

# news

No. 4 January 1977



In this edition we introduce our LEMAN Esbjerg office—the terminal, management and the people responsible for imports. On the Opposite page is the C.C.S.L. export department in operation.

Between the two offices illustrated there is continuous telex and telephone liaison, providing the constant flow of information which is vital when operating an efficient service. Difficulties or queries can be dealt with immediately. Special loading requirements, short shipments, damage to cargo, complications in documentation can be ironed out more or less "on the spot".

## New and Old Faces at C.C.S.L.

Frank Rasmussen, who has been with us for two and a half years, returned to Denmark on 1st January, 1977, and we would like to express our thanks for his "service". Philip Rosier has, from this date, taken over Frank's position as Export Traffic Controller.

Alan Green joined us in December to replace Philip as Export Traffic Assistant, and we would like to welcome him into the family.

To strengthen our control of client service on our carpet distribution service, Niels Viggo Duch has moved from C.C.S.L. and, as from 1st January, 1977, has been situated in Horwich. A new Dane, Jorgen Graungaard, has joined us to take over his position as Import Traffic Controller. Again — a welcome to Jorgen.

## Sweden/UK and UK/Sweden

As from the 1st January, 1977, we have changed partners in Sweden to Rationell Spedition AB, with offices in Stockholm, Gothenburg, Malmo, Trelleborg, Boras, Vasteras and Halmstad. The operations will be controlled from the Gothenburg office. We will, through this change, be able to offer improved terms to our clients, both on service and economy.

Rationell Spedition have been LEMAN's agent for some years on the Danish/Swedish traffic and have proved their efficiency during this time.

## NEWS FROM LEMAN DENMARK

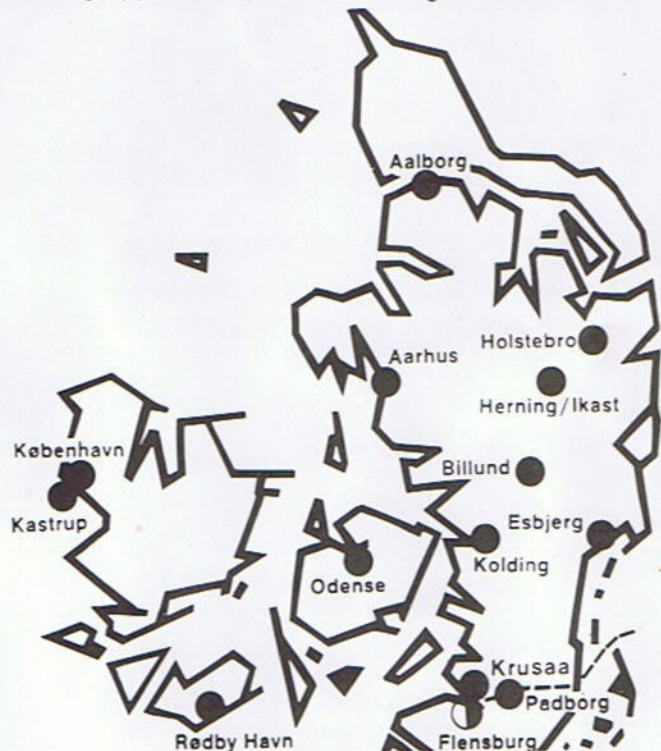
### 24 Hour Service... at LEMAN Roedbyhavn

From the beginning of January our office at Roedbyhavn will open 24 hrs. a day for the Customs clearance of lorries crossing by ferry from Puttgarden, West Germany, to the Danish border at Roedby, thus ensuring immediate clearance of all traffics, be it day or night. (see map of Denmark). A new LEMAN-24-Hour-Service-Office has been built adjacent to the Customs House for this purpose, Tel. 45-3-905282. Please note the new separate Telex number, 40.651 LEMAN DK. If advice is given in advance by Telex, the papers will be ready by the time the ferry docks.

We hope all our friends abroad using the Puttgarden/Roedby border crossing will support us in this initiative.

## UK Exporters Promotion—"Action Trafalgar"

The entire Danish sales staff gathered at Kolding Branch Office on January 7th for a briefing meeting to launch, that day, the beginning of a big UK-Sales Drive by all the Danish offices. The campaign is being backed by intensive advertising in Danish newspapers and magazines, direct mail to various Danish importers, new brochures on UK traffics, canvassing, etc. The illustration of the reversed Danish map shows the rather striking approach to this advertising.



