



news

AUTUMN 1987



100 Years of an Outstanding Dram

For more than 50 years Ben Line have been carrying Grant's and Glenfiddich scotch whiskies "o'er the sea" from Scotland to markets in the Far East.

This year William Grant & Sons, who produce these famous brands, are 100 years old and, like Ben Line, are still an independent family company with a world-wide reputation for excellence.

It was on Christmas Day 1887 that the first Glenfiddich ran from the stills—just in time to celebrate Queen Victoria's Golden Jubilee—at the distillery deep in the Banffshire highlands and this year the Company is proudly celebrating their first century of achievement.

William Grant, the founder of the Company, was born in 1839, just 14 years after Ben Line was founded. In 1886 with the help of his seven sons and two daughters he began building the distillery with his own hands, in a valley famed for the purity of its water.

Today William Grant & Sons are still owned and managed by the direct descendants of the founder and the Company have become one of the world's largest exporters of scotch whisky.

Grant's, the blend, and Glenfiddich, the world famous malt, are now sold in over 180 countries and it is BLC who transport these fine whiskies to Japan, Hong Kong, Singapore and other countries in South-East Asia.



Discussing a shipment of Grant's and Glenfiddich scotch whiskies to the Far East are Allister Culpán (left), Shipping Office Manager of William Grant & Sons, and Bert Rae of Prentice, Service Henderson, BLC's Scottish agents.

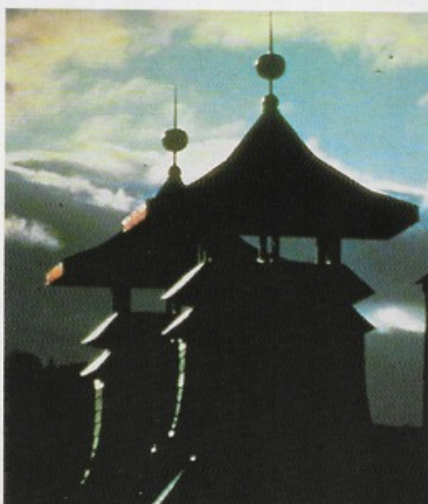
Our Cover

A 40-foot Ben Line container carrying Grant's and Glenfiddich Scotch Whisky is taken off a Freightliner train at Southampton ready for shipment to the Far East by BLC in one of their modern third generation containerships.

William Grant, the son of a Waterloo veteran, became an apprentice shoemaker in the Highland village of Dufftown before serving a period at the Limeworks of Crathie and then as a clerk at a local distillery, where he developed his ambition, which was to become his life's work—to produce the finest malt whisky in the world.

After years of planning, William Grant seized the opportunity to start his own distillery at the beginning of 1886. He had two of the essential ingredients to build his dream—his large family to help him construct his distillery and an abundant and pure source of water.

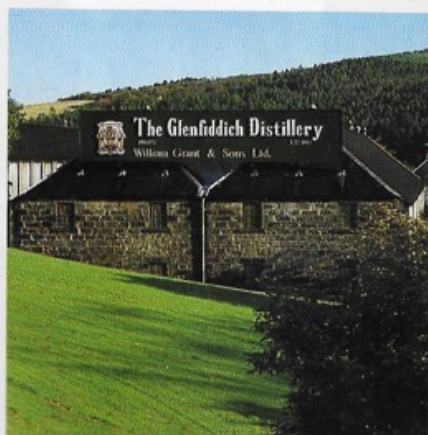
It is said that an old Catholic priest



A typical Japanese scene? No, these are towers at the Glenfiddich Distillery in the Banffshire highlands of Scotland. The Company is proudly commemorating its first century of achievement.



Examples of special centenary packaging by Spode, Wedgwood and Royal Doulton are shown by Douglas McKay (centre), Export Manager of William Grant & Sons, to Jack Flucker (left), Scottish Marketing Manager of BLC, and Bert Rae of Prentice, Service and Henderson.



William Grant & Sons Limited's Glenfiddich Distillery which is celebrating its 100th birthday this year. The first whisky flowed from the stills here on Christmas Day 1887.

imparted the secret of the "magical" waters of the Robbie Dubh (pronounced "doo") spring whilst William was prospecting for the Limeworks in the hills around Dufftown. He told William how Robbie Dubh (Gaelic for Black Robert) was known by the ancient whisky smugglers of Mortlach for the excellent illicit whisky its waters produced.



