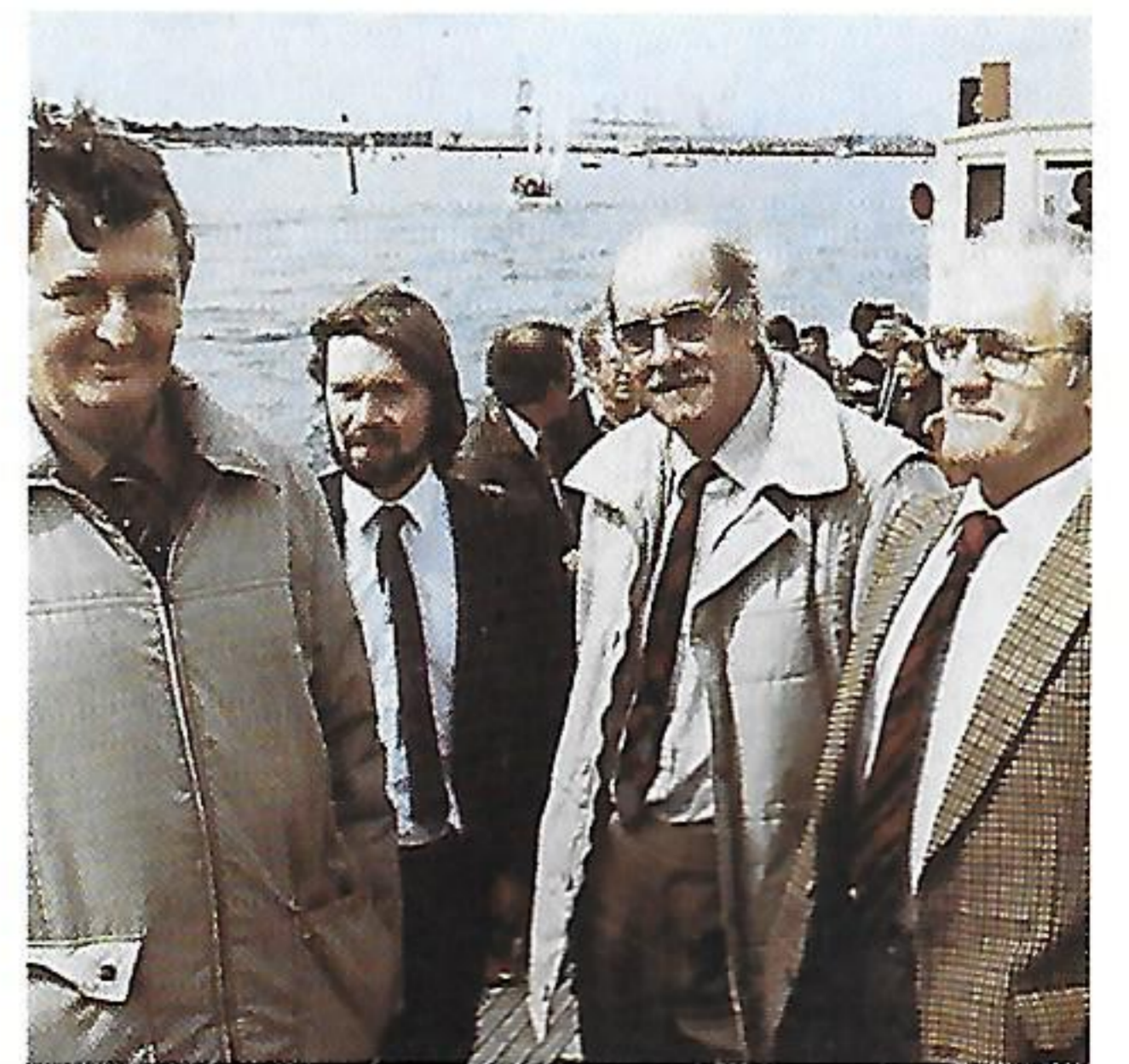
Our Cover

There have been many events throughout 1982 to celebrate Maritime England year, but perhaps none was more spectacular than that of the Tall Ships sailing out of Southampton harbour "en masse".

ACT was on hand to "show the flag" and to salute all those engaged in and associated with carrying on England's long maritime tradition.



D. Wallis, British American Tobacco Company Limited; R. Tookey and N.W. Ireson of Killick Martin; and R. Copson, Revvo Castor Company Limited.



R. Hayward, Killick Martin; R.F. Sherwood, Ben Line; W. Leah, Rush and Tompkins International Limited; and R. Brooks, Hogg Robinson (GFA) Limited.

EHCL OFFERS NEW RO-RO SERVICE

With the call of the "Kolsnaren" at Tilbury in October, British exporters now have the benefit of a direct ro-ro service from the U.K. to Namibia, South Africa and Mozambique.

An extension of the existing ro-ro service which operates from Scandinavia and North-West Continent to Southern Africa, the new ro-ro vessels will call at Walvis Bay, East London, Maputo and Beira in addition to Cape Town, Port Elizabeth and Durban.

"The flexibility provided by the vessels will provide U.K. exporters with a service for all types of ro-ro cargo, project cargo and breakbulk," according to John Mendham, EHCL Sales Manager.

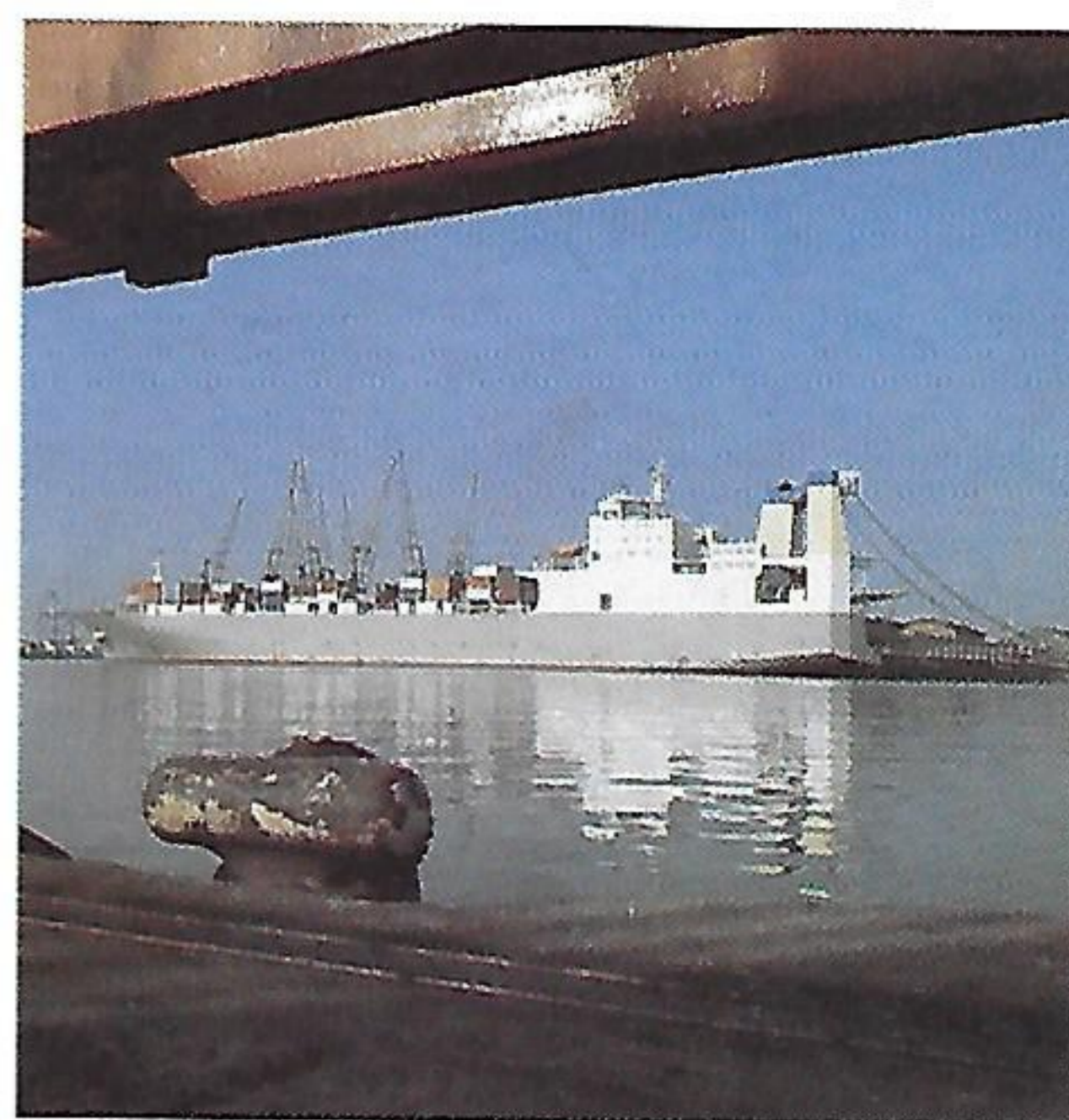
The service is being provided by the Swedish vessels "Elgaren" and "Kolsnaren" with a call at Tilbury every 35 days. These sophisticated ships are fitted with a 12-metre-wide ramp and adequate automotive equipment to be self-sufficient when loading and discharging.

They offer a comprehensive and flexible capacity for cargo mix, which includes 637 TEU's on the upper deck, a clear height of 6.7 metres at entrance deck with 3.1 metres in the lower decks and two bulk liquid tanks with 713 cbm combined capacity. Also, dedicated car decks for 125 cars, two refrigerated chambers of 3700 cbm/2000 cbm, plug-in reefer points and a limited number of clip-on reefer units.

The vessels' equipment includes trailers up to 56 tonnes capacity and 100 tonne units are readily available.



Discussing cargo loading in the wheel house of the "Kolsnaren" during her call at Tilbury are (left to right) Norman Hornigold, ACT Services' Terminal Export Controller; Richard Hoyland of EHCL's Operations Department; Jost Asbach, representative of the South Africa Europe Container Service (SAECS) who was travelling with the vessel to supervise the cargo handling; Brian Croft, Assistant to the Sales Manager of EHCL; and Jack Payne, EHCL Sales Representative, Southern Region.



The "Kolsnaren" on her first call at Tilbury to inaugurate the new ro-ro service.



An EHCL container being taken up the 12-metre-wide ramp.

ALASTAIR LLOYD RETIRES

Mr. Alastair Lloyd, who has served as Chairman of ACT Limited, Chairman of ACT Services, Chairman of EHCL, Director of ACT(A) and Director of BLC, officially retired on 30th September.

Until his retirement, Mr. Lloyd was Chairman of Ellerman City Liners (ECL) and continues as a Non-Executive Director of ECL.

On leaving Eton in 1940, Alastair Lloyd joined the 60th Rifles. He saw service in Germany and was demobilised in 1946. This did not end his military association, however, as he served seven years in the Territorial Army in the Queen's Westminster Rifles.

Following demobilisation, Mr. Lloyd joined Ellerman & Bucknall Steam-Ship Co. Ltd. in January 1947. He underwent a training course which included a trip to the U.S.A., Australia and New Zealand.

Once his initial training was completed, he joined the Australian Department of E & B as Assistant Manager. At that time E & B operated an independent service from Australia to Europe as well as two services from the East

Coast of North America to Australia and New Zealand.

When ACT was formed, Mr. Lloyd became one of the original directors of ACT Limited in 1966 and an Ellerman



ALASTAIR LLOYD

Director of ACT(A) in 1967. That same year he also became a Director of Ellerman Lines.

He played a key role in the development of the PACE Line Service from the East Coast of the U.S. to Australia and New Zealand and he became an Executive Director of ACT(A) responsible for the PACE Line Service in 1970.

He returned to Ellerman Lines in 1973 and in 1975 when it was decided to containerise the South African trade, he took charge of the formation of EHCL. At the same time he became Deputy Chairman of Ellerman City Liners. He was appointed Chairman of ECL in 1979.

Mr. Lloyd became a Director of BLC when it was formed in 1973 and he served as Chairman of ACT Services from 1975 to 1978 and Chairman of ACT Limited from 1979 until his recent retirement.

Alastair Lloyd comes from a family steeped in shipping tradition. His grandfather was General Manager of the old Bucknall Steam-Ship Co. before it was taken over by Sir John Ellerman and his father worked for Ellerman shipping interests.

Married, with four daughters, he enjoys hunting and gardening.

MALT SUPPLIERS TO THE WORLD

Associated British Maltsters (ABM) — Europe's largest malting company — produces enough malt annually to make six million pints of beer. More than 50 per cent of its production is shipped to overseas markets and members of the ACT Group play an important role in its transport.

Apart from the brewing industry — and beer is by far the largest single use



In the laboratory at ABM's Wallingford Plant, Chief Chemist D. Ensor (right) checks on samples of wort being taken for testing for total soluble nitrogen (tsn) while another member of staff carries out a filtration (background).

to which malt is put — ABM provides malt for use in Scotch whisky, malted milk drinks such as Horlicks and Ovaltine, bread, vinegar, malt extracts used by brewers (especially home brewers), flavouring and speciality products. By-products of the malting process include a compound of the accumulated barley dust and discarded

rootlets, which together form the protein base in animal feeds.

