

**act**

# news

AUTUMN 1986



# Freightliner Helps ACT Lines Speed Containers Door-to-Door in the UK

Members of the ACT Group helped pioneer the concept of through transport door-to-door container service, and in the UK they have had excellent co-operation from Freightliners Limited with whom they have arrangements to carry containers between container depots and the ports they use. These trains travel at speeds of up to 75 miles per hour and the containers are transported on specially designed railway wagons.

The original Freightliner idea was introduced and developed by British Rail in November 1965 between London and Scotland and was designed initially to handle domestic business, i.e. traffic between the manufacturer and the customer in the UK.

However, today Freightliner's business is dominated by the movement of maritime containers, both for the deep sea trades and to Europe, and everyday 50 trains provide links between the country's major industrial conurbations and the principal container ports of Tilbury, Southampton, Felixstowe, Seaforth and Greenock. These regular services can be supplemented by special trains to some of the smaller ports on an intermittent basis.

Many trains, known as common user services, are available to all exporters, importers and shipping lines on a first-come-first-served basis. These regular services operate to a published timetable similar to passenger trains. In addition, however, there are dedicated services and the ACT Lines are deeply involved in these through ACT Services' contract with Freightliner.

## Our Cover

The ACT Lines have used Freightliners since 1969 and they currently move some 60,000 containers a year by this system. Our cover photograph shows a Freightliner train preparing to leave the Southampton terminal.

The wagons used have a carrying capacity of 3 x 20' TEUs and 62 tonnes gross container weights. They are joined together in multiples of five wagons by rigid couplings, thereby eliminating shunting movements and affording a high degree of protection to cargo against



Discussing train loading at Southampton are Rick Pittard (right), Freightliner Control Manager of ACT Services, and Peter Vening, Traffic Manager of Freightliner Terminals, Southampton.

damage in transit. The sets are coupled together in varying train lengths according to the operational requirements, with up to a maximum of 30 wagons on some routes.

Every container and train loaded within the Freightliner system is monitored by an on-line computer linking Freightliner depots, ports and Freightliner Head Office in London. This computer handles all aspects of container transits from pre-booking to final release and the status of each container can be identified and located at any time during transit.

ACT Services operates a fleet of dedi-

cated road transport vehicles and Freightliner terminals are specially designed to facilitate the smooth transfer of containers to and from trains to their lorries. This operation is carried out by very large rail-mounted gantry cranes, some of which are capable of spanning 11 road and rail tracks.

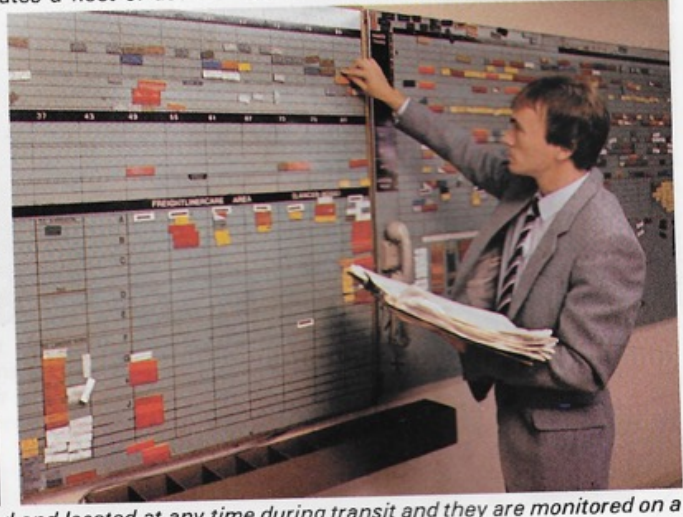
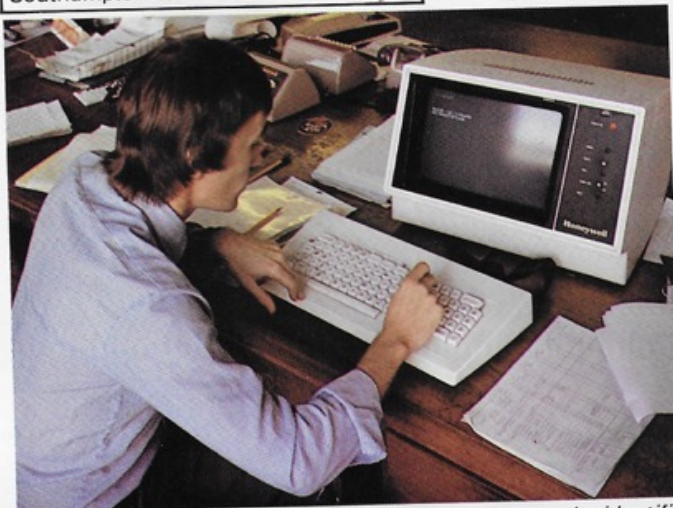
At the other end of the scale, Freightliners are able to make arrangements for the handling of trains by use of mobile cranes and available sidings, thereby facilitating collection or delivery of containers to special customers whose premises are not located within easy reach of a Freightliner terminal. ACT Services regularly makes use of such an arrangement which, despite its "ad hoc" nature, works extremely smoothly.