Inspecting a containerload of Glenfiddich pure malt scotch whisky ready for shipment to the Far East are Bert Rae (left) of Prentice, Service and Henderson, and Jack Flucker, Scottish Marketing Manager of BLC.

In June 1886 the third necessary ingredient became available when equipment from a nearby distillery at Cardow was put up for sale and William Grant bought three copper stills, the tun, the "worm" and the water mill for grinding the malt barley for the princely sum of £119.19s.10d.

For over a year the family laboured in the fields of Glenfiddich and built the distillery with their own hands.

In 1904 the Company began to export, with members of the family making long and arduous journeys to visit distant corners of the globe, including Japan, America and Australia. Now William Grant & Sons are Scotland's largest independent distillers with markets established around the world.

There have been no sacrifices in the quality of the original spirit and the traditional methods used are seen by 125,000 people who visit the Glenfiddich Distillery every year.

The Robbie Dubh still flows clear and true. As the only Highland Malt to be distilled and bottled at its Distillery, the sweet and pure water of the Robbie Dubh ensures a quality that no other has ever been able to match.

CHARACTERISTIC

Cargoes of whisky, which include the characteristic triangular Grant's and Glenfiddich bottles as well as special centenary packaging by Spode, Wedgwood and Royal Doulton, are taken from Paisley to Coatbridge Containerbase. Then they are sent to Southampton by Freightliner and loaded on BLC's fully cellular containerships to be carried safely halfway round the world.

Millions of people have enjoyed an "outstanding dram" of Glenfiddich and Grant's whisky over the past 100 years, and it is hoped that they will continue to do so for centuries to come.



Each individual malt matures and peaks at its own special pace. Some reach perfection after eight years, others need 12, 15 or 30 years. The distiller's art is to know when the peak is reached and to bottle it at that moment.



Partial view of the Stillhouse at the Glenfiddich Distillery of William Grant and Sons. Glenfiddich is distilled twice in traditionally shaped copper stills built and maintained by the Company's own coppersmiths.

NEW ACT(A) MARKETING APPOINTMENTS

Peter Taylor has been appointed UK Marketing Manager of Associated Container Transportation (Australia) Limited and Jeff Stoddart will be responsible for ACT(A)'s Continental Marketing.

Peter will look after both the South and Northbound trades between the UK and Australia/New Zealand, while Jeff, in addition to his duties as Commercial Manager, will be co-ordinating Continental business with ACT(A)'s agents throughout Europe.

Peter Taylor joined ACT(A) in 1969 in the Commercial Department and subsequently worked on the development of the containerisation of the New Zealand and American trades. In 1972 he moved to the Marketing Department in the Car Carrier Service and the following year he transferred to Sales and was assigned to the Basildon office, becoming Assistant Sales Manager in 1980.

He came to ACT(A)'s Head Office in 1984, where he has been responsible for Southbound UK/Continental Sales and Marketing.

Peter has two children and in his leisure time he enjoys playing hockey and tennis. He has been an Essex County Hockey Selector and Team Manager.

Jeff Stoddart joined ACT(A) in 1978 as Assistant Marketing Manager with responsibility for Southbound traffic and in 1983 he was appointed Commercial Manager.

After completing his studies at Wallasey Grammar School, Jeff began his working career with The Cunard Steamship Company in Liverpool in 1958. He was assigned to Atlantic Container Line (ACL) Services in Southampton in 1968 and served as Personal Assistant to the Traffic and Operations Director.

He went to New York for ACL (USA) in

1972 as Marketing Manager and in 1977 he returned to the UK as Sales and Marketing Manager for the Cunard Arabian Middle East Line (CAMEL).

Married with two children, Jeff breeds, shows and judges dogs in his leisure time. He and his wife are well known in canine circles for their champion Chow Chow dogs.



Marketing plans for ACT(A)'s UK/Australia/New Zealand trade are discussed by members of the ACT(A) team — John Mather (centre), General Manager-European Trade; Jeff Stoddart (left), Commercial Manager, with responsibility for the Continental Trade; and Peter Taylor, UK Marketing Manager.

EHCL SHIPPERS MEET MAX

Max Leipold, Marketing Director of Ellerman & Bucknall in South Africa, was in London recently for meetings and discussions on marketing strategy and customer service. A party was held at Ellerman House to provide an opportunity for Max to meet groups of shippers and the photographs on this page were taken during the function.