## We are turning to the West - to the UK to new possibilities of buying . .

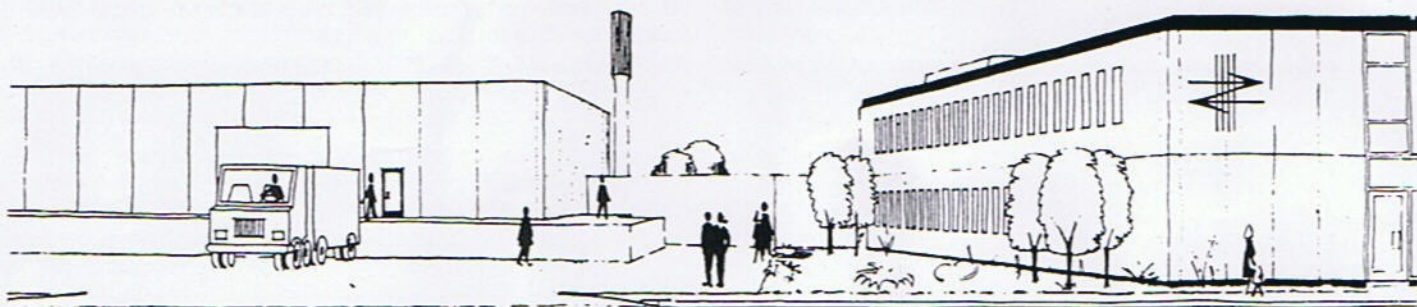
Footwear, Furniture, Electronics, Fabric, Carpets, etc., etc. Your attention is drawn to the favourable opportunities now open for buying in the UK, created by the present state of the economy, compared to the traditional suppliers on the Continent, changing the balance of competition towards UK.

### Customs Clearance at Harwich

With effect from January 1st, 1977, the clearance system at Harwich has been changed to the Station Presentation System. This is a system which has been in use at Immingham, Felixstowe, Dover, other major ports and certain inland clearance depots for some time now. The object being to affect a quicker clearance and release of the goods/unit by possible examination effected prior to the actual clearance through the Customs House.



# LEMAN TERMINAL Esbjerg



Excellent access for long units.

Approximately 15000 square feet of separate, heated terminal, surrounded by a 10-16 foot wide, fully covered bay. The terminal is equipped with all the modern facilities for handling all types of goods.

Sufficient space is available for handling up to 30 trailers at any one time, with automatic loading bays to enable forklift trucks to load directly into the trailer.

An 11000 square foot administration building, with all modern facilities, is linked to the terminal and ensures immediate attention and control.



*Flemming Remler*  
General Manager



*Lars Hyldahl*  
Operations Manager



*Søren Nielsen*  
Branch Director



*Simon Eg Petersen*  
Carpet Operations



*Jørgen L. Jensen*  
Terminal Manager

## Import Department



*Gert Schwartz*  
General Imports



*Karen Steenholt*  
Import Assistant



*Leif Dahl*  
Import Assistant



*Birthe Hansen*  
Groupage



## C.C.S.L. Export Department



Left to right. Alan Green, Gulabdu Mistry, Niels Skov, Philip Rosier and Ian Gillings.

**NIELS H. SKOV** — Operations Manager. Control of trailer movement, planning collection/deliveries, liaison with drivers, maintenance and repair of trailers.

**GULABDUS MISTRY** — Back up service to NHS and calculation and control of haulage costs.

**IAN GILLINGS** — Export Traffic Controller dealing with Sweden and Danish textiles and carpets.

**PHILIP ROSIER** — Export Traffic Controller dealing with forwarding agents and general Danish cargo.

Both Ian and Philip have direct contact with the shippers, accepting traffic, receiving shipping details, liaise with NHS for collections and finally freighting, which is passed to documentation for invoicing to the customer.

**ALAN GREEN** — Back up service to IG and PR, plus documentation.

### Documentation



Left: Jackie Niland

Right: Cathy Hepburn

(In the background: Gulabdu Mistry and Mike Schoon)



## Nigeria

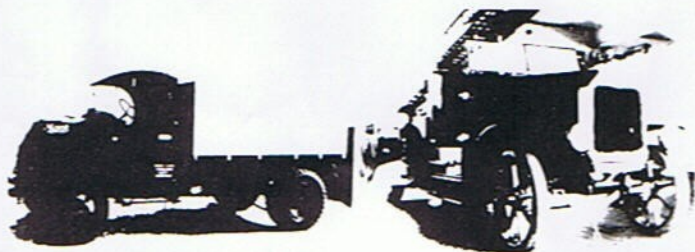
Since the formation of the Container Terminal Company (Nigeria) Limited, just over one year ago, there has been considerable improvement in the movement of containers through the port of Lagos/Apapa. From the chaotic state which existed at that time, preceded by the Nigerian authorities having imposed a three month ban on movement of all containers, there has been a tremendous increase in the volume of containers now shipped through this port.