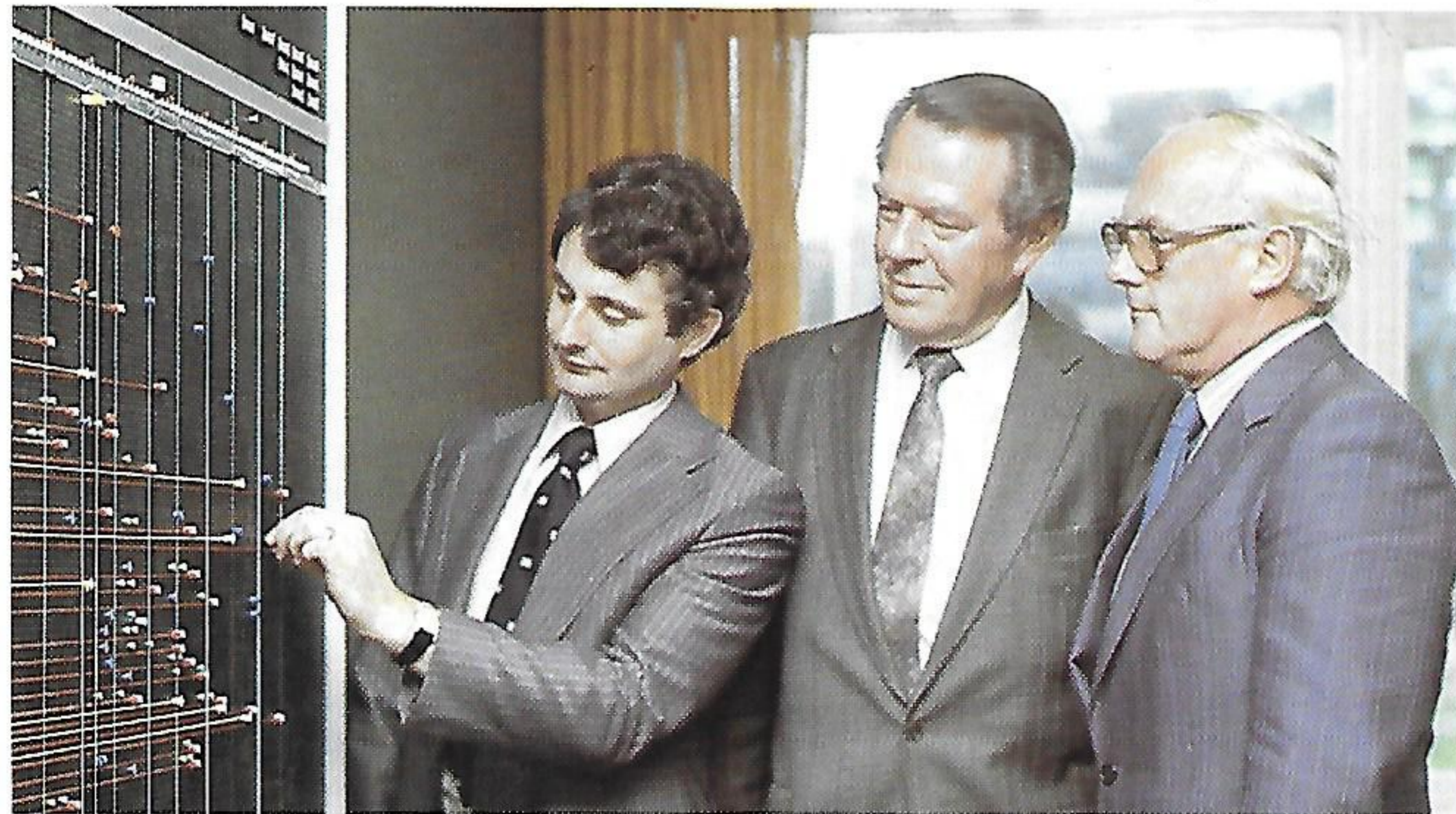
ABM was formed in 1928 from an association of five traditional malting companies, the earliest of which dates from 1732. The merger of over 200 maltings and grain warehouses in 36 centres throughout the country made ABM the largest malting company of the day.

Since then, it has been a major supplier to the U.K. brewing industry which selects its basic raw materials from some of the finest barleys and hops in the world. It exports to more than 50 countries around the globe.

For 50 years ABM has been in the forefront of malting technology. It has played a leading role in the development of what was essentially a craft process into an efficient modern industry, combining all the best qualities of the ancient art of malting



Partial view of the silo block at Wallingford with a capacity for storing 38,000 tonnes of malt and barley until needed.



Forward planning of shipments is essential for the smooth operation of ABM, which exports 50 per cent of its production. This is controlled from Head Office and in the photograph Geoff Mawman of the Shipping Department plans future shipments, watched by Brian Carter (centre) EHCL Sales Representative for Leeds and the North-East Area, and Noel Bryan, Shipping Manager of ABM.

with the advantages of modern production techniques.

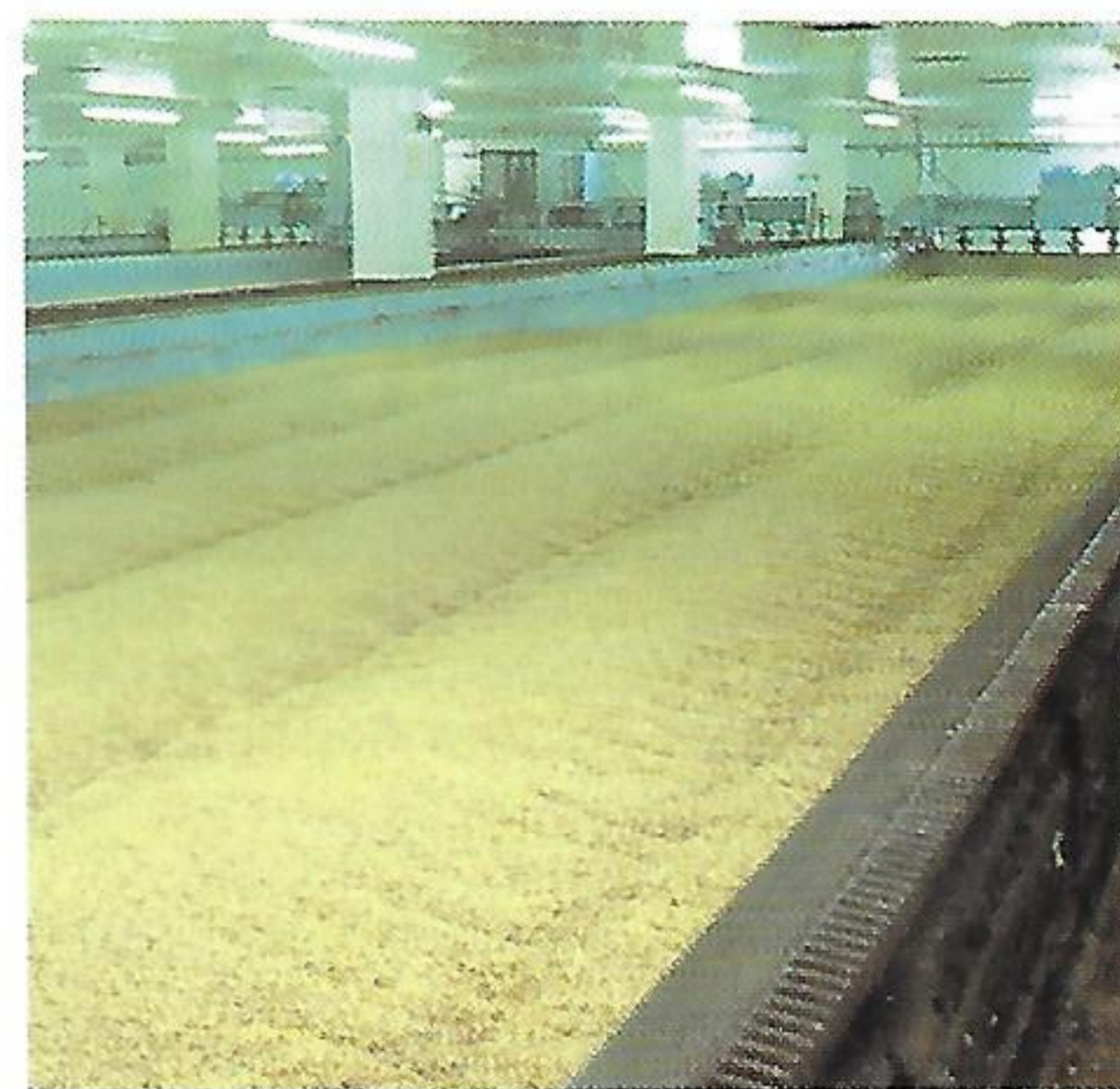
What is Malt?

Malt, made from barley, is used primarily in brewing and whisky distilling but also has a wide variety of uses in the food and confectionery industries.

In its raw form, barley is not suitable for brewing because the basic food store in the grain, the endosperm, is not soluble. The maltster is therefore concerned with the break-down of the endosperm and the accumulation of enzymes.

The Research and Development team researches new malting techniques and develops them to commercial levels; provides a customer advisory service, and also gives assistance to plant breeders for the development of barley varieties of high malting quality.

The ABM plants are strategically located in the major U.K. barley growing areas, loosely described as the U.K. barley belt, which stretches from Carnoustie on Tayside in Scotland down through Knapton, Louth, Bury St. Edmunds, Sawbridgeworth, along through Abingdon and Wallingford in



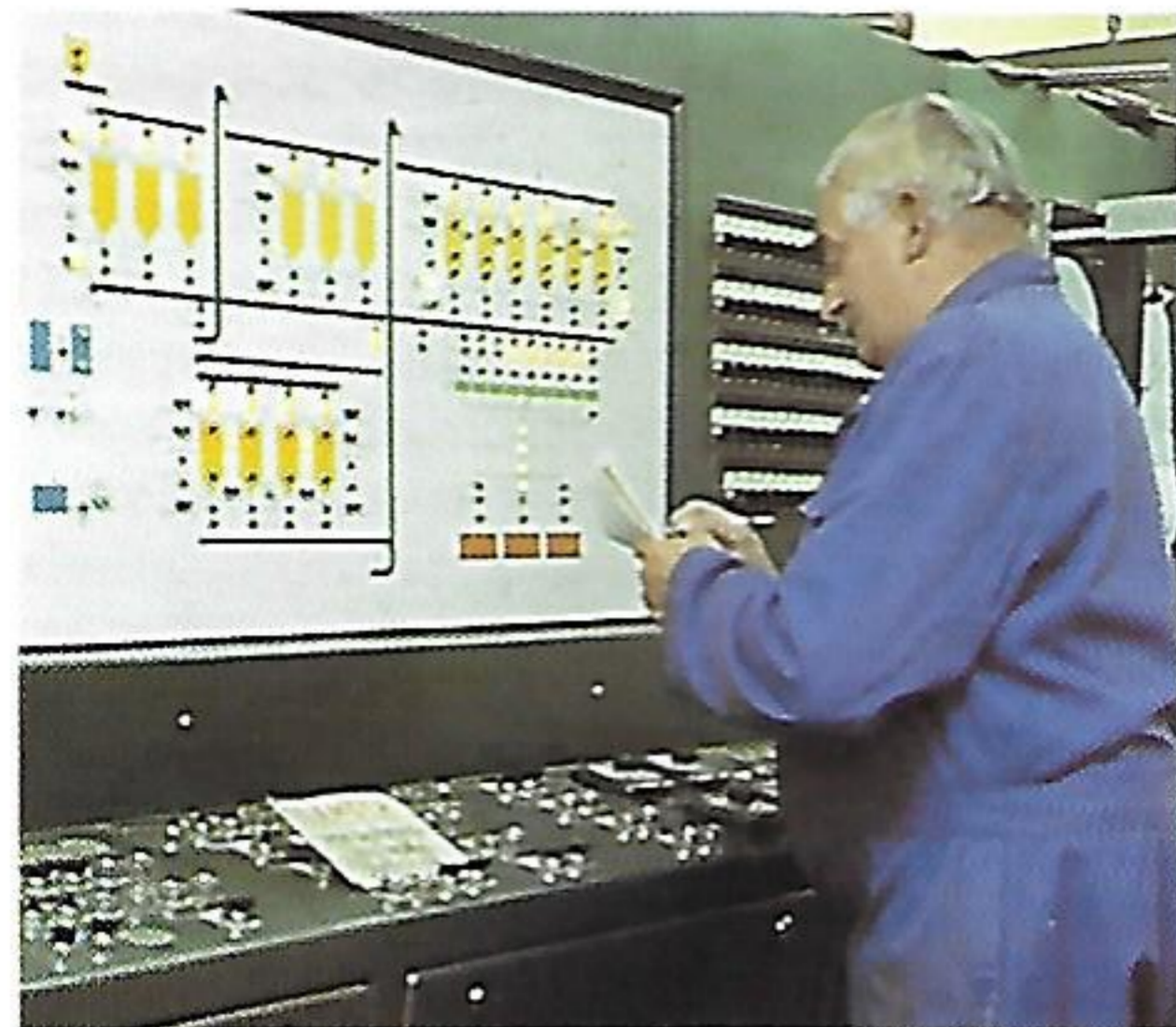
After passing through the steep room where the grain is mixed with water to encourage the germination process, it is put into a germination box (pictured) and encouraged to grow for three days or more before going to the kiln process where the malt is cured and the germination process stopped.

Oxfordshire to Gloucester in the South West.

In this way, ABM are able to select and store the best barleys from each crop and ensure that the demands for quality and volume required by their customers are met.

Now part of the multi-national Dalgety Group operating in 120 countries, ABM is constantly seeking to expand

both at home and abroad by the identification of world markets and opportunities and by the development of its resources and its service to malt users wherever they may be.



Control panel for steeping room. Sophisticated equipment ensures that each process is carefully controlled and monitored.



Air conditioning plant for germination room which keeps the malt at 58 – 60 degrees Fahrenheit. The malt is analysed every 24 hours in the germination room to monitor its progress.



Another EHCL container being loaded, this time at ABM's Wallingford Plant in Oxfordshire. Observing the loading are Michael Partridge (right), EHCL Sales Representative, Southern Area, and Colin Green, Administration Manager, ABM Wallingford.



ABM's Head Office at Newark-on-Trent, Nottinghamshire. The entire U.K. network is controlled from these offices of ABM, the largest malting company in Europe.