Signing in on arrival was Harry Clancy, observed by Jack Roberts (right) and Brian Croft of EHCL.



Max Leipold (left) chats with Steve Higgins (centre) and Ray Nash during the Reception.



"A nice smile for the photographer" — (left to right) Justin Keable of ACT Services, Steve Keit, Ian Gower and Barry Collins.



Mike Wellby (left) and Jerry Wilson, Director of EHCL, share a joke.



Winners being presented with their prizes by Max Leipold as Barry Collins, Marketing Manager of EHCL, congratulates (left to right) Dave Hammond, Marina Kyriacou and Barry Greatorex.

EHCL FINDS A WAY

EHCL are sometimes asked to ship out-of-gauge cargo or to carry heavy lifts in addition to their usual containerised cargo and the Line tries to accommodate customers whenever possible.

When EHCL were asked recently by Panalpina, agents for Anglo American Hoist Company, to move two 17' 2" cranes to South Africa, there was a problem—how to get them from Greenwich to the vessel.

Normally they would be lifted onto a low-loader and taken by road, but because of their height, there wouldn't be enough clearance. To dismantle the cranes would be an expensive operation as a mechanic would have had to be sent to South Africa to put them back together again.

EHCL and ACT Services put their heads together to try and find an acceptable alternative.

The cranes were located at the Thames



The cranes were gently lowered into a flat-bottomed barge at Greenwich to be taken down river.



One of the cranes had to be moved across the yard to the quay and was lifted onto a low-loader supplied by ACT Services.



On arrival at Tilbury the unloading of the cranes was observed by Mike Harding (left), Operations Controller of EHCL, and Vernon Pearce, ACT Services' Depot Manager at Barking.



Tilbury's floating crane, "London Samson", manoeuvres the cranes for loading aboard ship.



Once the cranes were on deck, they were securely lashed and were inspected by Mike Harding, Operations Controller of EHCL.

Metal Scrapyard at Greenwich, which is situated along the River Thames.

Prior to containerisation, 25 years or so ago, much cargo was moved down river by barge and Vernon Pearce, ACT Services' Depot Manager at Barking Containerbase, suggested that the solution might be to move them by barge and after discussion EHCL agreed with the plan.

Arrangements were made and the crane on the far side of the yard was lifted by a mobile crane onto a low-loader supplied by ACT Services and slowly and carefully moved to the dock-side. Both cranes were then placed in a flat-bottomed barge and taken down river to Tilbury Docks.

On arrival there, Tilbury's "London Samson" floating crane, capable of lifting 120 tonnes, took the cranes off the barge and loaded them onto the deck of the ship, where they were securely lashed for the voyage to South Africa.

"It was a case of merging the old and the new," said Barry Collins, Marketing Manager of EHCL, "and we were delighted to be able to prove once again that we are flexible and constantly looking for ways to meet our customers' requirements."

A GLOBAL BUSINESS

Established almost 155 years ago, the Crown Agents are today the world's biggest and most experienced international public service buying agency, but that is only one part of the broad range of services they offer.

The Crown Agents provide supply, financial and technical services to overseas governments and public sector



The Crown Agents also inspect for quality and technical specification an additional £100 million worth of goods and despatch 8,000 consignments totalling 100,000 tonnes by sea and another 600 tonnes by air. They administer over 200 loans and grants totalling some £2,300 million and manage £1,100 million of investments representing the



assets of financial authorities, pension funds and various special funds of more than 50 countries.

The Crown Agents work closely with the Overseas Development Administration (ODA) and their services are especially useful to the ODA in helping with shipping matters, the rehabilitation and maintenance of plant and improvement in the



A wide variety of goods are supplied by Crown Agents all over the world. In the photograph at left is a launch for Port Qasim Authority, Pakistan; middle picture shows a lorry being shipped by Harrison Line for the Crown Agents; and at right Margaret Watkins, Senior Buyer of CA inspecting new cranes being delivered in Pakistan with CA's representative in that country.



Partial view of the personnel of the Shipping Division of the Crown Agents at their offices in Sutton, Surrey.

management of resources generally, ensuring that the best value for money is obtained.

They arrange the production of 150 million postage stamps for more than 30 countries, nearly 140 million banknotes and 300,000 passports. The Crown Agents also meet manpower needs and develop staff capabilities by recruitment, secondment and training for projects in more than 50 countries.