C.T.C. inform that, from January to October, 1976, the number of landings at Lagos/Apapa was 25,841 and the number of evacuations 25,997. These compared to the same figures for 1975 - 16,015 and 10,014 respectively, indicate the vast amount of work and development which has been involved. During this same period the minimum landings per month was 1,740, rising to a maximum in October of 4,139. The maximum landings in any one month for 1975 was 2,044.



## A New Activity in LEMAN, Denmark

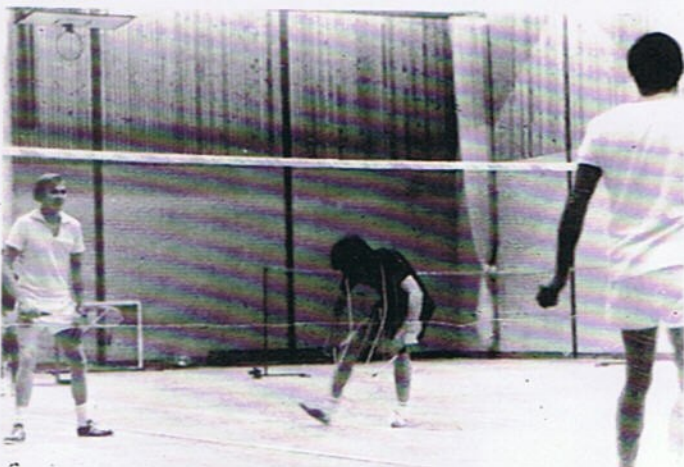
EXPORT OVERSEAS - "XO 2". This to cover the Middle East and Africa and is headed by the new Activity boss, Anders Andersen of Aarhus. He explains. "We aim to ship larger lots and entire projects. An agency has been obtained for the GBN Container Line from Rotterdam and Felixstowe to Apapa, departure once a month by container boat and conventional. The Nigerian harbour authorities have permitted these calls and this means that we are on the same competition level as the conference lines. As far as the container line is concerned, this means the waiting time for loading is reduced to nil." Any enquiries for this service to be directed to Anders Andersen in Aarhus or Erik Christiansen in Copenhagen.



## S O S

Above we show two beautiful veteran vehicles which have spent all their working life in Denmark and are now owned by David Kerr of the Kings Arms at Heath near Wakefield. David informs us that the chain driven lorry (a Mack) was originally built in America and shipped to Denmark to serve in the First World War. At the end of the war it was bought by the Aarhus Oil Refinery and was rescued from a scrap heap by him in 1975. He has since spent many hours renovating it and the above is the result. The fire engine was built in Germany and was in service with the Randers Fire Brigade from 1921-58. Unfortunately somewhere along the line the ladder got lost — has anyone in Randers found a fire engine ladder? If so, please inform the editor of LEMAN-C.C.S.L. News and LEMAN will take great pleasure in providing transportation to complete the restoration.

## Sports page . . . . .



## Dance of Death.

Left to right. Viggo, Niels and member of Fred Lawton team.

## BADMINTON

May we correct our former statement printed in LEMAN — C.C.S.L. News No. 3, i.e. badminton and squash are our strong points. Having accepted a challenge of a badminton match from Fred Lawton of Huddersfield, we were rather dismayed to discover that the team they produced were far superior to our's and we took a veritable thrashing — the score being 9-0 to Fred Lawton. Hastily retracting the above, but not at all deterred, we STILL offer to play any company who wish to participate in an evening's enjoyment. Viggo, Frank, Niels, Ole, Inge and Jackie put up a very good fight against desperate odds and we thank Linda, sales assistant at Fred Lawton, for rising to the bait and providing a very good team.

## DARTS

To continue the saga of the darts. Having entered a team for a national dart's championship, the office now resounds to the grinding of darts being sharpened, frequent flashes of sparks as dart meets brick and howls of derision, or laughter, as the practices progress. Although the preliminary round in Bradford is not until February, feeling is running high as the competition for inclusion into the team grows. Although it is not certain whether we shall succeed in our endeavours, we are now the proud owners of a beautiful map of Sweden, which has been hastily purchased to cover damage caused by over-enthusiasm and, whatever the outcome, we now have some very expert Danish throwers who, we hope, will spread the knowledge of this noble art on their return to Denmark.

## FIVE A SIDE FOOTBALL

Many thanks to the people who have challenged us to play. We are still working out ways and means of arranging this.

## C.C.S.L. DINNER DANCE (sport?)

The annual dinner was held on Saturday, 11th December at Legrams House (also, and perhaps more commonly known as Mucky Willy's). Ole Esbensen thanked all the staff for their work and co-operation during 1976, and then proposed a toast for all the beautiful ladies present. A return toast was made to all the beautiful gentlemen present and then we got down to the serious business of "eating, drinking and being merry". A very enjoyable evening was had by all.