## REQUIREMENTS

When ACT Services renewed its annual contract on behalf of the ACT Lines earlier this year, Managing Director Bill Campbell expressed his satisfaction with the quality of the service which Freightliners had provided, which enabled ACT Services to meet the exacting requirements of shippers and importers.

The ACT Lines have used Freightliners since 1969 and currently move 60,000 containers a year through the system. This demonstrates the reliance that the ACT Lines place on Freightliners' continuing ability to provide reliable and cost-effective transport.

Bryan Driver, Chairman and Managing Director of Freightliner, says: "Freightliner have enjoyed what I hope has been a mutually beneficial association with ACT for a long period dating back to the early 1970s. I am very satisfied with the professional and totally businesslike way in which we have worked together at all levels. I look forward to Freightliner serving ACT for many years to come with continued benefit to both companies."



Every container loaded on the Freightliner system can be identified and located at any time during transit and they are monitored on a continuing basis.

# ACT to Provide <sup>Even</sup> Better Service with DISH

The desire of the ACT Group to improve the efficiency of international trade blends successfully with its commercial and computing expertise in the DISH (Data Interchange for Shipping) project – an exciting development which will link participants in the international trade “transaction chain” by electronic means.

Many companies involved in shipping have now developed or purchased sophisticated computer systems, which can be obtained ever more cheaply. As a result, the use of paper to transfer infor-

Group 2 – TG2 chose a communications network.

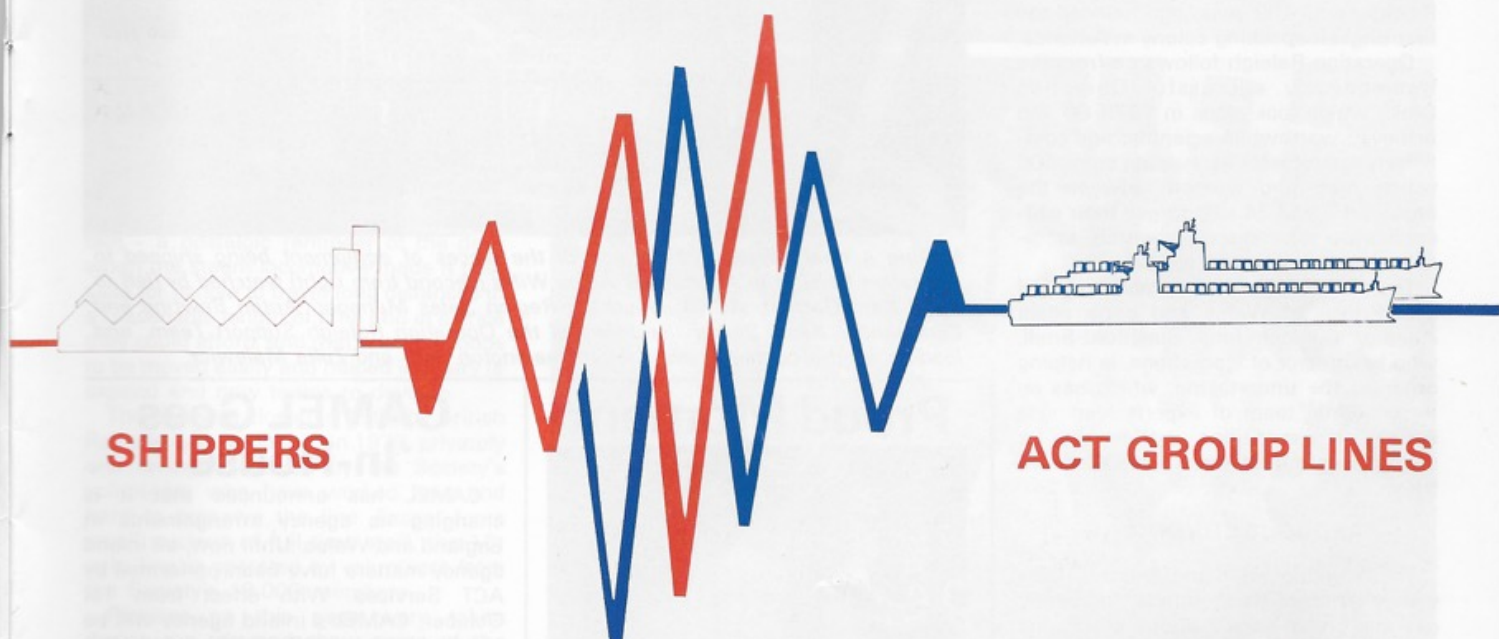
Group 3 – TG3 is resolving legal questions.

Group 4 – TG4 is organising the trials.

A fifth task group has been assembled to evaluate future development such as imports, links with HM Customs, banks and insurance companies and extension into Europe. Once again ACT are participating fully.

developments will be determined. It is ACT's belief that the trials will prove successful, that further exporters will join subsequently and that the concept will spread beyond its initial restriction to deep sea export consignments, with the same principle being extended to importers.