Crown Agents have a team of experts who can advise on most of the problems of public services, from building earth satellite stations to selecting implements for tropical agriculture. Where they might not have a particular expertise they will know where to find it.

They make their recommendations solely on the basis of price, quality and delivery. Their reputation for fair dealing

bodies. More than 100 governments and over 300 public authorities and international bodies use the Crown Agents' services.

In a typical year they help over 3,000 clients in more than 100 countries all around the globe, buying some £150 million worth of supplies from sources in 60 different countries - from pharmaceuticals to educational materials and from motor spares to day-old chicks.

Discussing future shipments of Crown Agents' cargo by Harrison Line are (left to right) John Ellery, Head of Shipping Services of CA; Dan Beckwith, London Marketing Manager of Harrison Line; Neville West, Senior Shipping Manager of CA; and Ian Malcolm, Harrison Line Sales Executive.



gives confidence not only to their clients but also to their suppliers who treat them on "most favoured customer" terms.

The Crown Agents can provide almost anything - or anyone - on demand. They have produced a Rolls-Royce 18 inches higher than usual to fit an unusually tall Pacific Island queen; rustled up an expert silversmith instructor to revive handcrafts in Borneo; bought sledge dogs in Greenland for an antarctic expedition; equipped whole armies; and filled an order for a single brake washer - value one penny.

Heavy equipment orders make up about two-thirds of the Crown Agents' business - a huge floating dock in Nigeria, a telephone system to Guyana and recently a 53.6 tonne transformer was shipped by Harrison Line to Mombasa for the Kenya Power and Lighting Company under a British aid programme.

PURCHASED

This transformer, built by General Electric Company (GEC) of Stafford, was purchased by the Crown Agents for the Overseas Development Administration (ODA) and occupied 60 cubic metres. It was lifted by the ship's gantry cranes at Felixstowe and stowed securely aboard one of the modern containerships which are operated by Harrison Line and their Beacon partners.

Harrison Line and the Beacon service are able to carry out-of-gauge and heavy lifts safely and efficiently to their many ports of call.

Originally the Crown Agents were set up in the 1830s simply because of the amount of work required to provide services and supplies to the Colonies. Their original title was "Joint Agents General for Crown Colonies" and their job was to look after the needs of the 13 Crown Colonies which then existed. Nine more were added in the next few years.

ANCHORS AND CHAINS

The Colonies' needs in the first few decades after the Crown Agents were established were primarily those of supplies and raising money. A hundred years or so ago the supplies needed were mostly practical things like anchors and chains, clothing and cement, dredging vessels and fire engines, gunpowder and iron bridges, medicines and salt meat, vehicles and postage stamps, ropes and saddlery, tools and telegraphs, tallows and life boats, steam engines and zinc.

Over the years demands have become far more complex and technology more advanced, but the Crown Agents continue to provide the same outstanding services and have remained dedicated to helping the development of countries throughout the world with whatever equipment and skills that are needed.

Over the years the Crown Agents have shipped regularly with ACT Member Lines and an excellent relationship has been built up.



A Harrison Line container carrying material for the Crown Agents photographed on the main street of Mombasa.



A 53.6 tonne transformer being shipped for the Crown Agents from Felixstowe to Mombasa by Harrison Line is inspected by (left to right) John O'Shaughnessy, Line Manager for Harrisons at Walford Cargo Services; Stephen Pratley, Harrison Line East Africa Section Leader, Freight Department; V.K. Chakravarti, Crown Agents East Africa Shipping Section Leader; Capt. George Nicholson, Harrison Cargo Superintendent; Colin Southwell, CA Kenya Buyer; and Jim Gutteridge, CA Port Superintendent.



Observing the unloading of the transformer on arrival at its destination are (left to right) Michael Hickling, East African Trade Manager, Harrison Line; Faraj Ali, Cargo Supervisor, and John Ndiu, Container Controller, of Mackenzie Maritime Limited, Harrison Line's agents in Kenya.

Promoting New Zealand Lamb

Since 1882 when the first shipment of frozen New Zealand lamb arrived in England aboard the "Dunedin", New Zealand has been one of the principal suppliers of lamb and mutton to Great Britain, and today New Zealand has approximately a 40 per cent share of the UK retail market.