NEW MIDDLE EAST MANAGER

Mr. Trace Barnes has been appointed Middle East Manager of C.A.M.E.L. and he will be heading up the operation from Jeddah with frequent trips to the various Red Sea ports served by C.A.M.E.L.

Barnes is not new to the area, having been Marketing Manager for a company in Jeddah before joining Cunard, and he has first hand experience with the problems and advantages to be encountered by C.A.M.E.L. in that part of the world. He also worked with ACL in the South-East of England prior to that.

Trace Barnes will be joined by his wife and young son in Jeddah early in 1983 and says that meanwhile he is busy renewing old acquaintances there.



TRACE BARNES

TRAFFIC MANAGER

Gillian Clark has been appointed Traffic Manager of Cunard Arabian Middle East Line. The primary function of the recently established Traffic Department is to control the overall pricing structure of the C.A.M.E.L. service.

Miss Clark admits to an early interest in shipping and after obtaining her B.A. (Hons.) in Economics, she earned an M.Sc. degree in Transportation Planning and Management from the Polytechnic of Central London.

After completing her studies, she was employed by "Fairplay International Shipping Weekly" and worked as a Research Economist for H.P. Drewry, Shipping Consultants, before joining Cunard-Brocklebank Sales in Stratford, representing both the ACL and C.A.M.E.L. services.



GILLIAN CLARK

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

CUSTOMERS IN HIGH PLACES



"Throwing" today is much as it was in biblical times except that the thrower's wheel is rotated by an electric motor.

The Hotelware Division of Josiah Wedgwood & Sons Limited recently won an initial order worth nearly £500,000 to supply bone china to Trans-Australia Airlines (TAA) and once again Wedgwood is relying on ACT(A) to ensure that the order arrives at its destination safely and expeditiously.

The English tableware, designed specially for TAA, will be used in the First Class service of the Government-owned domestic airline's 32 jet aircraft. The contract was won against strong competition from Germany and Japan and calls for 330,000 pieces in pure bone china, decorated with the TAA logo and fine line in gold.

This is not the first time that Wedgwood has supplied its products to airlines. Australia's international airline, Qantas, has been using Wedgwood's bone china in the First Class cabin since 1969 and recently extended its use to Business Class.

Other airlines supplied by the 224-year-old English ceramic manufac-

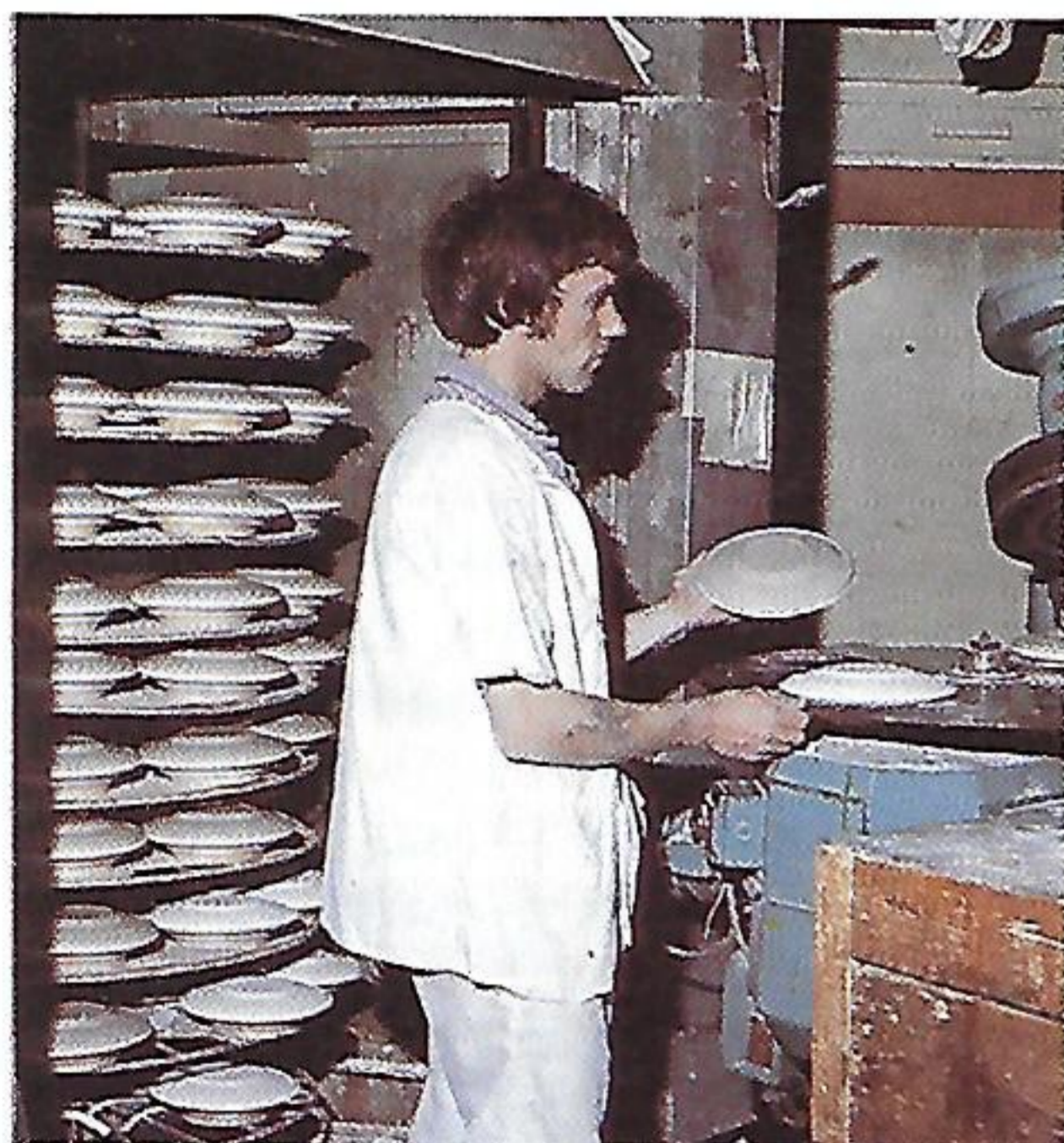
turer include Air Canada, Nigeria Airways and World Airways.

Wedgwood is in a unique position to supply the world's airlines — it was producing tableware 149 years before the Wright Brothers made their first tentative steps into history. Today, the tableware that has graced the tables of Kings, Queens, Emperors and Presidents is used on aircraft flying to all six continents.

A great British product, bone china is the world's lightest and strongest ceramic body and — in shapes designed for limited table-top space and easy, compact stowage — it meets weight constraint requirements and is practically and aesthetically ideal for in-flight use.

The founder of Wedgwood's world-famous organisation was Josiah Wedgwood. Born in 1730 in Staffordshire, he left school at the age of nine to start work with his eldest brother.

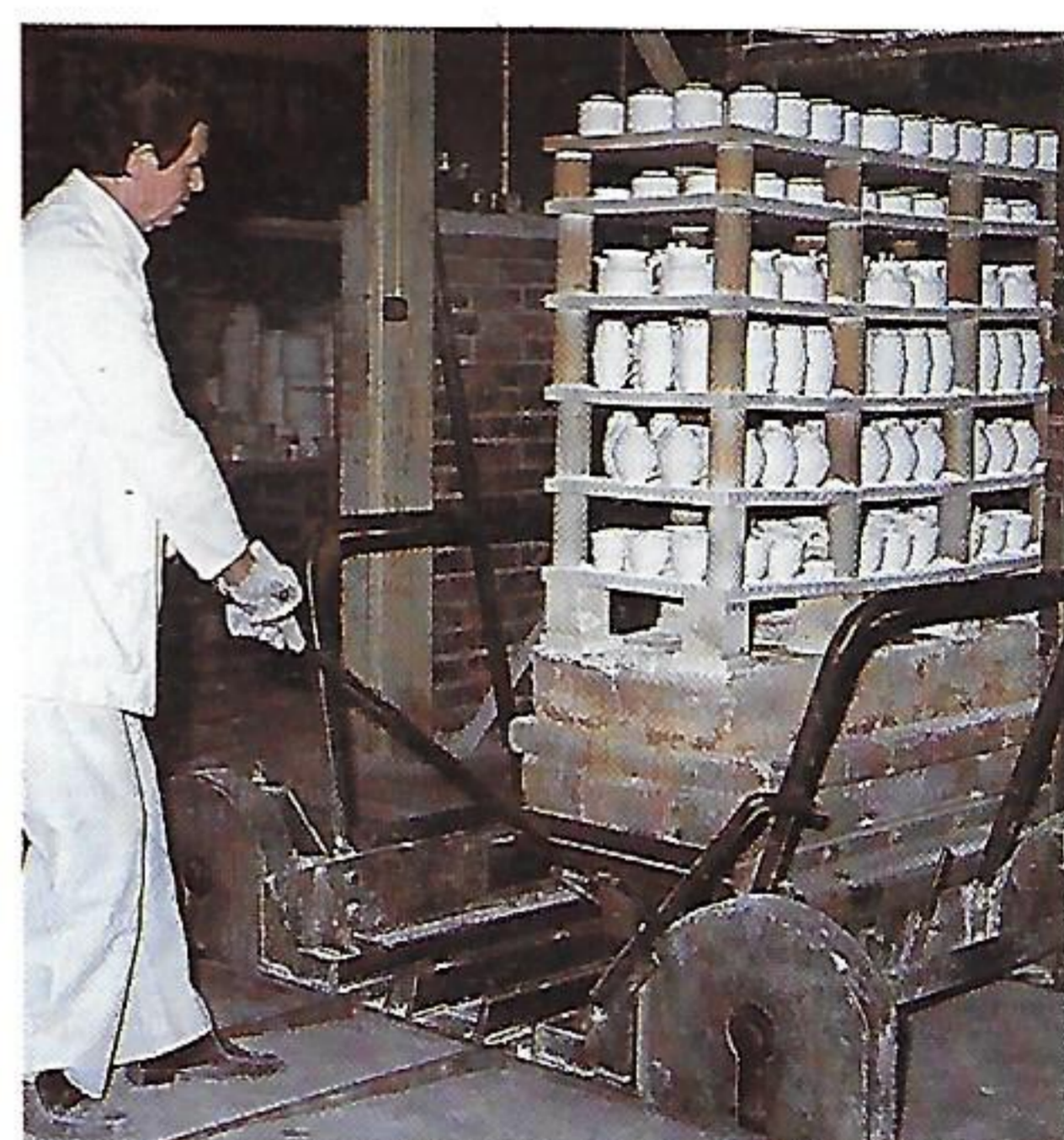
When he died in 1795 he had become a famous man who, as a result of his



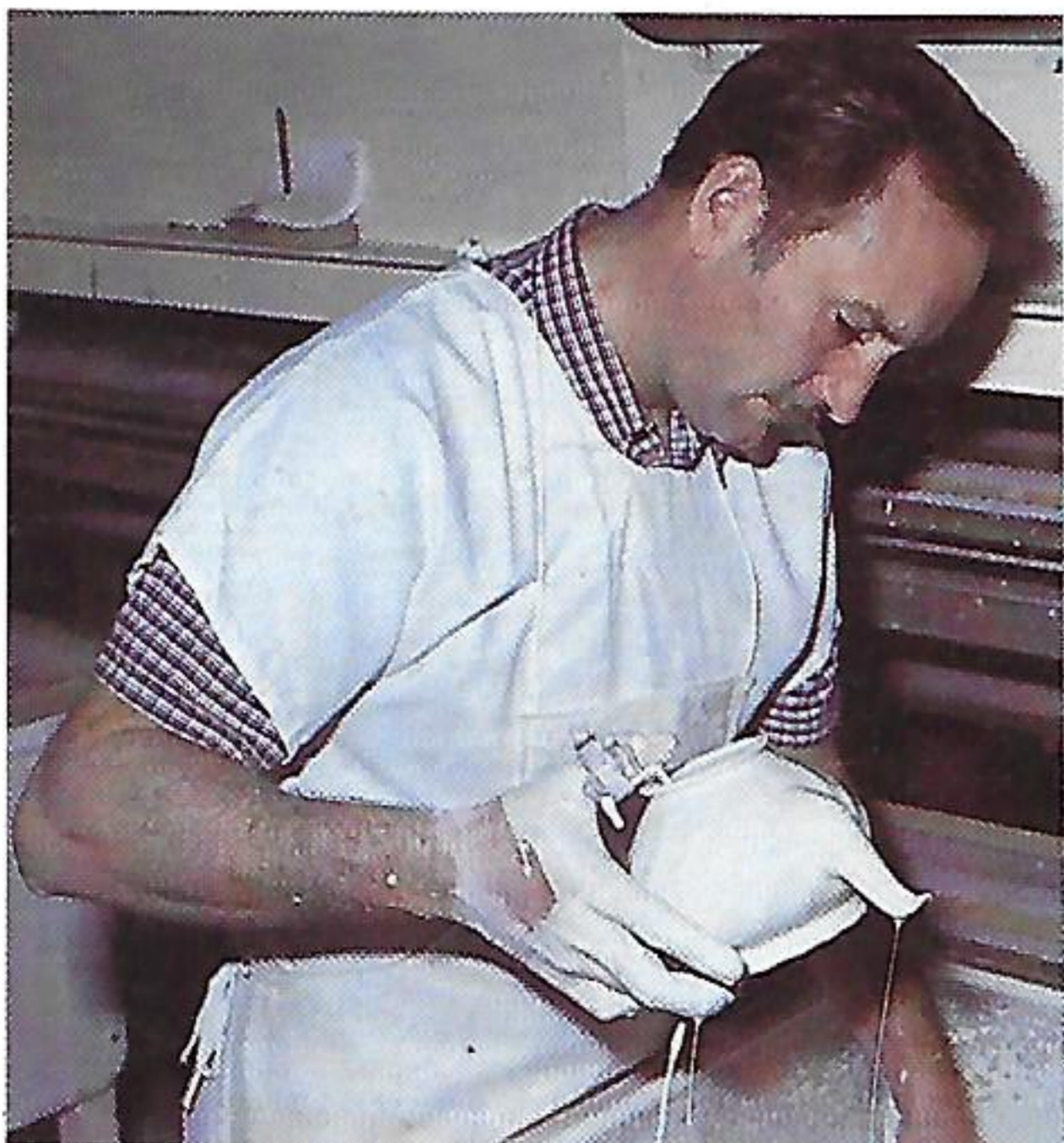
Semi-automatic plate-making. Plates are put into a dryer before the first firing.