Whilst the companies taking part at present may have all the resources and expertise to embark on such a development, size is no prerequisite for further participation. Any exporter or forwarder



**SHIPPERS**

**ACT GROUP LINES**

mation between computers appears increasingly anachronistic.

The DISH project, by developing a series of standard messages and arranging a communications network through which they can be exchanged, now makes electronic interchange possible.

A pilot scheme to prove the practicability and cost-effectiveness of the DISH concept will begin on October 1st of this year. Preparations began in October last year when a group of exporters and shipping companies met for the first time to consider the concept. They decided to co-operate in an attempt to create an industry-wide standard for data interchange.

It was recognised that for individual exporters to create their own links with individual shipping companies would lead to a plethora of connections and messages. Speed was therefore of the essence in obtaining agreement on messages and getting the trial under way.

Accordingly, four “Task Groups” were assembled and ACT has made a full contribution in representatives and back up resources to each of them:

Group 1 – TG1 designed the messages.

Of the original 17-member group, several members (five shipping companies and at least four exporters) agreed to participate in the trials. These will last for three months using live data. The participating companies will exchange booking data, shipping instructions, Bill of Lading details, freight invoice details and sailing schedule updates.

ICL, an established supplier of computer network services, such as TRADANET for the retailing industry, are providing the network for the trial scheme. The network provided will be “passive” in that each participant accesses the network independently, using his own method of connection, to send messages and to receive them.

Also deeply involved in the Trials Group is SITPRO (Simplification of International Trade Procedures Board) who are contributing their wide knowledge of standards and acting as “honest broker” for the project; for instance, as guardian of its funds. Additionally, they are supplying “Interbridge”, a program for converting computer data files into interchange files which obey the United Nations and Economic Commission for Europe standards for Trade Data Interchange (TDI).

The experience of the trials will be reviewed early in 1987, when future

can use, for instance, the SITPRO SPEX II computer package which includes a TDI message for communicating shipping instruction data (from an exporter or forwarder) to a carrier and that message will be modified to meet DISH standards.

ACT believe that DISH presents opportunities to:

- Reduce paperwork and its associated costs.
- Reduce data entry overheads in the computer system of the receiver of data (whether it be the customer or ACT).
- Reduce errors.
- Achieve better timing; for instance, the early receipt of a shipping instruction could mean earlier availability of the Bill of Lading.
- Speed up the Invoice/Payment cycle.
- Achieve standardisation before it is too late.
- Make available data from ACT Group Lines' own computer systems.

In conclusion, the ACT Group expects to use DISH to provide an even better service to its customers.

# ACT(A) Lends a Helping Hand

Logistics are vitally important in keeping Operation Raleigh's world-wide activities running smoothly and ACT(A) is one of the many companies supporting the project - it is transporting essential equipment that will enable Operation Raleigh to carry out its programme in Australia.

A four-year project running until 1988, Operation Raleigh is providing 4,000 young people with the opportunity to carry out research and community work and to participate in high adventure around the globe. The theme of the project is "science and service" and it is named after British explorer Sir Walter Raleigh, who 400 years ago founded the first English-speaking colony in America.

Operation Raleigh follows on from the tremendously successful Operation Drake which took place in 1978-80 and achieved worthwhile scientific and community task objectives, helping some 400 young men and women between the ages of 17 and 24 to improve their self-confidence and discover within themselves the qualities of leadership.

The patron of Operation Raleigh is HRH The Prince of Wales and once again explorer Colonel John Blashford-Snell, who is Director of Operations, is helping organise the undertaking, which has an international team of experts leading a series of expeditions world-wide for young people from more than 25 countries.

## ARDUOUS CONDITIONS

These young men and women, from widely different backgrounds, frequently operate under very arduous conditions and in environments that are very different from those to which they are accustomed. They work together on exciting and worthwhile projects set up by multinational teams of experienced explorers and scientists. Climate and terrain vary from high, cold mountains to hot, humid jungles and from dry deserts to icy wastes.

Each "venturer", as the volunteer participants are called, is in the field for one "phase" of the project - approximately three months. In the UK, special emphasis is currently being given to encouraging youngsters from the deprived inner city areas to apply for places on Operation Raleigh.

In the accompanying photograph, equipment is being loaded into an ACT container for shipment to Cairns, Australia, where it will be used in underwater exploration, marine biology studies and scientific investigations along the Great Barrier Reef and Northern Seaboard of Australia. Other equipment being carried by ACT(A) is for use in mountaineering and caving as well as for community projects such as building first aid posts, irrigation projects and repair work in the remote areas of Northern Australia, all in close co-operation with the Australian government.



Making a final adjustment on one of the pieces of equipment being shipped to Operation Raleigh in Australia is Adam Willis (second from right) watched by (left to right) Sam Garnett, ACT(A) Southern Region Sales Manager; Anton Bowring and Commander Keith Somerville-Jones of the Operation Raleigh Support Team; and loading on the container are Simon Headington (left) and Zofia Malewicz.

