

Naturally this added service to our clients is, we feel, a strong selling point in its own right, but in fact it also has benefits for us as operators. We see a distinct saving in replacement costs over side boards as compared with our experience of metal gates.

Savings on the costs of lost or broken boards are another example of our long term attitude of keeping our rates at their competitive best.

Trailer Conversions.

As a result of extensive research by the company into the most cost effective method of adopting a third axle to our existing trailers, it was established that the professional approach was to convert each trailer by way of fitting new wide track axles and converting original axles to match, all with centre nave wheels.



Old axles being stripped for conversion at the Primrose works.

However, the effect of scrubbing tyres, experienced on trailing axles, would disproportionately increase with the adoption of a third axle. Therefore, reducing the need for twelve wheels down to six by using wide tyred wheels would significantly reduce running costs and had to be the right option as far as we were concerned.



Clean and stripped axles are cut in two.

Careful management of tyre maintenance, change over periods etc., will mean the highest possible mileage from a tri-axle configuration.

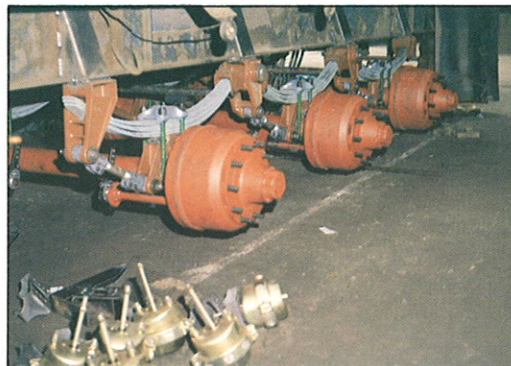
To carry out our chosen type of conversion, we appointed the company who are probably the oldest established axle converters in the country, the Primrose Group, Blackburn.

In order to increase stability and reduce premature wear on axle bearings, the existing trailer axles are stripped, cut in two, extended 150mm by introducing a spigot welded to an extension piece.

The end result? Two converted axles matched perfectly to a third new 'wide track' axle.

To complete the picture, new ROR suspension units are fitted, incorporating the latest parabolic, three

leaf springs. The parabolic springs' advantage over conventional leaf springs are that they afford a much softer ride when the trailer is operating under light load conditions, whilst retaining the strength to cope with maximum loading.



New and old axles together on the trailer. The 3 leaf Parabolic springs are also clearly visible.

This will be of particular interest to manufacturers of delicate goods and machinery which could sustain damage due to the harsh effects of the conventional multi-leaf sprung ride. And almost as a bonus, each parabolic spring is lighter than its counter part, accumulatively producing a reduced unladen trailer weight.

New Tri-axle Trailers.

Following lengthy discussions with UK, German and Dutch trailer manufacturers and amidst a highly competitive market, we have commissioned the quality trailer manufacturer, Groenwagen of Holland, to supply the company with ten new tri-axle, 12 metre standard frame trailers.

Built to very high standards, these trailers take full advantage of the overall legal internal length of 12.20 metres.



Additionally, an internal height of 2.50 metres has been achieved whilst conforming to the maximum of 4 metres overall height, enabling free circulation throughout Europe.

A strong factor in the choice of manufacturer was the Groenwagen rust-proofing technique. With our experience of the rusting effect regular sea crossings have on vehicles, we were particularly interested in the Groenwagen process of shot blast preparation of all metal chassis parts. There follows an application of molten zinc prior to the priming and painting stages, resulting in a seven year rust proof guarantee on the trailer.

The first of the new trailers is seen here on its inaugural run in the UK. The remainder are scheduled to enter service during the first two weeks in May.

New Agents. Scottish Agent.

Well known Forwarder Wingate & Johnston (Scotland) Ltd., have been appointed – GLASGOW AGENT – responsible for operating and marketing LEMAN service to/from Denmark.



From their Renfrew Office & Cargo Terminal they are ideally situated to handle our Scandinavian Groupage traffics, the service being complimentary to their own European and Deepsea activities.

Portugal.

On the 1st March agreement was reached with Portuguese forwarder NASCIMENTO CARGA to develop a groupage and F.C.L. service to Portugal.



Under the guidance of General Manager, Mr. Diesel G. Fulgencio and Sales Manager, Mr. Carlos Alberto Belezza the principal development is expected from The Lisbon and Oporto branches.

Controlled in the UK by Mr. Roy Grundy, Branch Manager of Leman Birmingham, the service is aimed at Midland based exporters looking for a cost effective weekly service. Groupage consignments consolidated at the Birmingham depot leave by 20 ft. or 40 ft. containers, routed via any one of the more reliable shipping lines. The service longer in transit than the 12 metre trailer shows a freight saving of up to 30%.

Any speed gain in transit does however end on arrival in Portugal due to the archaic Customs regulations, where a 7 day clearance delay is considered normal – a point the UK Exporter must allow for.

British trade with Denmark.

Trade between the UK and Denmark is once again up on the previous year. Both imports and exports rose on either side although the gap widened slightly. Danish exports to the UK in 1982 reached £1.4 mia. whereas Danish imports from the UK climbed to £1.2 mia.

Imports from Denmark of food items and agricultural products rose by 10% whereas 'other industrial' goods increased by 17%, thus keeping the expansion level above the overall Danish global rate of 12% and the rate to the EEC of 16%.

Britain's status as an important 'near-by' market is thus again confirmed and the high Danish consumption level of UK products seems to remain sustained.

All washed up at Esbjerg- Anyone know a good insurance broker?

This remarkable photograph was taken from the deck of the DFDS ferry as she entered Esbjerg and shows the quay under nearly 10 feet of sea water. This freak breach of the harbour



showed us that on some isolated occasions, being first in the queue doesn't always pay off – tractors managed to rescue most of the trailers waiting to be shipped, but alas, were beaten back at the last – ours!

New Appointments.

Peter Hall, who has been with the company four years, was promoted recently to Sales Executive.



Peter is based at the Bradford head office and has been made responsible for the promotion of Leman services to and from Scandinavia.

He has an in depth experience, gained over his time within the Bradford office, of operating Scandinavian groupage and has intensified his sales experience having completed a year on telephone sales.