Opening moulds. Liquid clay "slip" goes into a plaster mould, then excess slip is poured off.



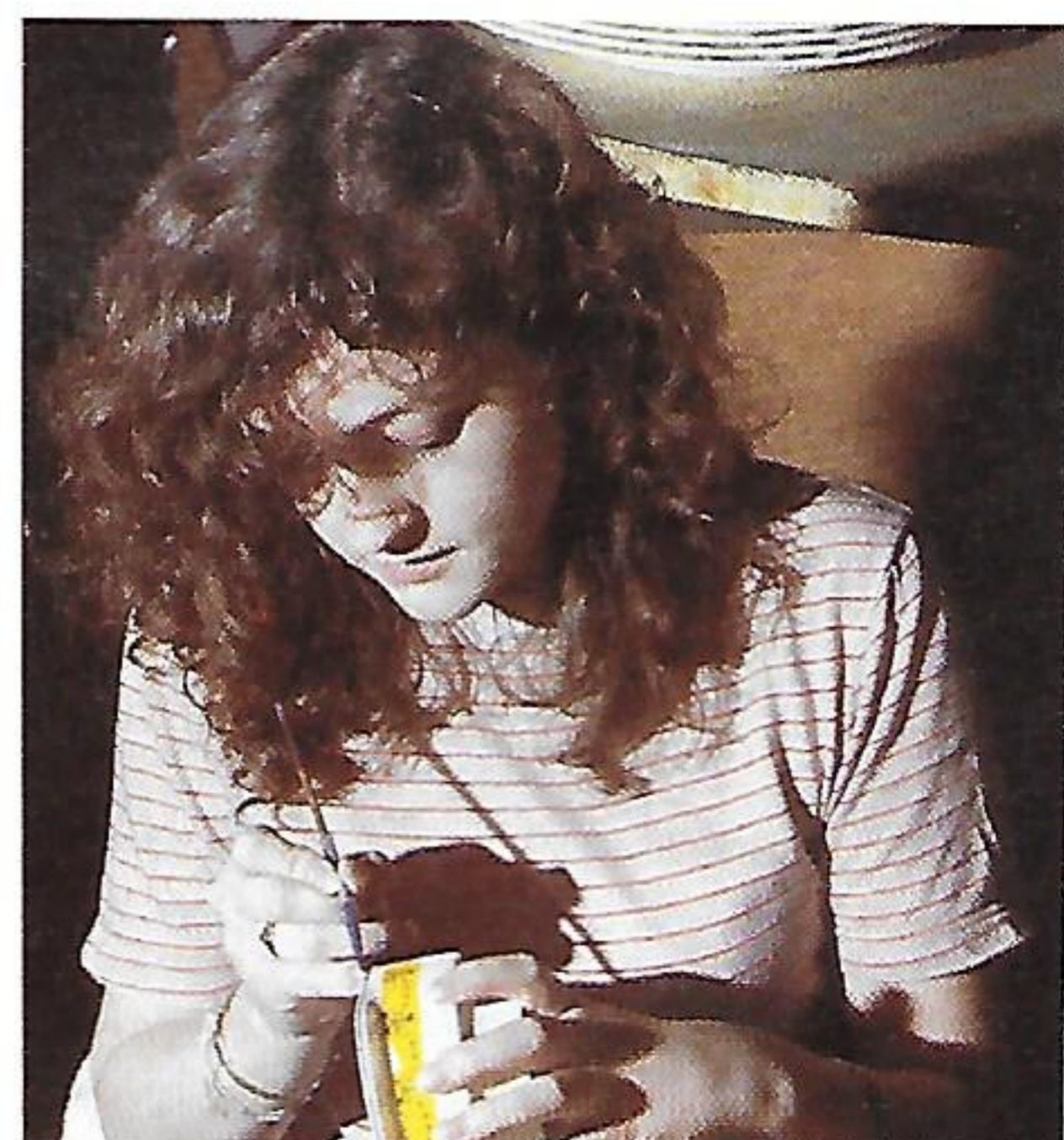
A load coming out of the Biscuit kiln after the first firing. This takes three days and the temperature rises to 1200 degrees Centigrade



Applying glaze to bone china. After dipping, it is fired for 24 hours at 1050 degrees Centigrade.



Application of multi-colour transfers. Constant checks are carried out at every step of production.



Colour and gilding being applied by hand. This is an on-glaze decoration requiring a very high degree of skill.

revolutionary scientific experiments and inventions, had been elected a Fellow of the Royal Society and through his contributions to the pottery industry, had earned the acclamation of "Father of English Potters".

It was in the manufacture of "useful" ware, produced at a price which brought good quality earthenware within the reach of those hitherto unable to consider such a luxury, that Josiah Wedgwood first made his name in 1763. Wares which he invented then are still produced and are popular today.

His cream-coloured ware (Queen's Ware) produced after thousands of experiments, met with immediate acclaim. Today it is still one of the most popular Wedgwood products. Josiah's famous ornamental Jasper ware, introduced in 1774, continues to delight people around the globe as does his fine ornamental ware, Black Basalt.

Wedgwood bone china, first made in 1812, has earned a reputation throughout the world for its fine quality, and the same craftsmanship, design and attention to detail goes into

making the product today.

Since its foundation in 1759, Wedgwood has always been a leading exporter and 62 per cent of its £117,000,000 annual U.K. production is for export markets. This represents more than 1,000 TEU's per annum.

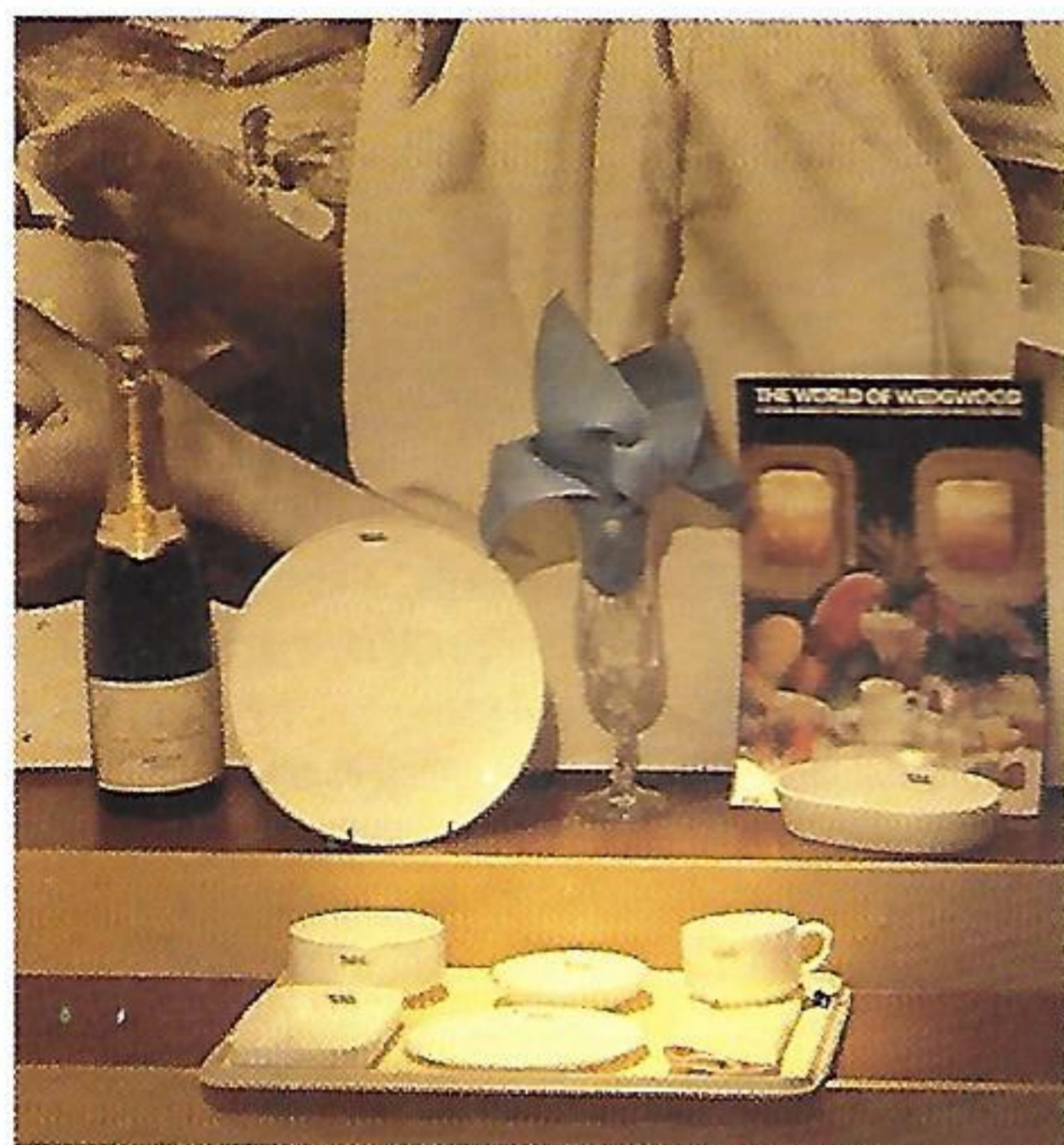
The company was among the first recipients of The Queen's Award to Industry for export achievement in 1966 and has won a total of nine of these coveted awards.

Constantly looking for better and more economical ways of packing and shipping, a joint experiment by ACT(A) and Wedgwood resulted in a solution to the problem of dampness seeping into the cardboard causing the carton to collapse. It was found that using wood wool for packing and polythene lining would prevent this from happening.

Wedgwood was also the first company to use tray packing for exports. This method represents a considerable saving on packing and freight charges as using trays allows twice as much to be shipped in a container as with conventional packing.



A highly skilled craftswoman paints on special ceramic colours.



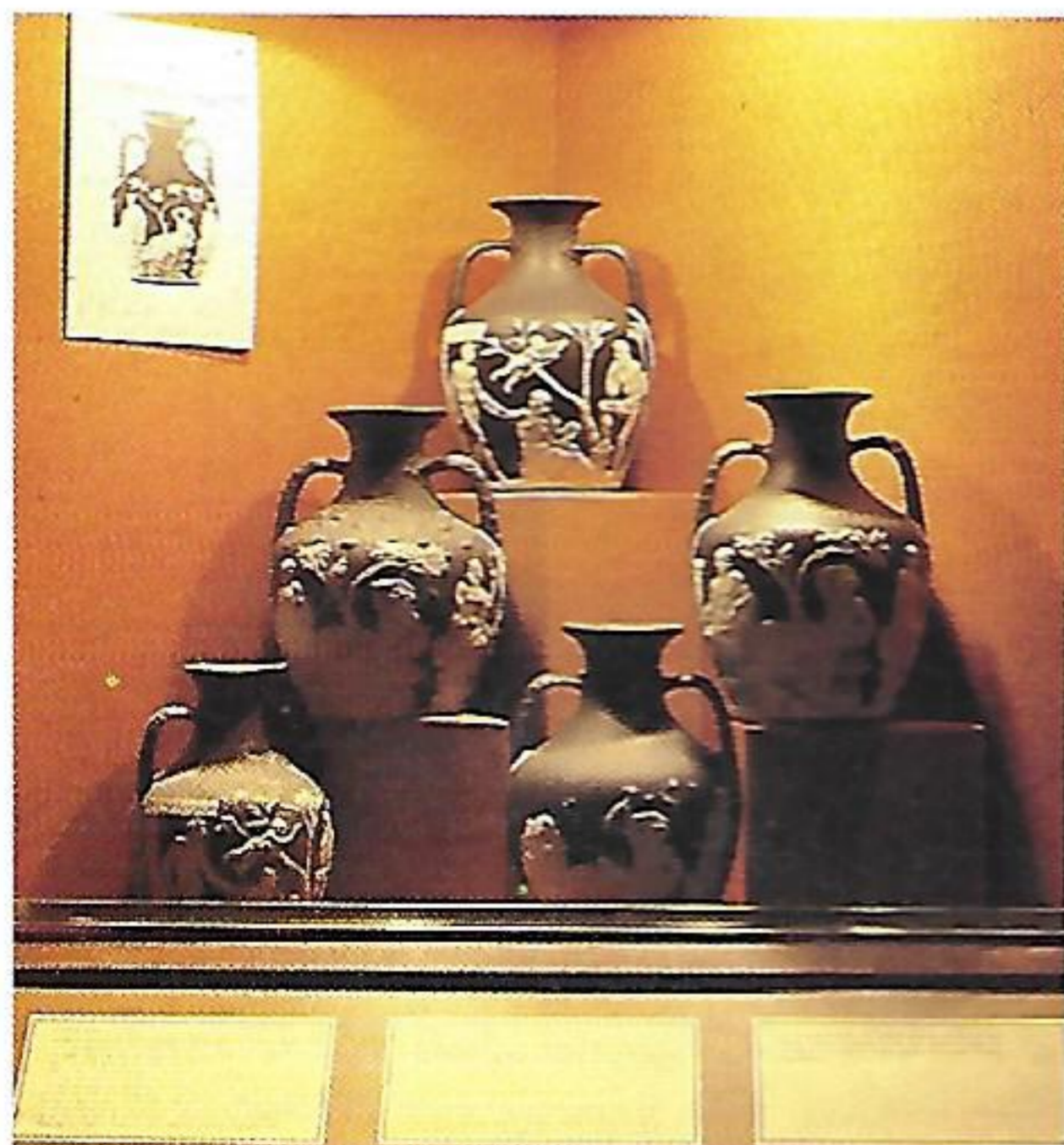
A place setting of the bone china specially designed for use on Trans-Australia Airlines flights, one of the many airlines that use Wedgwood china.