## Proud Moment



Len Fiddock, who until his retirement was General Manager of ACT(A) responsible for the European/Australian/New Zealand trade, received his MBE from HM The Queen recently and is pictured at Buckingham Palace immediately after being presented his new honour.

## Pace Trade

ACT(A) and Transatlantic, the partners in the Pacific Australia Direct (PAD) Service, have announced that as from October 1986 they will be further expanding their services to shippers between the West Coasts of Canada and the United States and Australia.

## CAMEL Goes 'In-House'

CAMEL has announced that it is changing its agency arrangements in England and Wales. Until now, all inland agency matters have been performed by ACT Services. With effect from 1st October, CAMEL's inland agency will be handled by Cunard-Brocklebank Ltd. who also manage the Line.

The change brings to an end a long and successful association between CAMEL and ACT Services. Says CAMEL Director Alasdair MacVean, "Both we and our customers have had top quality service from ACTS over the years and we have enjoyed working with them at all levels. They are an extremely professional and dedicated organisation." The reasons for the change, he goes on, are "primarily to house CAMEL sales and agency functions under one roof - our salesmen are already based at Cunard-Brocklebank offices - in order to make customer contact with CAMEL both quicker and simpler.

CAMEL is actually managed by Cunard-Brocklebank who already have extensive agency coverage for other trades. It makes sense, therefore, to bring CAMEL's agency function 'in-house'," adds MacVean.

Hargreaves Shipping will continue to act as CAMEL's agents in Felixstowe.

Acting independently, Transatlantic will continue to operate the PAD ro-ro service and ACT(A) will continue in the trade by extending their ACT/Pacific America Container Express (PACE) Service, utilising an additional three container vessels.

# A TOUCH OF NOSTALGIA

EHCL invited a group of their customers and families to join them for a day's outing on the Severn Valley Steam Railway in July to thank them for their continued support.

EHCL Sales/Marketing representatives Stanley Armstrong and Michael Partridge acted as hosts and the group left Kidderminster Station on Britain's premier steam railway for the scenic trip to Bridgnorth. They had lunch on the train as it passed through picturesque towns and breath-taking scenery.

On arrival at Bridgnorth, the group had the opportunity of visiting the town, enjoying the riverside walks and the panoramic views. Tea was provided at the interesting "Back of Beyond" restaurant at Bewdley, near the station, before beginning the return trip and on arrival at Kidderminster Station, drinks were offered at the "King and Castle".

The Severn Valley Steam Railway has the largest collection of working steam locomotives, coaches and wagons in Britain - a nostalgic reminder of the days when the steam locomotive made it possible for people to travel long distances in a reasonable length of time and at a price they could afford, and that enabled goods to be moved easily and helped industry to expand and new towns to develop.

The line was closed in 1963 by British Rail and was re-opened in 1970, privately and lovingly restored by the Society's volunteers who have worked long and hard to preserve the line. Except for a small nucleus of full-time staff, the 16-mile line is operated by volunteers from the Society's 13,000 members.

Pictures on this page were taken during the trip and show some of the guests.



# GROWTH OF THE YUCCA



*Yucca plants being grown by Mayacrops in Guatemala (photo left) for export. In the photo at right, sections of yucca cane are cut prior to being packed for shipment to Europe.*



*Pallets of yuccas being loaded at the Mayacrops farm.*



*Harrison Line containers en route to the port of Santo Tomas de Castilla where they will be loaded by Transmares S.A., Harrison Line's agents in Guatemala, onto Harrison's M.V. Author.*

The yucca plant has become increasingly popular in Europe over the past decade or so and this is mainly due to the efforts of A. van den Akker B.V. of the Hook of Holland, one of Europe's leading importers/exporters of exotic plants.

In 1974 when the company began importing yucca cane (yucca elephantipes) from Central America, the plant was largely unknown in Europe. With the assistance of Harrison Line, v.d. Akker's import of the yucca has grown and grown and today yucca plants can be found virtually anywhere in the UK and on the Continent.

The yucca cane requires careful handling and strictly controlled temperatures during shipment to ensure that it arrives in prime condition at v.d. Akker's premises, where it is planted and nurtured with attention and expertise in their greenhouses until ready for sale and export.

A. van den Akker are well known not only for their work in pioneering the introduction of the yucca plant in Europe, but also for the wide range of other plants in which the company specialises.

The company handled over 15,600,000 plants during the past year and they



*Partial view of the refrigeration control panel on Harrison Line's M.V. Author. At sea temperatures are carefully monitored and strictly controlled to ensure that the yucca arrives in prime condition.*

exported to 18 countries. At any one time v.d. Akker have one and a half million plants in their greenhouses in the Hook of Holland.

Approximately 50,000 yucca canes are shipped in each 40-foot Harrison Line container and the plants are grown in the greenhouses for up to three months before going to auction where they are sold to large customers and buyers who come from all over Europe to the Westland Flower Auction, Westland being known as "The Garden of Europe".

