

LEMAN

NEWS

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38 TONNES

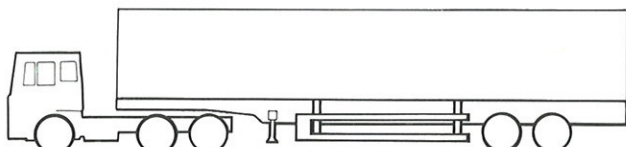
38 tonnes is with us from the 1st of May, 1983, more than two years after publication of the Armitage Report.

The increase of 5.48 tonnes from the old 32.52 tonne limit, shows a potential 20% payload gain.

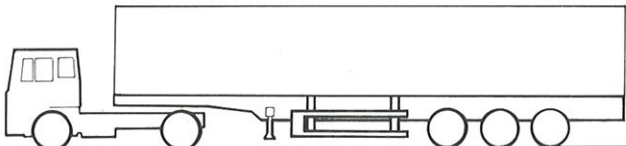
However, the higher weight must now be spread over five axles.

Where to introduce an extra axle? The choice.

THE TRACTOR UNIT – A three axle tractor unit matched to a tandem axle trailer.



THE TRAILER – A two axle tractor with a tri-axle trailer.



The Decision.

Choosing the 3+2 or 2+3 combination depends largely on the hauliers existing equipment.

We have decided on the 2+3 with an investment commitment of £1¼ million in both new tri-axle trailers and converting existing tandem axle trailers into tri-axle 'super singles'.

The 2+3 combination being the most cost effective in terms of purchase and maintenance costs, also offers the ultimate in flexibility of use throughout Europe.

Economics-Customer Benefits.

So far we have expressed the advantages from a hauliers standpoint.

But financing such an extensive capital programme can be balanced with immediate benefits reaching the customer. For instance, loading an additional 4 tonnes on one load can show a freight saving of up to £120, compared to a previous shipment by a groupage service.



For example, 4000 kilos general cargo –	
Typical groupage rate door to door, mid-Europe destination	£180
Same cargo as part of a full load	£60
SAVING to Customer	£120

Damage risk.

Taking that same 4 tonnes in one shipment reduces the handling of the cargo – less handling, less likelihood of damage.

Harwich Customs Clearance goes computerised.

We have recently installed a Genie 11 computer in our Harwich office, programmed to complete H.M. Customs and Excise forms C.10.

The machine enables storage of client and Customs information on all regular customers, assuring instant completion of C.10 forms.

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Kevin Noyce, Branch Manager, confirms "It's a machine that once you have it, you wonder how on earth we ever managed without it. During the weekend we complete around 100 import entries on traffic arriving from Denmark and Sweden, which would not be possible without our Genie 11."



The computer is proving particularly valuable on weekend clearance of our Danish groupage trailers, allowing us to unload at 0700 hours Mondays following collection from the Danish exporters, Thursdays and Fridays.



Subsequent delivery to the UK importers means a door to door service in three to four working days.

This new facility plus our recently installed 3M Telecopie Group 1 document transmitter, which can transmit an A4 copy to any part of Europe in less than one minute, gives Leman – Harwich a distinct edge on our competition.

New Offices complete Copenhagen link.

In January this year our Danish colleagues, Leman Copenhagen, moved into a new administration building at Tjaeregade, bringing under one roof both cargo terminal and office services for the first time.

The move from the previous city centre office was completed over a weekend when staff re-located to over 1800 square metres of office space in the new block constructed by Monberg & Thorsen.

The building was erected specially for Leman and includes a computer suite, fully air conditioned, for the company's Burroughs on-line computer system.

Conveniently situated close to the District Customs House and the DSB container terminal, the offices stand



The Danish Head Office – Copenhagen.

on 22,000 square metres of land acquired from the Copenhagen Port Authority and are linked directly to the Leman terminal, from where services are operated to Europe, the Middle East, Australasia and the Far East, the U.S.S.R. and U.S.A., a particularly busy route via the Leman office in Racine, Wisconsin.



View of the Leman terminal from the new offices.

This move has tremendously improved the function of both office and terminal services and they're still only five minutes from the City!

Secured Loads.

Under our current programme of refurbishing existing trailers and purchasing new ones, we are extending our policy of fitting load securing gates.

Since 1977 when we first adopted 'gates', instead of the more commonly used wooden boards, we have seen advantages for both our customers and ourselves.



For example, the metal gates are stronger and more rigid than wood, providing greater security to cargo which may bulge in transit. Exporters of carpets, tyres etc., who sometimes suffer damage or even loss due to bulging trailer covers, will find this facility of great importance to them in the transit of their goods.