Ornamenting Jasper ware. This method of hand application has not altered since the days of the first Josiah Wedgwood.



Casting intricate models, sculptures, etc. requires a sensitive touch so that details will not be spoiled.



Portland Vases, including trial copies showing production problems, at Wedgwood's museum.



A statue of Wedgwood's founder, Josiah Wedgwood, in front of the Head Office in Barlaston, Stoke-on-Trent.



Part of the £500,000 order for Trans-Australia Airlines being loaded into ACT containers is checked by Kevin Brennan (centre), Wedgwood's Distribution Manager. Looking on are Eddie Tattersall (right), Group Distribution and Transport Manager of Wedgwood, and Derek Estcourt, Assistant Sales Manager, Midland Region, of ACT(A).

RODERICK MACLEOD: 30 YEARS WITH BEN

When Roderick MacLeod joined Ben Line in 1953, there was no way he could have known how much of his time and energy were going to be taken up by containerisation over the next 30 years.

A founder Director of ACT Limited, a member of the first ACT working party, Chairman of ACT Services from 1973 to 1975 and Chairman of ACT Limited from 1975 to 1978, Mr. MacLeod was made a partner of William Thomson & Co. in 1959 and Joint Managing Director of The Ben Line Steamers in 1964.



RODERICK MACLEOD

He has served as a Director of BLC and had primary responsibility for BLC's development since its foundation.

When he leaves Ben Line at the end of this year, his long involvement with shipping will continue when he becomes Chairman Elect of Lloyd's

Register of Shipping in January 1983 in preparation for assuming the Chairmanship in July 1983.

Roderick MacLeod played a central role in the development of the TRIO Group since its beginning and he has also been closely involved with the development of containerisation within the Far East Freight Conference. Apart from his Ben Line and BLC responsibilities, he is a Member of the British Railways Board and until the end of 1982 will be Chairman of the BR (Scotland) Advisory Board.

He served as Chairman of the Industrial Relations Policy Committee of the General Council of British Shipping, with responsibility for Industrial Relations within the British Shipping Industry, from 1980 to 1982.

The son of a Highland doctor who worked in Leicestershire, Roderick MacLeod read Law at Cambridge University after completing his Army Service. He planned to join a firm of Solicitors in his home town, but when he finished three years at Cambridge he decided he didn't relish the thought of a lifetime of police courts, conveyancing and wills and when the opportunity presented itself, he joined Ben and has been with the company during the exciting advent of containerisation.

He took part in the debates leading up to the formation of BLC — the biggest investment in which the company had ever been involved up to that time — and then played a key role in BLC throughout the years.

Speaking about his move to Lloyd's Register, Mr. MacLeod said, "It was not an easy decision to leave Ben. Rather like Ben, Lloyd's Register offers the challenge of a long established organi-

sation adapting to a competitive and rapidly changing world without in any way compromising its insistence on integrity and quality."

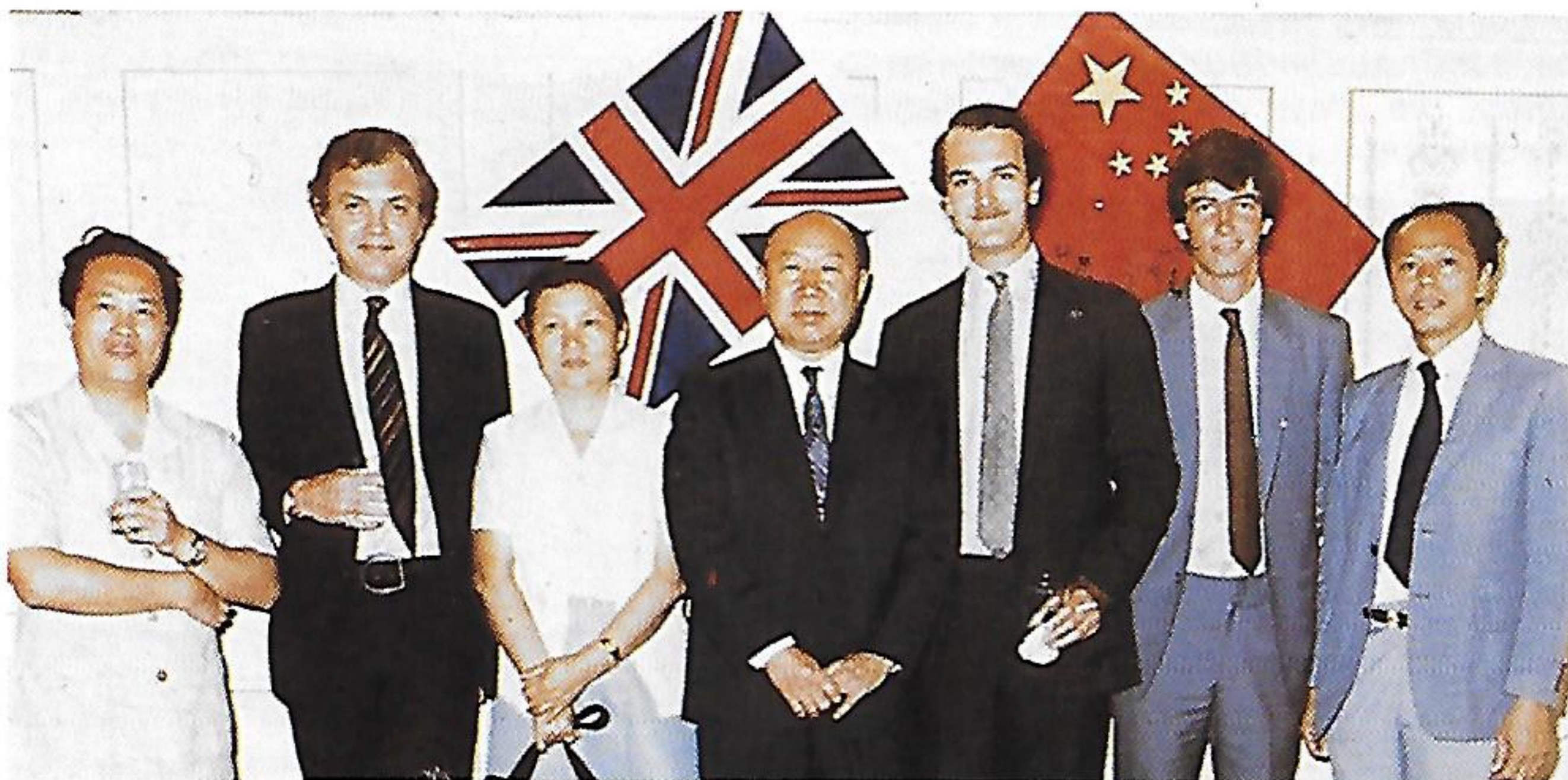
So we say "au revoir" and good luck to Roderick MacLeod — we're sure we'll be hearing a lot more about him in the coming years!

THE WIND BLOWS IN HOLLAND



Mr. Robert Chua of Citadel Lines, BLC's agents in Manila, visited Europe recently to call on customers in Germany, Holland, Belgium and the U.K. Mr. Chua, who is in charge of BLC business in the Philippines, is shown alongside a windmill in Holland, where he learned about "Wind Power".

ENTERTAINING CARGO AGENTS FROM CHINA



Two dinner parties were held recently by BLC in Hong Kong for the two main China Cargo Agents, Messrs. China Merchants and Far East Enterprising. In the photograph at left are (left to right) Mr. K.H. Yen, Deputy General Manager of Far East Enterprising Co. (H.K.) Ltd.; Mr. D. Keith-Welsh, Ben Line's Hong Kong Manager; Miss Z.M. Wang, Deputy General Manager of Far East Enterprising Co. (H.K.) Ltd.; Mr. Z.W. Duan, General Manager of Far East Enterprising Co. (H.K.) Ltd.; Messrs. T.G. Wilken and C.L. Bowie of BLC Hong Kong; and Mr. H.N. Chow, Manager of Far East Enterprising Co. (H.K.) Ltd. General Management Office. In the photograph at right Mr. D. Keith-Welsh (left), Ben Line's Hong Kong Manager, and Mr. T.Z. Wang, General Manager of China Merchants S.N. Co. Ltd., are holding a wooden hammer, getting ready to break the typical Hang Zhou "Beggar's Chicken" during a dinner party held at the Jade Garden Restaurant in Hong Kong.

BEWARE OF THE QUICK BUCK

This interview was published in the September 1982 issue of "British Shipper" and is reproduced with their kind permission.

When a decision was reached to containerise the U.K./Continent/Australia Trade in the mid-60's, three long-established British Shipping Lines got together to form a new company to operate the service on their behalf. They called the company Associated Container Transportation (Australia) Limited (ACT(A)) and it has played an important role in the development of this trade ever since.

ACT(A) has become known for its active and independent approach to the Australia/New Zealand service and prides itself on being the innovator in the trade. It introduced the first fully independent container service to New Zealand; pioneered refrigeration techniques for containers both on shore and aboard ship; and has a long string of "firsts" to its credit.

FIRST

These include bringing the first bulk shipment of apples from Australia to the U.K. in a refrigerated container; developing flexitanks for bulk shipment of wine; carrying the first regular commercial container load of ICI terylene chips to Australia in a specially prepared container, using new technology developed jointly with ICI; transporting the first bulk tank of wool grease from New Zealand to Britain; and shipping dried fruit and vegetables in bulk containers.

ACT(A)'s outlook is apparent in a number of other areas, e.g. it played a key role in the development of Tilbury's Northfleet Hope at one end and Botany Bay Terminal at the other. "This helps the Conference offer total reliability and back-up," its General Manager — Marketing, Roy Davis, points out. "Large sums of money have been invested in ports, material handling equipment and refrigeration facilities," he adds.

CUSTOMERS

Operating a fleet of 10 modern, purpose-built container vessels together with its partner, The Australian National Line, ACT(A) serves its customers in the U.K. through Tilbury and Liverpool. Ports of call on the Continent include Zeebrugge, Hamburg and Genoa, with additional North-bound calls at Piraeus, Fos and Flushing.

In Australia, ACT(A) ships call at Fremantle, Melbourne and Sydney with feeder services to and from Adelaide and Brisbane, while New Zealand ports served include Auckland, Wellington, Lyttelton, Port Chalmers and feeder service to the Pacific Islands.

One of the most significant occurrences in recent years has been the emergence of outside competition and Davis comments that: "This challenge has been more than successfully met with ACT(A) and its Conference partners carrying over 90 per cent of the trade.

"ACT(A) has always welcomed competition," he states, "as illustrated when we formulated our own independent service in 1972. We relish the challenge, provided that it is 'fair', not subsidized, competition. The short, quick buck is false economy," he says. "More and more shippers are begin-



ROY DAVIS

ning to be aware of total distribution costs rather than the freight rates they pay from pier to pier.

"Through ACT(A)'s regular 5/6 day interval Conference service, together with its quicker transit time, it is possible to effect substantial reductions in inventories, and a one per cent reduction in stockholdings can make a 15 per cent reduction in pier to pier rates pale into insignificance."

As an example of total distribution costs, Davis pointed out that recently an outsider quoted 15 per cent under the Conference rate, but through its material handling experts, ACT(A) was able to save the shipper even more than 15 per cent through improvement in packaging and container utilisation. "Outsiders have neither the motivation nor the expertise to do this," he claims.

In addition to the obvious depression in rates due to outside interference, Davis says that there has been a total reduction in trade over the past five years. "This is another challenge that has been successfully met by ACT(A) through effecting stringent economies internally in its operations," he maintains.

"For example, the company has been able to reduce its container fleet

by stricter container control, using modern computers and equipment; it has modified its ships for more fuel-efficient operations, fitting them with new slow-running propellers and altering the ratio of gearing to retain the high efficiencies of the steam turbines, the output of which has been adjusted to meet the new optimized speed of the ships; and ACT(A) has rationalised its schedules within the Conference structure.

"ACT(A)'s wealth of experience in the field, its appreciation of customers' requirements and its aggressive marketing approach has contributed to the company's success," Roy Davis emphasizes. "Things don't just happen — you have to make them happen," is part of his marketing philosophy.

ACT(A) carries a wide range of consumer and industrial products along with large project cargoes to meet developing trades such as mining and other large industries in Australia and New Zealand. Britain's entry into the EEC has obviously had an effect on meat and dairy products from Australia and New Zealand, but ACT(A) maintains a strong lobby in favour of New Zealand lamb and butter.

IMPROVEMENT

There has been a decrease in South-bound cargo as well, but with the improving U.K. economy and the fall in inflation, Davis feels that the situation has "bottomed out" and that there has been a slight upturn with indications that more improvement is on the way.

The British Merchant fleet has declined by 41 per cent since the end of 1975; this is due to the fact that shippers are supporting other flags, in Davis's view. This means that from 1,614 ships and 50 million dwt at the end of 1975, the British Merchant Navy had only 994 ships of 29.4 million dwt at the end of 1981.

To stop this decline of the British fleet means either large subsidies to enable it to compete or, if the decline continues, the loss to the Exchequer of £1 billion generated by British shipping in invisible earnings, either of which, Davis maintains, "will result in higher taxes all round, so adding to the unit cost of British exports. It will also see the demise of the British shipping, which in view of the part it played in the Falklands crisis would surely be tragic.

"The Falklands crisis demonstrated the value to the nation of a strong British merchant fleet and the courage and loyalty of the British seamen, who deserve the support of all concerned in overseas trading," Davis concludes.