In addition to Central America, v.d. Akker imports from Mexico, the U.S.A., Puerto Rico and Australia. When plants

are ready for export, they may be shipped overland or by sea to large customers located in the UK, Belgium, France, Italy and Germany and to the Middle East.

Harrison Line carries the yucca plant in refrigerated containers to the Port of Amsterdam where the boxes are unloaded off the ship and despatched direct to v.d. Akker's premises or the Customs Depot located nearby, where they are given almost immediate Customs' clearance and can be unloaded at the proper temperature.

The plants are then potted at once and placed in the greenhouses to be given expert care and vigilance until ready for the market.

v.d. Akker's Managing Director, Mr. Arie v.d. Akker, says that their association with Harrison Line has been excellent and he said that he appreciates the co-operation he receives from the Line and their agents in Holland, Conva B.V.



After the containers are unloaded at the Port of Amsterdam, they are taken by road to v.d. Akker's premises in the Hook of Holland, passing through typical Dutch landscapes.



On arrival at v.d. Akker following Customs Clearance, the container is opened and the cane is inspected by (left to right) Kees Verhoven of Conva B.V., Harrison Line's agents in Holland; Arie van den Akker, Managing Director, and John Stolze, Plant Manager, of A. van den Akker.



The cane is placed in the extensive greenhouse network of Akkers and grown for up to three months before it is ready to be sold to customers. During that time it is kept at constant temperature and humidity and meticulously taken care of by experts.



The cane is immediately potted by workers at the Akker greenhouses, a job using a combination of machine and people.



At the Westland Flower Auction - "The Garden of Europe" - Marja van den Akker (centre), shows Conva's Kees Verhoven (left) one of the plants ready for purchase by the wholesalers and large customers who visit the Auction. On the right, an employee of Westland lends a helping hand.

# China - A Growing Challenge

Since the 1850s when Ben Line's sailing barque "Araby Maid" first entered the Far East, signifying the start of the Company's long association with the Orient, China cargo has represented an important segment of Ben Line's business in the region.

This remains especially true today as China continues to open its doors to the many world markets, which has come about as the result of the new economic policies introduced under the premiership of Deng Xiaoping.

Hong Kong has for many years been an important trans-shipment point for China cargo and since the clarification of the 1997 issue, Ben Line Containers has seen an increase in the volume of China cargo (particularly exports) handled through the port of Hong Kong. BLC's participation in the trade has increased to the extent that they now accept cargo

are situated in the North-East, adjacent to the coast or located in the main river basins, and it is from these areas that the majority of China's exports emanate. One problem that has emerged as a result of China's recent tremendous trade growth is congestion at the main entry/export points and, whilst great steps are being made to improve the ports, China, by her own admission, agrees she cannot yet handle her total container throughput requirements.

This is not solely due to inadequate port facilities, but also to the lack of a suitable transport infrastructure to handle container movements through to the hinterlands of the major ports. It is important to note that several of the container ports visited by Ben personnel are modern and already geared to handle greater throughput when their landside transport capabilities are upgraded.



Map showing the China coast and ports served by BLC.



China cargo being consolidated at Hung Hom Rail Terminal.

from more than 40 regions in the People's Republic of China (PRC) which is delivered by a variety of different modes to Hong Kong, such as lighter, barge junks or rail.

The actual movement of cargo within the PRC is handled by one of the state controlled shipping and forwarding bodies such as Sinotrans and Penavico along with the co-operation of their local representative offices in Hong Kong such as China Resources, Farenco, China Merchants and China Travel, and BLC has close working relationships with all of them.

The PRC is made up of some 9.6 million square kilometres and has terrain varying from fertile river basins to large expanses of desert and vast mountain ranges; therefore, as can be imagined, the actual movement of cargo to the main ports presents a considerable challenge to BLC and its agents in China.

The main industrial centres in China

Although there are many direct sailings from the PRC, these are not sufficient to offer a regular liner container service to the required range of foreign destinations, whereas Hong Kong as one of the busiest container ports in the world served by many of the world's large liner operators does offer frequent sailings to most of the main destinations in the world. Hence, China is prepared to channel a lot of its trade through this port.

Given that it is not feasible to have large volumes of export cargo loaded direct onto main line vessels at Chinese ports, BLC, in conjunction with its Chinese colleagues, is able to make suitable arrangements to have the cargo delivered breakbulk to Hong Kong, where it is packed into containers and shipped in the same manner as local container cargo to Europe.

Alternatively, BLC can containerise cargo in China which is then shipped on a feeder vessel from the Chinese port for

oncarriage to Hong Kong. Again, in this instance, the operations are carried out by BLC's representatives, Sinotrans and Penavico (China Ocean Shipping Agency). To facilitate the movement of containers to connect with the main line vessels to Hong Kong, there are regular feeder services from the northern area ports such as Shanghai, Tianjin (Xingang), Dalian and Qingdao.

Although Ben Line does not maintain a PRC office, Ben representatives visit the agents and the many State run export corporations in China on a regular basis, which gives the opportunity to review current operational procedures and update suppliers on the requirements of the European consignees and resolve any marketing problems that might arise.