When the "Dunedin" berthed at London's East India Dock on Queen Victoria's birthday, May 24th, on that first historic voyage, the meat was rushed to Smithfield Market and was rapidly sold at good prices. Quite apart from the quality of the product, there was a pronounced short-fall in meat production in the UK of over 650,000 tonnes.

QUALITY

The New Zealand Meat Producers Board was set up as a statutory body by the New Zealand Export Act of 1921-22 to ensure the quality of exports, enforce the grading system and generally promote the development of the industry. They were also responsible for supplying information, licensing exporters, liaison with government meat buyers and generally promoting and regulating New Zealand meat exports to 90 countries around the world.

A new body has recently been formed in Britain by the five primary importers of New Zealand sheepmeat, called the New Zealand Lamb Promotion Council, which has taken over the promotion of New Zealand lamb and mutton, a function which was previously handled by the New Zealand Meat Producers Board.

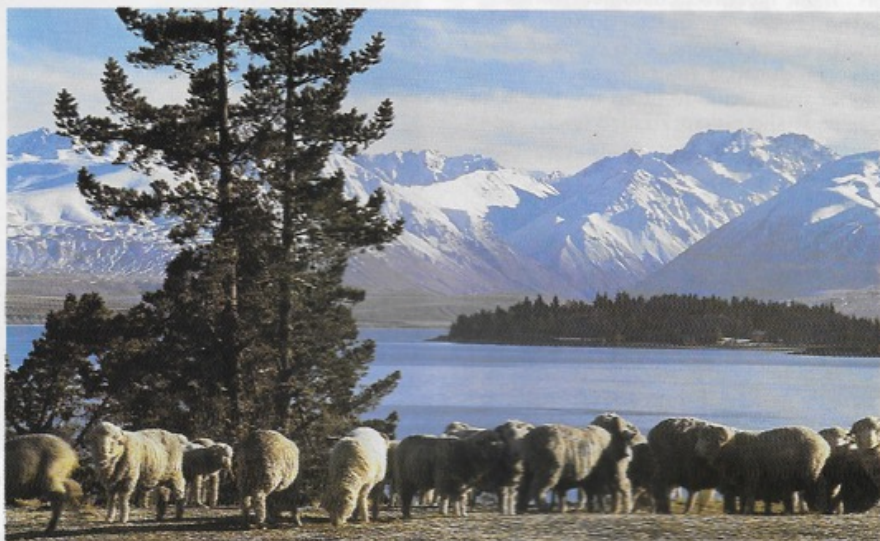
The new Council's Chairman is Peter Bartram, General Manager of Weddel & Company, one of the founder members of the council, which also includes associated New Zealand farmers (UK), challenge meats, New Zealand lamb company and waitaki London.

CUSTOMERS

"The industry is passing through a transitional period, during which all its sectors have recognised that it must offer British customers products in the form they want and when they want it," said Tony Collett, General Manager of the Promotion Council.

"The Council brings together the major commercial companies in the UK and the interests of New Zealand exporters and farmers to promote the sale of sheepmeat in the UK," he explained. "The joining together of the importers' commercial entrepreneurial skills with the New Zealand Meat Producers Board's experience and resources is a combination that will ensure a long-term future," Tony Collett emphasised.

The processing, packaging and storage of New Zealand meat is monitored by the Board and together with strict Govern-



A typically picturesque scene in New Zealand with sheep grazing in the fields. Lamb is one of the country's main exports.



The processing, packaging and storage of New Zealand lamb is strictly supervised to ensure that it leaves the country for world markets as a premium quality product. It is important that this quality is maintained from the time the meat leaves until it reaches the consumer.



Careful inspection is carried out at all stages to make certain that New Zealand lamb is hygienically produced to the highest standards.

ment inspection ensures top quality lamb and mutton, hygienically produced. The promotion of the products to the consumer in the UK will now be the responsibility of the New Zealand Lamb Promotion Council.

New Zealand meat is exported to 90 countries around the world with some 11-12 million carcasses of lamb arriving in the UK annually, a good part of which is carried by the ACT Group.

Grocery outlets in the UK sell about 51 per cent of New Zealand lamb and the Promotion Council will be working to increase sales through them as well as through independent butchers, freezer chains, etc.

The Council will be organising and co-ordinating a series of promotions and will be investing several million pounds in campaigns in the UK over the next 12 months.