125 YEARS OF SERVICE TO SHIPPERS

When Mr. Samuel Lawther and Mr. Harvey got together in 1857 to form S. Lawther and Harvey — Ship Owners and Timber Importers in the City of Belfast, they could not have foreseen the tremendous developments that would take place in their company in the following 125 years.

A quarter of a century ago, Northern Ireland — the size of Yorkshire, with a

the U.K. as well as Northern Ireland's traditional products, including those agriculturally based.

For the past 125 years Lawther and Harvey, agents for ACT(A), BLC and C.A.M.E.L. in Northern Ireland, have been actively engaged in handling those products plus the imports of raw materials needed by industry and the community.

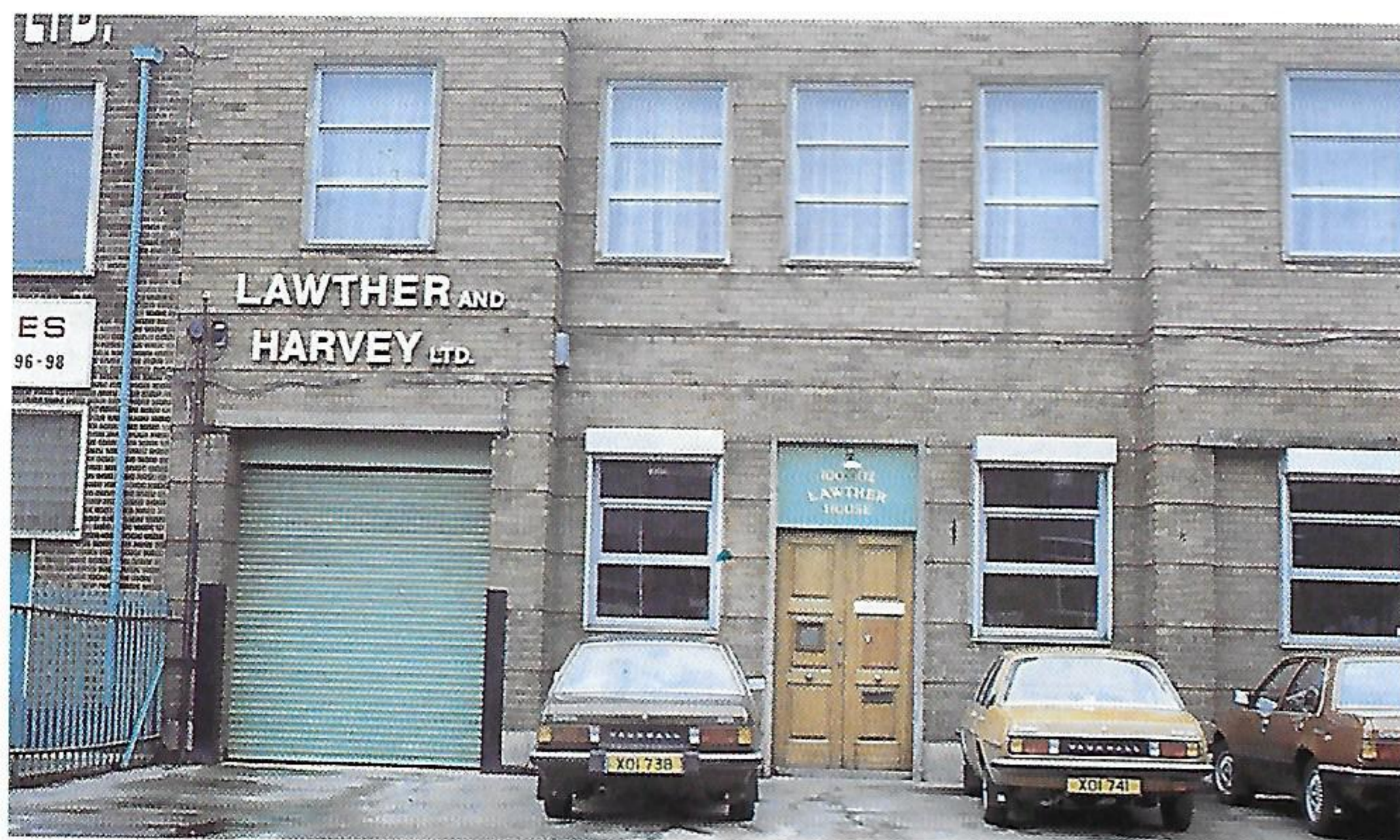
the development of Cargo Centres away from dock areas — the first of which they built in Belfast in 1953.

Today Lawther and Harvey are part of the large National Freight Consortium but they still retain their many associations with international trade and shipping and are involved now in Air Freight, Road Transport, Warehousing, Contract Hire, Express Parcels Service, Cross Channel and Overseas Container/Trailer operations and Petroleum Distribution throughout a large part of Northern Ireland.

DEVELOPMENT

Unfortunately Northern Ireland today is known for the highly publicized terrorist activities there, but it is still very much in business with an outstanding record of both industrial development and industrial peace.

This is also true at L & H where long service is the rule rather than the exception. Managing Director Ross Campbell, OBE, joined the company



Lawther and Harvey's Head Office in Belfast.

hard-working population of 1.35 million people — was world renowned for its shipbuilding, ropemaking, linen and whiskey. Today the picture has changed and it now produces man-



An ACT container being loaded at the new Duncrue Enterprise Zone where L & H handle the stripping and stuffing of LCL cargo. It is located just off the motorway and minutes from the M1 via the new West Link.

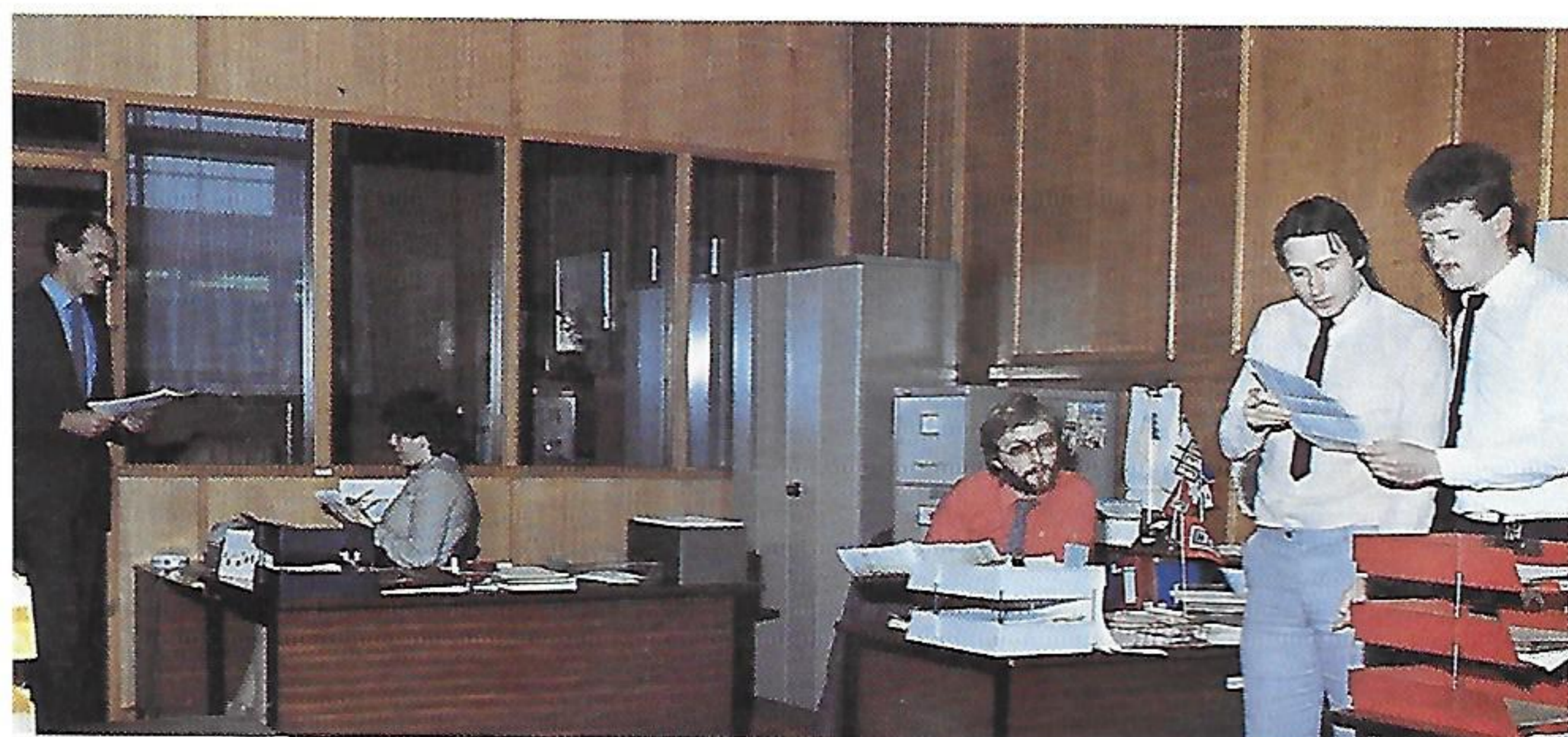
made fibres, carpets, electronic equipment, tobaccos and cigarettes, pressure vessels, passenger and freight carrying aircraft — much in demand around the world — oil drilling and medical equipment, and many hundreds of different consumer durable and non-durable products, while continuing to build the largest ships made in

L & H also lay claim to introducing the modern container concept to Northern Ireland as far back as April 1949 when, with their Great Britain based associates, ACCS, they operated the Ireland/Great Britain Container Services using some five container vessels, including the world's first specially designed and built container ship which came into service early in 1956 — nearly 27 years ago.

As in containers, they also take pride in developing many innovations in the world of transport which have included original designs of LCL vehicles, vehicles controlled by radio (1953) and



Sales means service and two of the people providing that service for L & H are Annette Leathem, who handles Telephone Sales, and Michael Wilson, Sales Executive specialising in the ACT(A), BLC and C.A.M.E.L. services.



A view of the Shipping and Forwarding Department which is headed by Fergus McCleave (left) shown dictating to his secretary, Evelyn McClelland. Also pictured are (left to right) Samuel Beck, Export Supervisor; Paul Garrett, C.A.M.E.L. Export Forwarding; and Jim Neill, ACT(A) Import Agency Clerk.

42 years ago as a boy and when he took over his present role as M.D. it was to succeed his predecessor who had been with the company for 53 years.

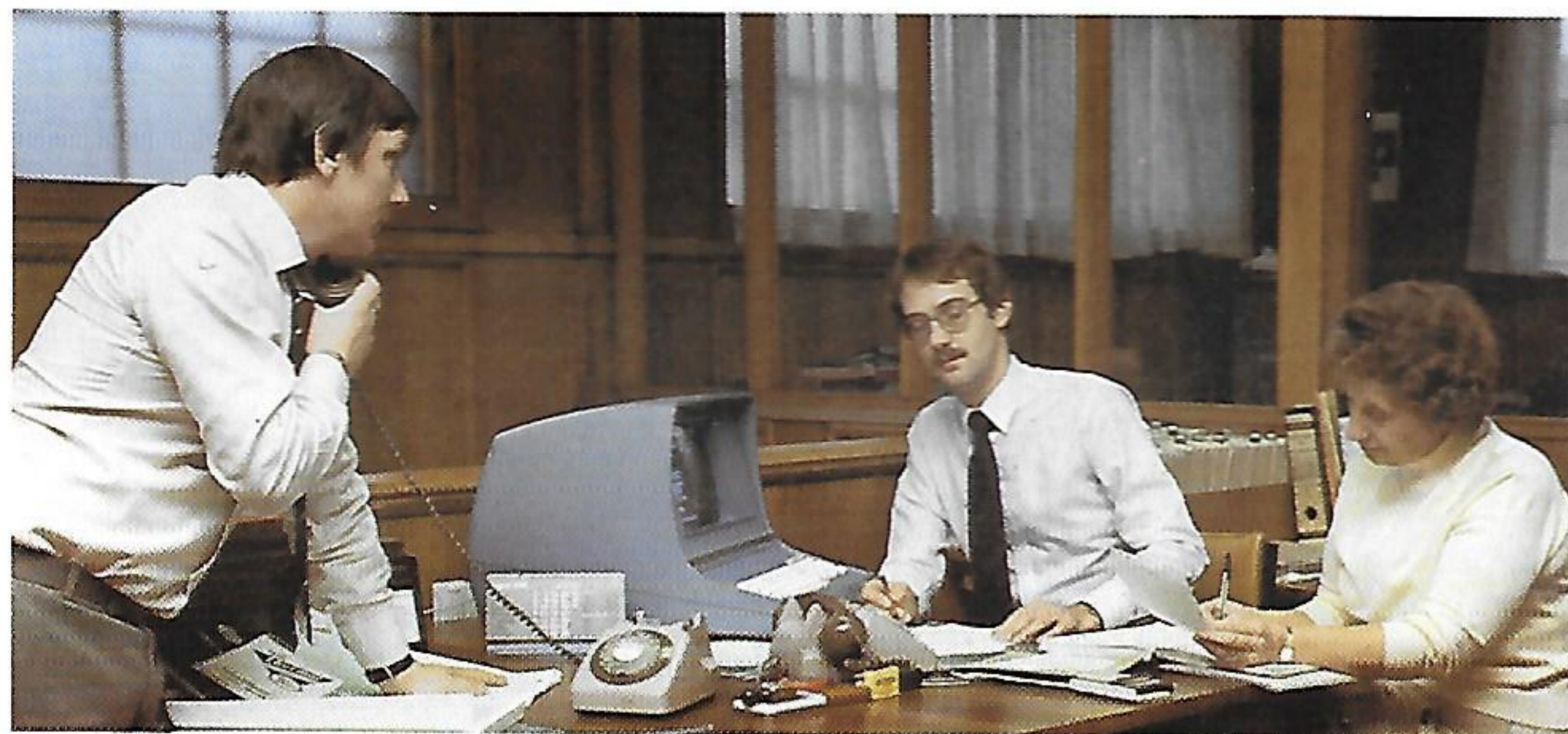
Co-directors with Campbell are Fergus McCleave, who heads up the Shipping Division; Maurice Boyd, Director of Petroleum Activities; Maurice Hart, Director of Air Cargo Services; and Robert Peoples, Finance Director, all of whom have spent the greater part of their business life with the company.