One area on which it is necessary to spend a lot of time is communications in China, which are complex and often time-consuming to arrange. Although links with the mainland from Hong Kong are improving, it is still common for Ben Line staff to have to wait for up to half a day for a successful telephone connec-



Partial view of Tianjin Container Terminal which provides shippers with the most modern equipment available.

tion from their Hong Kong Office and when they do eventually get through, it is necessary to converse in Mandarin, the principal dialect in China.



Ben Line's Hong Kong staff have been encouraged to take language lessons to overcome this problem and many of the staff are now proficient in this tongue, in addition to English and their native Cantonese.

Ben Line's business with the PRC is based on two-way trade and BLC accepts Eastbound cargo for the majority of destinations in the PRC on a through Bill of Lading. Relationships with the Hong Kong trans-shipment agents and feeder operators have been developed over the years and Ben Line can now offer regular connections to the PRC through these operators for both containerised (FCL) and breakbulk (LCL) cargo.

Even despite the severe congestion experienced in many PRC ports during 1985, BLC managed to forward the cargo without any serious delay, due to its established connections with the on-carriers who were usually able to overcome berthing delays, etc.

In addition to their trans-shipment service to and from Hong Kong, consignments for Northern China can also be fed through Japanese ports. This is another example of BLC's service flexibility for China cargo.

## PROJECT CARGO

In 1985, BLC carried numerous shipments of project cargo into the PRC, including machinery, chemicals and raw materials to meet the increasing demands of PRC manufacturing sectors. To meet these specialist requirements, BLC provide special containers to cope with almost any type of cargo and can also arrange for delivery of hazardous or large uncontainerised shipments.

Ben Line is also able to provide its customers in Europe with up-to-date information on the Chinese on-carriage options available to them, along with the relevant costs. This is possible because all the information is held on one of Ben's computers which is up-dated at regular intervals by BLC's Hong Kong office who produce information sheets on all feeder options and costs for use by BLC agents in Europe.



*A BLC container at a customer's premises. China is continuing to expand her trade with Europe as the result of new economic policies.*

China has seen her export image change from a purely agricultural one to a manufacturing economy in recent years to the extent that she is now a sizeable exporter of manufactured goods to Europe and the rest of the world. Her export commodities cover a wide range, including agricultural products, food-stuffs (occasionally Thousand Year Old Eggs!), textiles, clothing, machinery and shoes.

It is noticeable that the quality of PRC manufactured goods has much improved in recent years as the PRC begins to compete with their Asian neighbours in the same export markets.

For Ben Line, it is quite typical for the trains arriving at the Hong Kong rail-heads from China to contain numerous breakbulk parcels which must be immediately consolidated into the waiting containers, ensuring that units for various destinations are fully utilised. BLC recognises the importance of strictly observing the sensitive packing requirements that must often be complied with to ensure delicate cargoes are not contaminated and hazardous shipments are adequately segregated.

To help achieve this high standard of service, BLC's appointed surveyors are

on call 24-hours-a-day to assist with any problematical cargo arriving at one of the three main railheads, or the various lighter terminals that handle China trans-shipment cargo, to ensure that the best possible packing of the containers is done.

China is redeveloping her strong trading links with Europe. Ben Line is making a commitment to the China trade and



*A Ben container pictured on the Shen Zhen Road near the Hong Kong border with China.*

although this is time consuming and on occasions questionable as far as profitability is concerned, it recognises that a well organised, effective service to China is a necessary part of BLC's overall coverage of the trade between Europe and the Far East.

As China continues to expand her trade with Europe, so Hong Kong will remain an important gateway for their imports and exports. Ben Line will continue to develop and build upon the strong links with its Chinese contacts and friends in Hong Kong and throughout China.

The Ben Line Hong Kong office recognises this growing challenge and welcomes the opportunity to participate in this existing trade in the most effective manner possible to serve its customers.

**Note:** This article was submitted by David Keith-Welsh, Manager Ben Line Hong Kong, who has travelled throughout China on Ben Line business.



*Pictured at a banquet with representatives of Dalian Sinotrans (state controlled shipping and forwarding agency) are David Keith-Welsh (second from left), BLC Hong Kong Manager, and Hon Lam (right), BLC Hong Kong Marketing Manager.*

# ACT Services' Powerful New Computer

When ACT Services implemented its new Burroughs A10 computer recently it was the first operational A10 system in Europe and despite being a European "first", the installation was completed in a weekend.

This marked the successful completion of a further stage of a £1.1 million order for computer, peripheral and terminal equipment placed by ACT Services with Burroughs.

The need for a more powerful computer to replace the then operational Burroughs B6900 system was recognised in April 1985 when the B6900 was at or near its capacity limitations in several key areas. The Computer Department of Management Services carried out an evaluation of appropriate computer systems and proposals for replacement hardware and software were obtained from a number of major suppliers.

After thorough evaluation, it was decided to place the order for a replacement computer system with Burroughs. The A10, incorporating the latest developments in computer processing and memory technology, represented the most appropriate replacement for the B6900.