Modern purpose-built containerships are operated by ACT(A) to carry New Zealand lamb in the most efficient refrigerated containers which ensure that the lamb is kept frozen and in prime condition. Cold storage and land-based refrigeration units keep the meat solidly frozen after discharge from the vessels until it is delivered to its destination.



New Zealand lamb arriving at Rayleigh Cold Store is checked for proper temperature by (left to right) Stuart Frost, Assistant Store Manager; Dennis Hurrell, ACT Services Cargo Care Manager; Malcolm Lambard, Customer Services Manager of ACT(A); and Jim Newitt, Director, Rayleigh Cold Store.



Inspecting New Zealand lamb at Smithfield Market are Peter Bartram (right), Chairman of the New Zealand Lamb Promotion Council, and Malcolm Lambard.



New Zealand Lamb being offered to a customer at a retail butcher shop in the UK, where the product is very popular with the consumer.

Lighting Hong Kong

NEI Peebles Limited have exported a 750 MVA 400 kV series reactor on a through bill of lading from Edinburgh, consigned to China Light and Power Limited, Hong Kong.

"This is the first of three reactors, worth £2 million in total, ordered by China Light and Power for installation at their sub-stations at Lai Chi Kok and Tsz Wan Shan," said Mr. David Henderson, Marketing Manager of NEI Peebles. "They will provide an essential link in the transmission of electric power from the Castle Peak Power Station to downtown Kowloon," he explained.

Our photograph shows the 97-tonne reactor being loaded at Leith with David Henderson (left), Marketing Manager of NEI Peebles, and Jack Flucker of Ben Line, Edinburgh, on the dockside.



MOVING MUSIC

The annual visit of Mr. Terada, General Manager of Nippon Gakki (Yamaha), to Killick Martin's London office was a somewhat sad occasion this year.

Yamaha, leading manufacturers of pianos, electric organs and musical instruments, have had a close relationship with Killicks and BLC over the years, but Mr. Terada was coming to say "au revoir" as he was moving on to become President of the Yamaha Travel Company Limited in Japan.

In the photograph, Bob Tookey (right), Director of Killicks, presents a copy of the book "The China Bird", Killick Martin's history, to Mr. Terada and congratulates him on his promotion.



Blending Irish and Chinese Traditions

When Container Agencies and Shipping Limited (CAS), agents for BLC in the Irish Republic since 1977, organised a dinner party recently for BLC's Irish supporters, they succeeded in merging Irish and Chinese traditions.

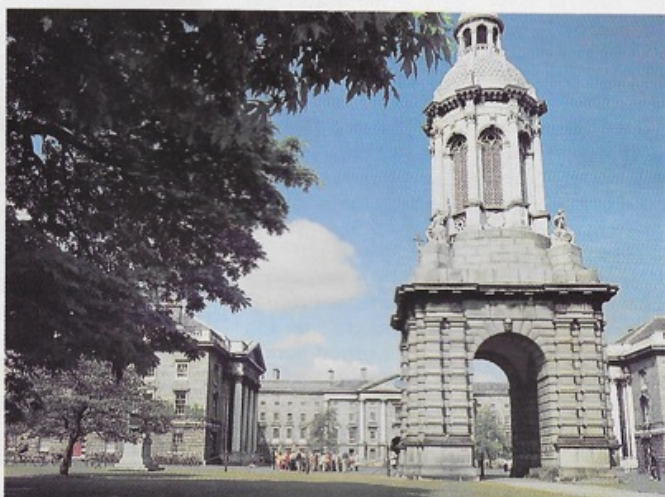
A pre-dinner cocktail reception was held at Dublin's Trinity College, one of the oldest universities in the British Isles

and the oldest in Ireland, founded in 1592 by Queen Elizabeth I, and the dinner itself took place at Fan's Cantonese Restaurant, which prides itself on maintaining the excellence of traditional Cantonese-style Chinese cooking.

Located in the very heart of Dublin on a 40-acre site, Trinity College conserves something of its ancient seclusion

and its buildings are set in attractive parkland and gardens.

Fan's Cantonese Restaurant is a pleasant walk from Trinity College and on the evening of the dinner the owner put the premises at the disposal of BLC/CAS, which resulted in a very intimate atmosphere and contributed to the success of the function.