The past 15 years have been hectic ones for this old established company and on no less than two occasions they lost their Belfast Headquarters complex due to terrorist activities.

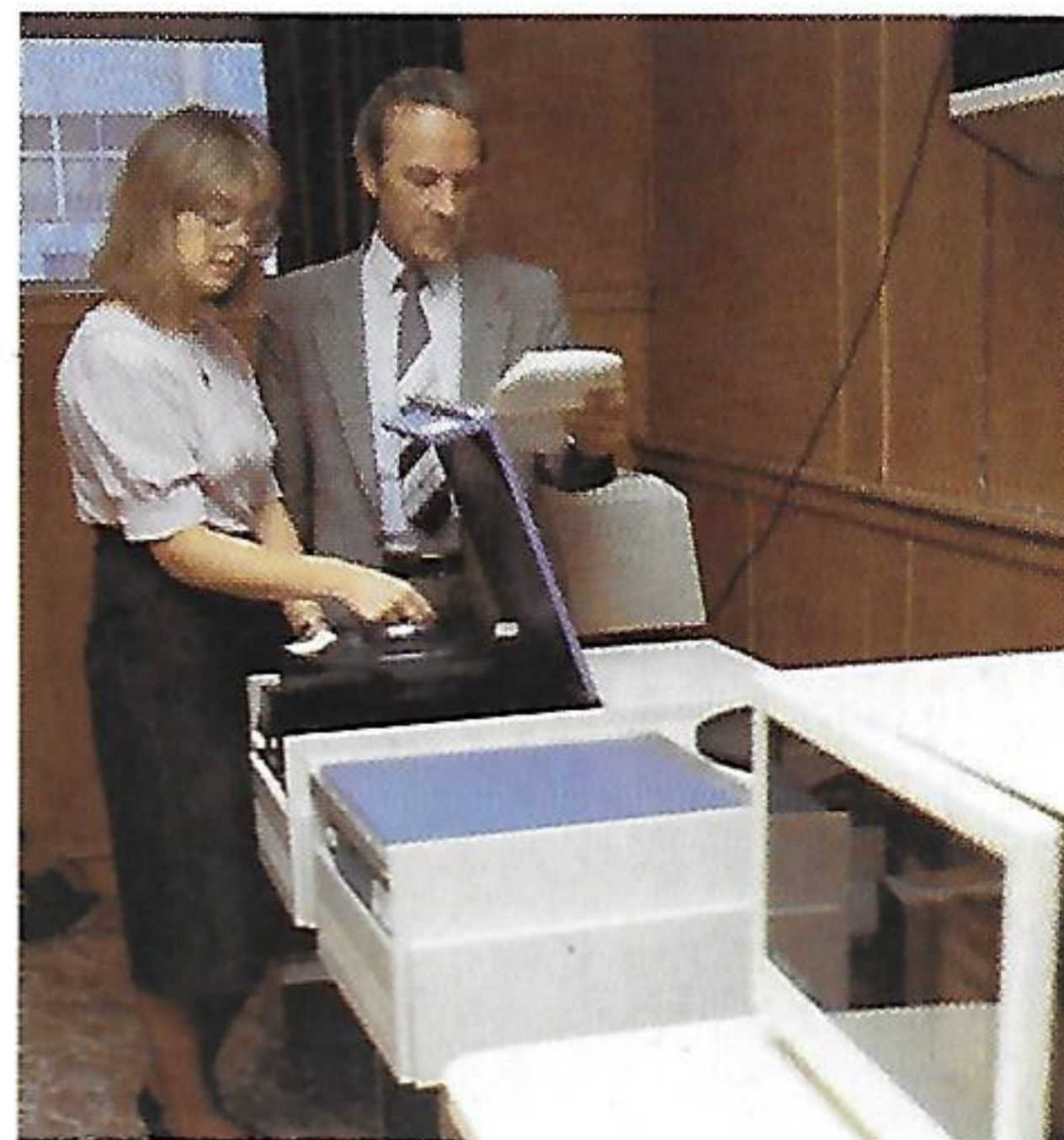
"But we didn't let down our customers," says Managing Director Ross Campbell, and he adds that the company are looking forward to another 125 years providing service to shippers in Northern Ireland.



Members of the management team at one of their regular meetings (left to right) Maurice Hart, Director of Air Cargo Services; Maurice Boyd, Director of Petroleum Activities; Ross Campbell, Managing Director; Bob Peoples, Finance Director; and Fergus McCleave, Director, Shipping Division.

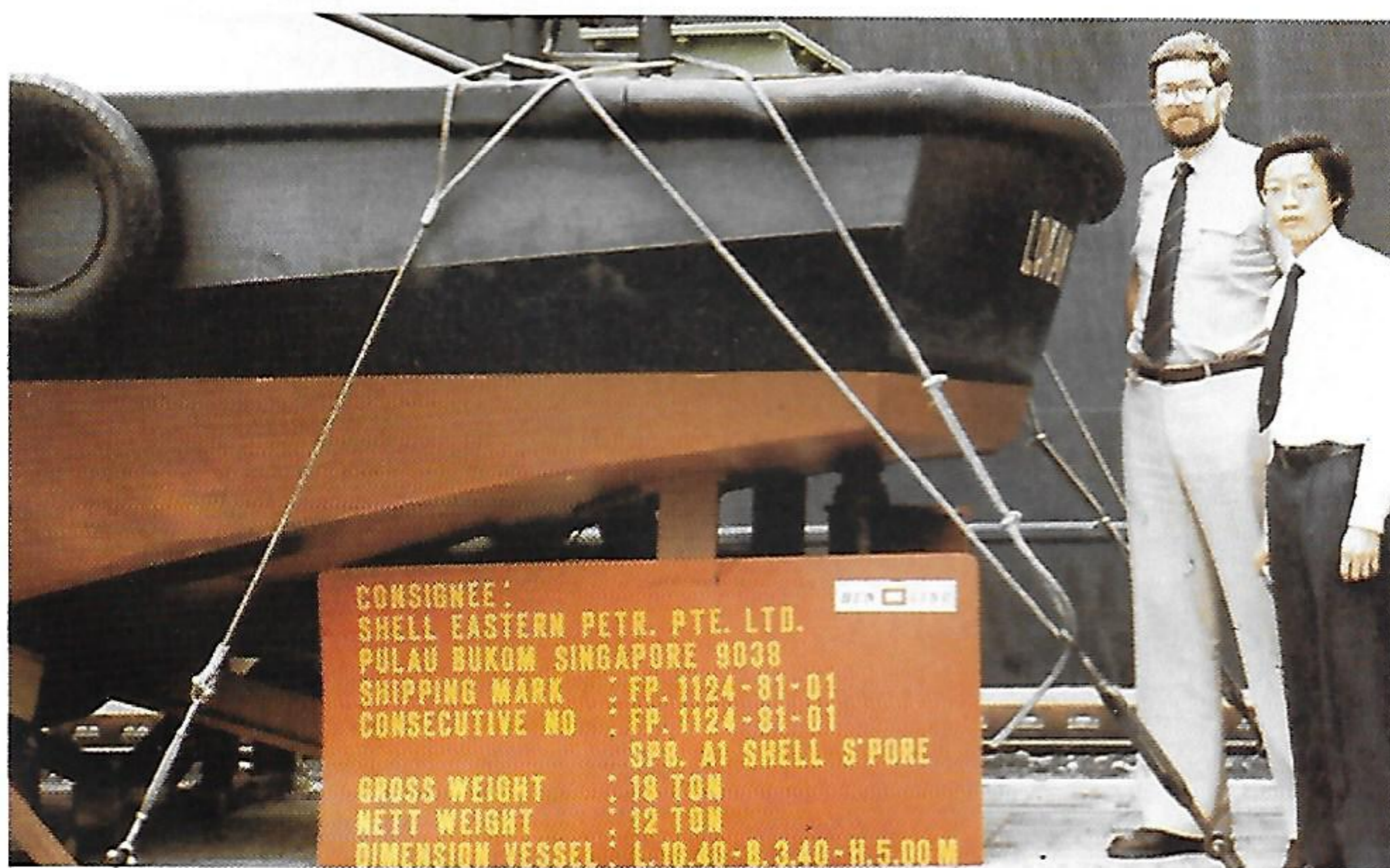


The Petroleum Division covers distribution to most parts of Northern Ireland of all kinds of petroleum products. Pictured are (left to right) Tom Kerr, Depot Supervisor; Peter Taylor, Customer Sales Representative; and Mrs. Ida Kitchen, Ross Campbell's secretary.



The need for accurate records, strict controls and prompt information makes the Computer Room a vital part of L & H's operations. In the photograph Maurice Boyd, Director of Petroleum Activities, and Susan Quinn, Router and Planner, Petroleum Division, check out some essential data.

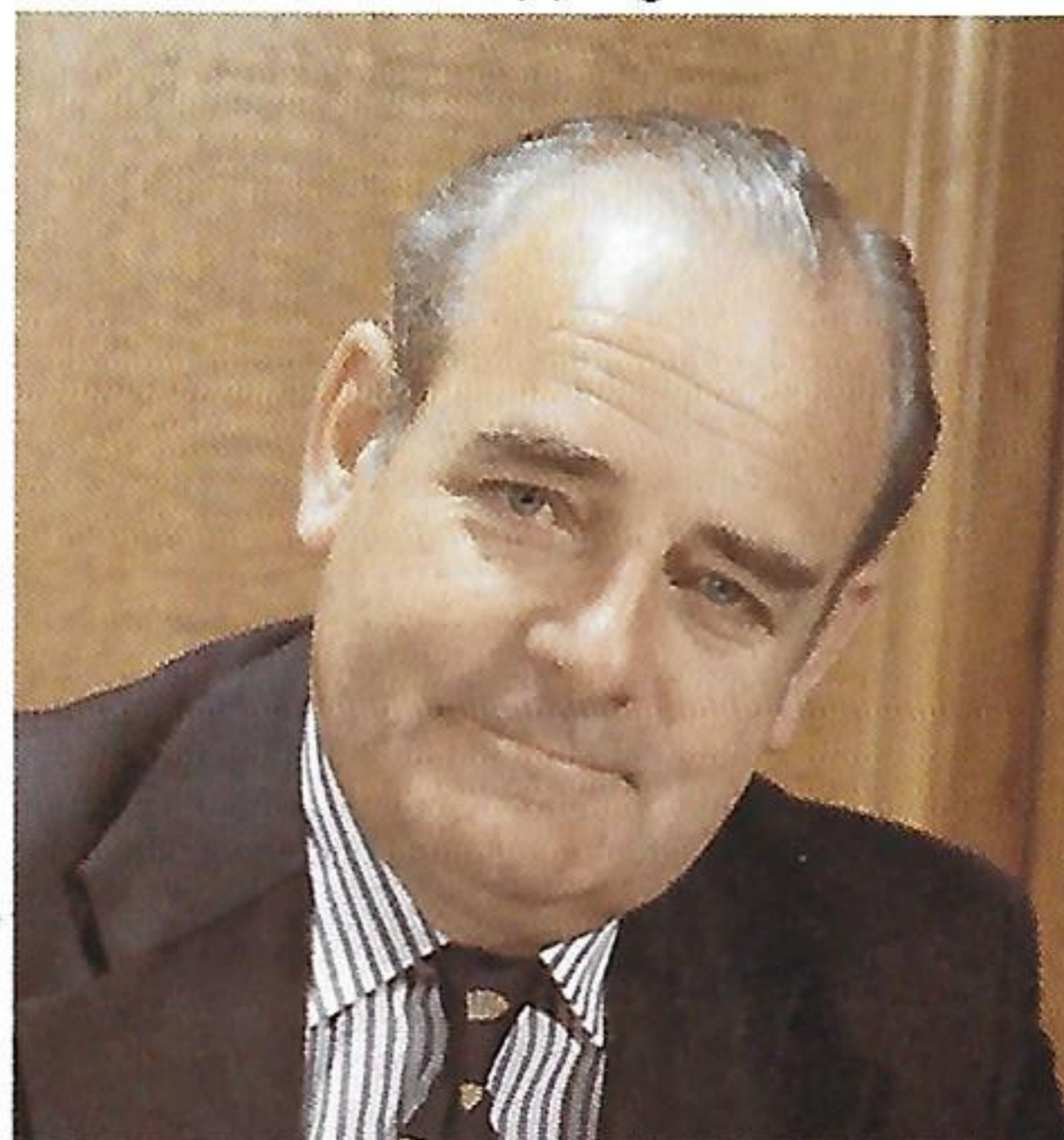
TRIO FROM HOLLAND TO HONG KONG



Three small mooring vessels have been shipped by BLC from Rotterdam to Hong Kong for use by Shell Petroleum there. Photographed at the loading of the boats were Mr. A. Tsang (right) of BLC Hong Kong, who was visiting Holland, and Mr. J. Bussem of Shell International Petroleum Mij B.V.