## CAPACITY LIMITATIONS

Migration from the B6900 to the A10 system was completed in two stages. As the A10 itself would not be available for delivery until May 1986, and to overcome the capacity limitations of the B6900 in the short term, Burroughs installed an A9 system which took over the computer processing load from the B6900 in February 1986. At the same time, the disk, tape, printer and data communication sub-systems were completely replaced.

The installation of the new peripherals had made it possible to install, commission and test the A9 system alongside the B6900 whilst the latter was in daily operational use. No such luxury was possible with the subsequent installation of the A10, which had to be completed over a weekend.

At the close of business on Friday, the A9 was switched off. On Saturday a team of Burroughs' engineers and ACT Services' computer operations and software staff started to implement and test the A10. On Sunday evening the first operational A10 in Europe was ready for use.

The A10 system provides a significant increase in capacity and processing power over its predecessor, the B6900, and will enable ACT Services to continue to develop its advanced computer systems, thereby improving still further the range and quality of service offered to the ACT customers.

Together with its peripheral and terminal equipment, it represents a significant capital investment and is a further indication of the commitment of the ACT Group to remaining at the forefront of international container transport.



Checking on an import tape for processing in ACT Services' A10 system are Brian Creighton (right), Computer Operations Controller, and Simon Diaper, Computer Operator, while Paul Hannant (left), Shift Leader, is inputting information into the system.

## KM Director

John Webb has been appointed to the Main Board of Killick Martin & Company Limited, BLC's principal agents in the UK.

He joined Killick Martin in May 1977 and in September 1979 he was seconded to Ben Line in the Far East for two years returning to the UK in 1981 as Assistant engaged on BLC's Far East Trade.

In the photograph John Webb (centre) discusses BLC business with J.E. Robinson (left), Export Marketing Manager, and R.C. Geary, Sales Representative, of Killick Martin.



## Bowl in One



The Annual BLC Golf Tournament, held at Eaton Golf Course in Chester recently, was won by Brian Robinson, Export Manager of ICI Pharmaceuticals, Macclesfield. In the photograph, Brian (left) is presented with a crystal bowl by Neil Kennedy, a Director of Henry Tyrer and Company Limited, BLC's agents in the North-West, who organised the event in which more than 20 customers participated.

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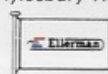
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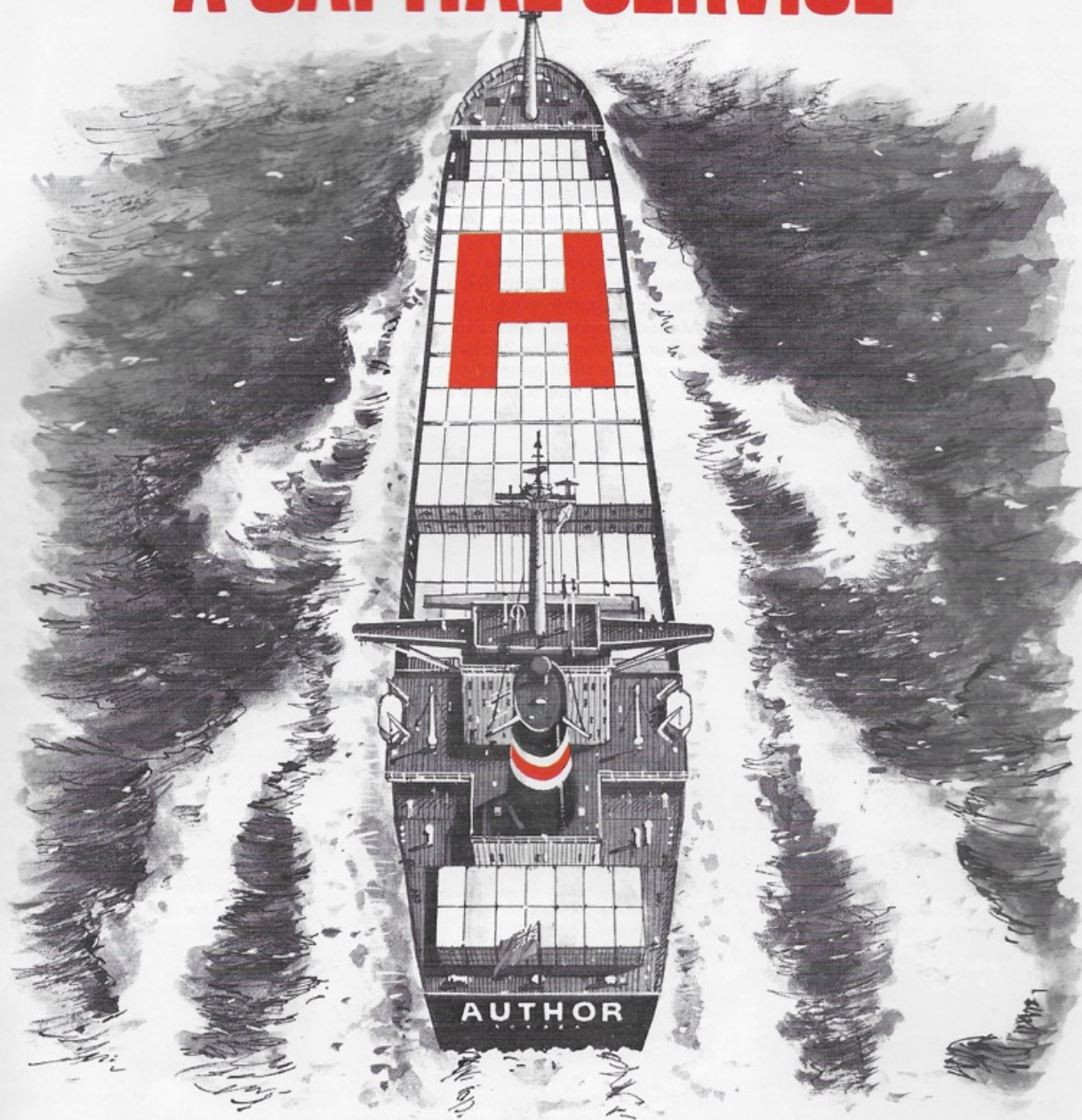