During the pre-dinner Reception held at Trinity College, a copy of the magnificent 8th century "Book of Kells" was presented to George Allan (right), Director of Killick Martin & Co. Ltd., by Terry Jones (left), Managing Director of Container Agencies & Shipping Ltd., observed by Jan-de Bruyn, Director of CAS. A copy was also presented to John Mackinnon, General Manager of BLC. The photo (right) is a view of Dublin's historic Trinity College where the Reception was held. (Photo by kind permission of Trinity College).

One of the best known names in pest control in the UK and around the world is Rentokil. The Company are large exporters of pest control materials to Japan and they also import raw materials from the Far East.

BLC have for many years carried Rentokil's cargoes and have established a close working relationship with Jack Poole, Shipping Manager of Rentokil, who is retiring in October after 35 years with the Company.

In the photograph Richard Geary (right) of Killick Martin discusses latest shipments with Jack Poole, Shipping Manager, and Helen Elliott, Shipping Assistant, of Rentokil. Richard also took the opportunity of wishing Jack well on his forthcoming retirement.

'LICENSED TO KILL'



Typical pests dealt with by Rentokil are the House Long Horn (top) and the Death Watch Beetle.

OLYMPIC YACHTS

Flying Dutchmen, Finns, Tornado catamarans and "470" class dinghies were loaded into two 40-foot containers at Southampton recently for shipment to Korea by Ben Line Containers.

The sailing craft, with support boats, are taking part in the pre-Olympic regatta and sailing trials, crewed by the British Olympic team at Busan later this year.

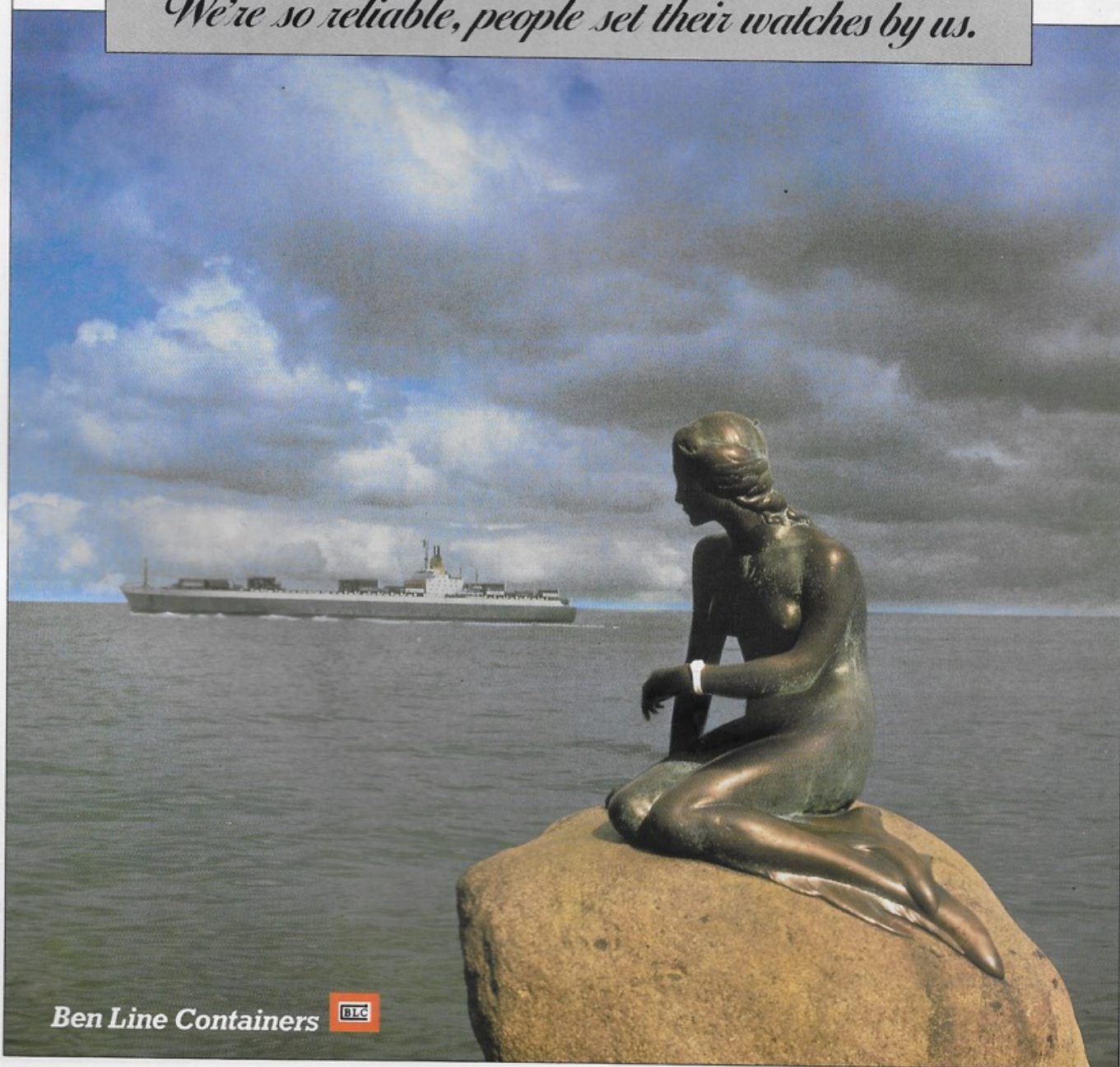
Our photo shows one of the Tornado catamarans being loaded at Southampton by members of the British Olympic team.