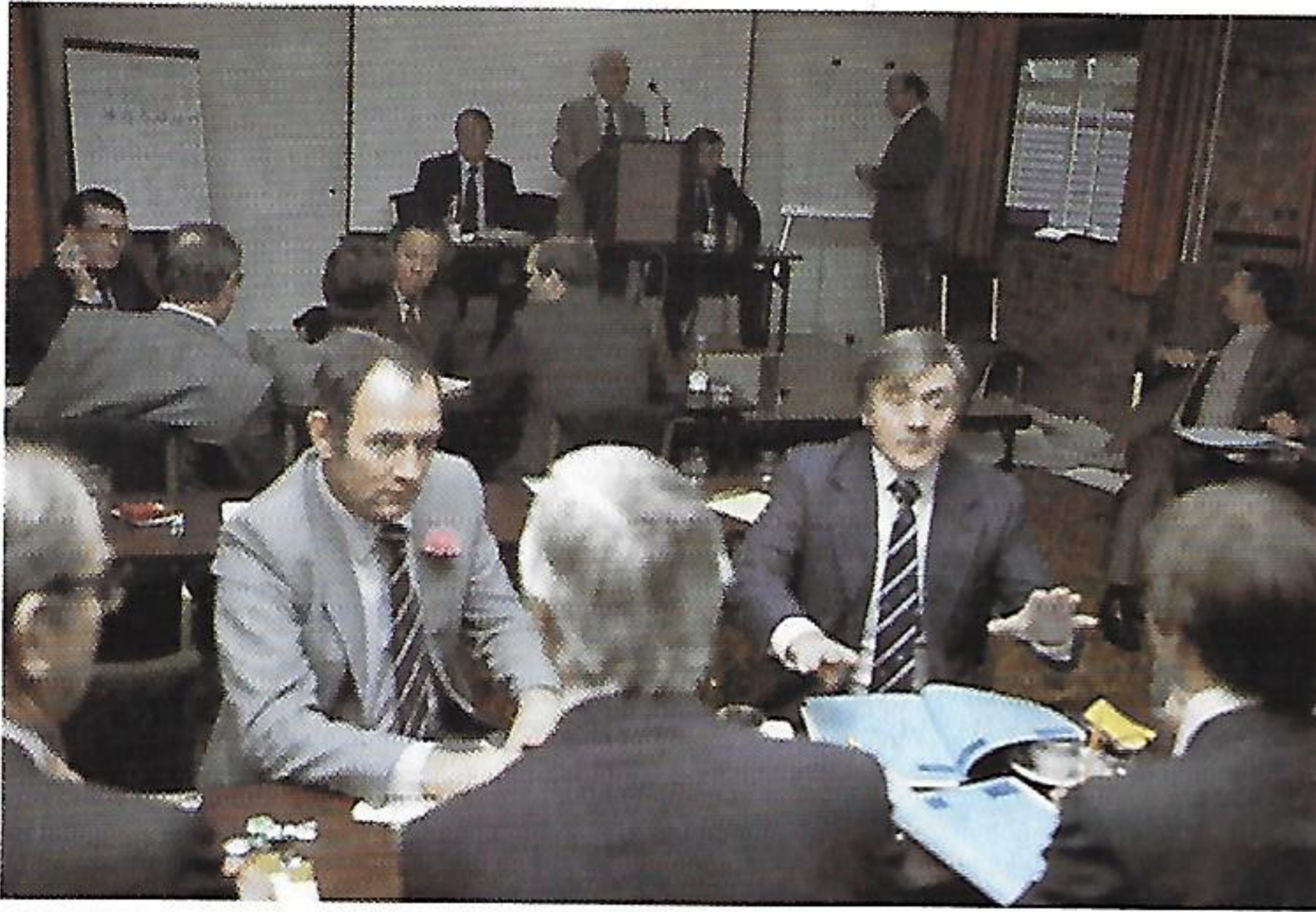
CBE FOR SLATER

Mr. William B. Slater, Chairman of ACT Limited, Chairman of ACT(A), Chairman of Cunard-Brocklebank Limited and Managing Director of the Cunard Steam-Ship Company PLC, has been awarded the CBE in the Queen's Birthday Honours List, for his contribution to British Shipping.



WILLIAM B. SLATER

ACT(A) SALES CONFERENCE — A WINNER



ACT(A) held its 9th Sales Conference recently to help the marketing team improve its salesmanship and provide better service to shippers. The photograph at left shows a partial view of the conference room during a Business Game competition and on the right Roy Davis (centre), General Manager — Marketing, who Chaired the Conference, congratulates the winning team composed of (left to right) David Nicholls, North-West Region; Kevin Wilson, North-East Region; Allan Johnston, Scottish Region; (Mr. Davis); Keith Aston, Midland Region; Philip Greenidge, ACTA Pty Ltd., Australia; and Alan Shirtcliffe, Southern Region.

1,000 TONNE CAKE



A "thank you" cake was presented to Röhlig & Co. of Hamburg in appreciation of their having shipped 1,000 freight-tonnes of LCL cargo in the first half of 1982 from Hamburg to Australia. The cake was a gift from ACT(A)'s agents in Hamburg, Menzell & Co.

In the photograph, Mrs. Hinrichs (left) and Mrs. Ellerbrock of Röhlig's Australia Department show the large cake to their colleagues. The decoration, which features the names of ACT, Röhlig and Menzell, highlights the excellent relationship existing between the three companies.

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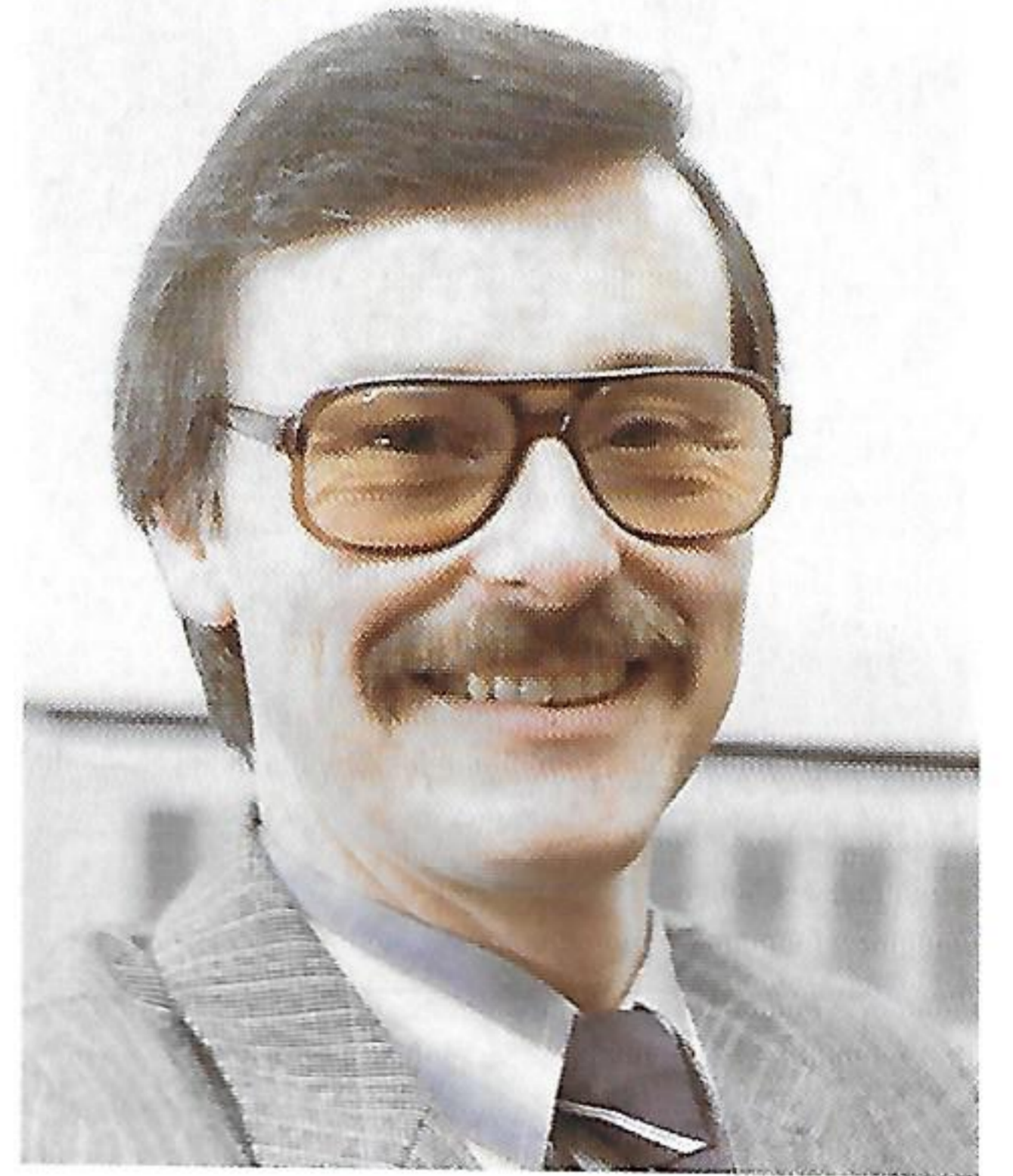
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NEW MARKETING MANAGER FOR ACT(A)

Mr. David Haigh has been appointed Marketing Manager of ACT(A). He will take up his new appointment on February 1, 1983, moving from ACT(A)'s Liverpool Office, where he has been Sales Manager for the North-West Region.

Mr. Haigh joined ACT(A) at Manchester in 1969 and was appointed Sales Manager in 1973. Prior to joining ACT, he spent five years with Leopold Walford Forwarding Agents and seven years with a French forwarding agent, Mory, at Manchester Airport.

David Haigh is married with two sons. In his leisure time he is Secretary of Poulton Youth Football Club, the largest youth football club in Europe, with 46 teams. He also plays badminton and is an avid stamp collector.



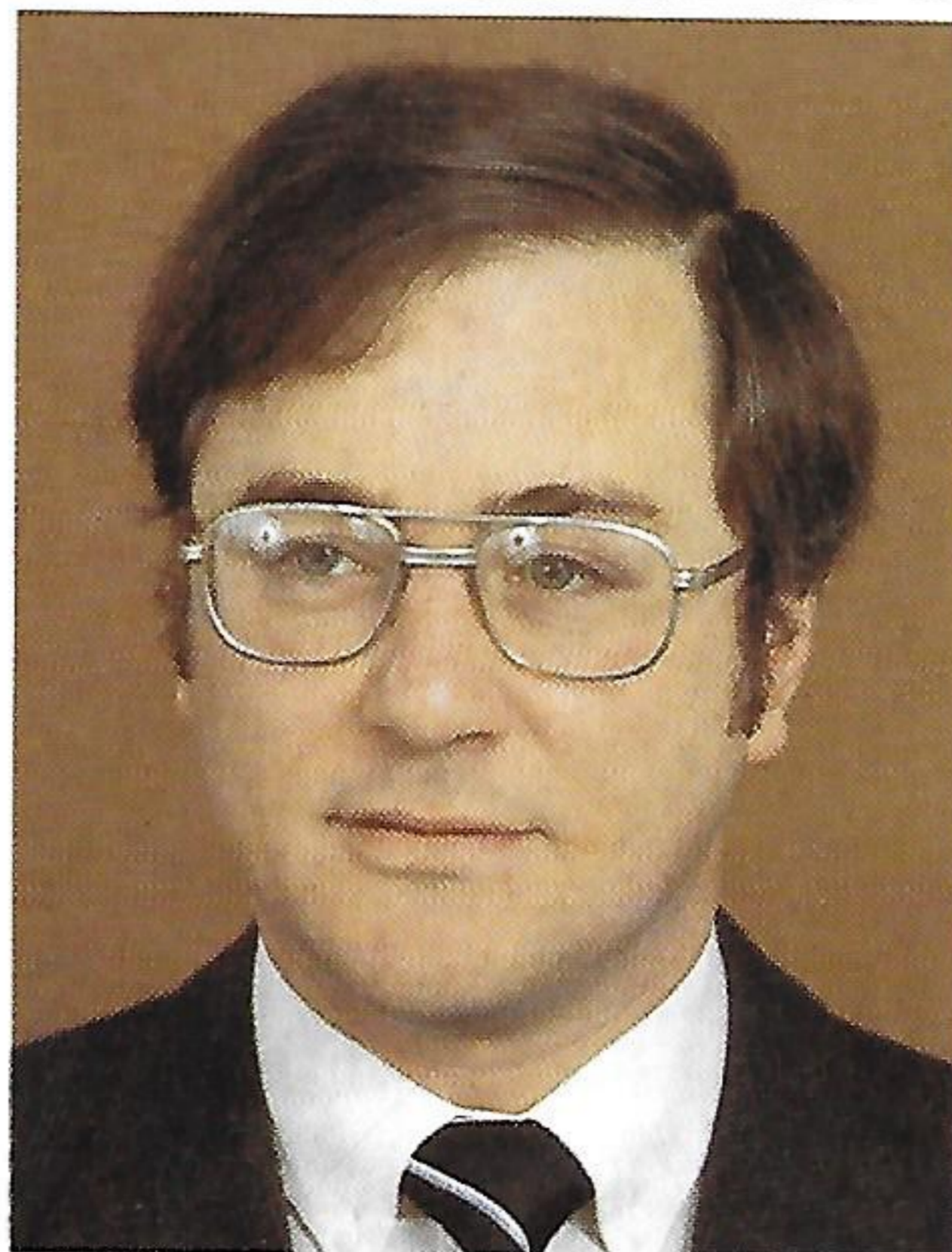
DAVID HAIGH

HODSON APPOINTED NORTH-WEST REGION SALES MANAGER

Mr. Martyn Hodson has been appointed Sales Manager of ACT(A) for the North-West Region. He replaces David Haigh and will move to his new position on 1st January 1983.

Mr. Hodson joined ACT(A) at Birmingham in 1969 from the shipping department of a civil engineering firm. Prior to that he had been in the shipping department of Dunlop for three years.

Birmingham-born Martyn Hodson is married with two children and in his leisure time enjoys climbing and shooting.



MARTYN HODSON