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# A CAPITAL SERVICE



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# ACT(A) Sponsoring 'Kiwi Express'

ACT(A) is the major sponsor of Dick McBride and his revolutionary "Kiwi Express" in the BOC Challenge Round the World Single-Handed race which began August 30th at Newport, Rhode Island (USA).

The race, described by "Time" magazine as "the most gruelling test of nautical know-how imaginable", covers a 27,000 mile course over a period of nine months with stops only at Cape Town, Sydney and Rio de Janeiro.

ACT(A) also sponsored Dick McBride in the 1982-83 BOC Challenge in which he was one of only ten to complete the race. This time the lanky New Zealander is confident he can win the Challenge in his 60-foot "Kiwi Express" designed by Bruce Farr, one of the world's foremost designers, who conceived three of the leading boats in the Whitbread race.

Farr considers the "Kiwi Express" possibly the fastest 60-footer ever built, weighing only 10 tonnes overall, with a five-tonne keel. Built of composite foam and of fibre monohull construction, the skin is only 35 millimetres thick.

ACT and its member lines have always believed in that same pioneering and adventurous spirit typified by McBride, which is one of the reasons they are sponsoring the New Zealander, whose varied career has included spending time at sea as a fisherman, working as a bulldozer operator, as a photographer for a mining company and in 1972 he headed a dog sled team for a 13-month Antarctic research expedition.

McBride and the "Kiwi Express" made the journey from New Zealand to the UK aboard ACT's third generation container-ship, "ACT 8". The boat was unloaded at



"Kiwi Express" pictured during a trial run prior to setting off on her Round-The-World voyage.

For extra power to windward and better balance off the wind, "Kiwi Express's" hull is fitted with water ballast tanks on each side abaft the cockpit. Scoops are opened to fill the tanks, which provide over two tonnes of additional weight to windward to stiffen up the yacht, or to distribute deck weight.

The sail designer is Tom Schanenburg, designer of "Australia II's" sails in its successful America's Cup challenge.

After completing the race in 1983, everyone was discussing the next race in 1986 and asking the inevitable question, "Will Dick McBride be sailing in three years' time?" His answer to that then was, "Provided I can find a competitive boat, the answer must surely be 'yes'." - he has and he is and ACT will be providing round-the-world support.



During his stay in London, Dick McBride (centre) visited ACT(A)'s Head Office and is shown explaining his route to David Haigh (left), Marketing Manager, and Capt. Tony Sprigings, Operations Superintendent, of ACT(A).



Shortly after arriving at Tilbury on the "ACT 8", Dick McBride (centre) discusses details of unloading with Malcolm Lambert (left), Assistant Sales Manager, ACT(A) Southern Region, and Peter Jackson, Chief Officer of "ACT 8".

Tilbury, where the mast was put in and the vessel was painted and prepared. She then sailed to Port Hamble in the south of England, with two ACT group personnel helping out as crewmen - Derek Mitchell, ACT(A) Sales Representative, and Tristan Howitt of Blue Star Line, who is on loan to ACT(A) in their Planning and Development section.

Dick set sail on his qualifying leg from England to Newport, Rhode Island, on July 15th and arrived there on August 5th. A total of 57 entrants, including two women, applied to enter the BOC Challenge and each had to complete a 2,000 mile solo voyage to qualify, by demonstrating his/her ability to challenge the sea single-handed.

Apart from stringent safety regulations, the only limitations on the design of the vessels are their overall length. McBride's "City of Dunedin", which he built himself and sailed in the last BOC Challenge was a 40-foot steel schooner. He was happy just to complete the race then. This time he is out to win.



Dick McBride sailed the "Kiwi Express" from Tilbury to Port Hamble near Southampton. Helping out as a crewman on the voyage was Derek Mitchell (right), ACT(A) Sales Representative, and also an experienced yachtsman.