Why do top companies use Ben Line?

We're so reliable, people set their watches by us.



Ben Line Containers



'ACT 5' TO THE RESCUE

At 0133 on a Saturday in June, an SOS was received by the "ACT 5" from Pitcairn Island Radio telling them that the M.V. "Cumberland" had been abandoned near the island and that 29 survivors were in two lifeboats.

"ACT 5" was 460 miles away from the lifeboats, which were in constant communication with Pitcairn through a radio on one of the boats. The Master of the "ACT 5", Captain J. Calabrese, immediately increased speed to maximum RPMs and advised Pitcairn Radio that the ship should be with the survivors in approximately 26 hours.

Meanwhile, a French Naval aircraft from Tahiti circled the lifeboats and confirmed their position. As the "ACT 5" raced towards the scene, the ship's Radio Officer kept in continuous radio contact with Pitcairn and Awarua Radio, New Zealand.

FLARES

By 0258 the following morning the two boats were in sight, the French Navy plane having kept the "ACT 5" apprised of the boats' exact position, and on sighting the "ACT 5", the survivors set off flares.

Prior to their arrival, the Radio Officer of the "ACT 5" had been able to talk to the survivors in the motor lifeboat for about three and a half hours. He informed them that the vessel would make a port lee and they were asked if all the survivors would be able to climb up the pilot ladder. It was requested that one of the women be brought up by stretcher as she had been suffering from seasickness.

At 0400 the "ACT 5" was alongside both lifeboats and began taking the survivors on board in very heavy rain, moderate North-Westerly winds with a moderate swell. By 0430 all survivors were on board after having been in the lifeboats approximately 30 hours. Fortunately all were well, though understandably wet and shocked.

Captain Calabrese commended all officers and ratings for their excellent assistance in effecting the rescue. The "ACT 5" then proceeded to Auckland, where the survivors were taken ashore.



A group of the 29 rescued survivors (above) photographed on board the "ACT 5" and (below) with officers of the ship.



Cunard and Ellerman Join Forces

Cunard and Ellerman, both members of ACT, have merged their container shipping interests to form a new group, Cunard Ellerman, in a move that will benefit both companies and their customers and create one of the largest container fleets in the world. The merger was effected through Trafalgar House's purchase of Ellerman for a total consideration of £27.6 million.

Cunard Ellerman will be headed by Alan Kennedy as Chairman, Anthony Cooke as Deputy Chairman and Chief Executive and Alexander Macintosh as Deputy Chief Executive. There will be a Board of Directors consisting of Ellerman

and Cunard directors.

Alan Kennedy, Managing Director of The Cunard Steam-Ship Company, as Chairman, said, "We have wanted to develop Cunard's cargo division for some time. This merger with Ellerman will greatly strengthen our cargo interests."

Ellerman Chairman Anthony Cooke said, "We are delighted with this merger. Since the management buy-out 18 months ago, we have aimed at developing our existing business and moving into new areas of activity, which would obviously need more resources. Our merger with Cunard achieves those objectives admirably."

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BEN LINE

ELLERMAN LINES

CUNARD STEAM-SHIP COMPANY

HARRISON LINE

BLUE STAR LINE