



■ The northern lock entrance to the North Sea Canal at IJmuiden taken from the bridge of the Southampton Castle en route to Amsterdam, July 28, 1970, by our reader R. S. Fraser. See letter "Historic calls", this page.

myself—are all happy in our work here and look forward to hearing of the doings of our colleagues, both of long standing and those who are more new to us, through the pages of CLANSMAN.

RON LEES,  
BCA Travel Ltd.,  
1 Davygate Centre,  
York.

## Historic calls

Sir,

During the national dock strike in the United Kingdom in July a number of group vessels were diverted to continental ports to discharge their cargoes. The appearance of the *SA Vaal* at Antwerp had been preceded in 1969 by diversion of three mail vessels to that port, but even so she aroused considerable attention as large passenger-carrying vessels are rare visitors to Antwerp.

The subsequent diversion of *Pendennis Castle* to Brest and *Southampton Castle* to Amsterdam made unusual and interesting first calls; indeed *Pendennis Castle* became one of the local sightseeing attractions during her stay at Brest.

*Southampton Castle* at Amsterdam did not attract so much attention. It must be many years since a Union-Castle vessel called there for cargo purposes, although in recent years the colours have been seen on the annual appearance of the *Reina Del Mar*. Consequently, it was interesting to read in the "Official Sailing List of the Port of Amsterdam" (issue dated September 16) an article entitled "A Day in the Life of Petronella J. Goedkoop".

The *Petronella J. Goedkoop* is one of a family of tugs operating in the port and was the larger of the two employed to escort *Southampton Castle* to her berth. In view

of the rare appearance of Union-Castle Line vessels in Amsterdam it seems amazing that the day chosen for the article was the very day when *Southampton Castle* arrived. Consequently this vessel is an important part of the story.

R. S. FRASER,  
Inward freight department,  
Cayzer House.

## BCA's Windermere sales conference

Sir,

BCA Travel Limited held their second annual sales conference at the Old England Hotel, Windermere on Thursday and Friday, October 15 and 16. The managing director of BCA, W. D. Gaulfield, welcomed (in addition to Brian Hoyle, marketing director, and other administrative staff) thirteen branch managers to a full and varied programme covering all the main aspects of selling.

Many of the sessions included audience participation which kept the imagination and resources of members at full stretch. Not the least surprising sales aid was the common house brick. The appearance of a sample brick before each guest caused some elevation of eyebrows. Advertising, press and public relations, financial and administrative matters were among wide-ranging subjects dealt with. In addition to reports presented by individual managers, which were most encouraging, the meeting was addressed by guests with specialised knowledge. These included Frank Squires of Canary Hotels, always a welcome visitor to these parts, together with Tony Orchard of Aero Marine who was no less welcome.

"The Castle Story"—a potted history of the conception and development of this new

member of the family, an inclusive tours company—was presented by a team headed by Brian Hoyle and Richard Sinfield, manager. They were assisted by our advertising agents, Compton Partners (represented by James Dandy) and our PRO David Tattersall.

Altogether a lot of hard work was compressed into these two days but the lighter side was not overlooked. Newcomers to the group were given ample opportunity to get to know their colleagues during off-duty periods.

The first of these was an evening function when the guests were entertained to an excellent dinner followed by the presentation of awards. Among the recipients were Don Rothery, winner of the "Salesman of the Year" award and Ian Mather and Maurice Dunham who successfully completed courses in commercial salesmanship and marketing.

Proceedings were brought to a close with a final session entitled "Your Turn Now", when all present were given the opportunity to let down their hair and give vent to their own ideas and opinions on events so far and proposals for the future. Regarding the future: this was one subject at least upon which all were agreed. So far as BCA Travel Limited are concerned it is bright indeed.

ROY KING,  
BCA Travel Ltd.,  
Manchester.

## CLANSMAN contact now JP

CLANSMAN congratulates Bob Burns Bayne, the magazine's contact in the Cayzer, Irvine office in Glasgow, on his recent appointment as a Justice of the Peace for Renfrewshire.

Bob, who works in the financial department at Glasgow, is a great enthusiast for the city and the area, as those who have read his contributions will recall. He has been closely associated with community affairs in the area for the last 25 years.

For some 15 years he was district and county councillor for the Clarkston division of Renfrewshire. His JP appointment now honours this long record of service.

## Painter-gardener

George Smith's hobby is painting. He has worked in Rotherwick House since March 16 after retiring as a gardener. For 40 years he was a gardener during which time he taught horticulture at Leeds University. His ability and training in flower arranging and landscape gardening no doubt account for his talent with the brush, although George tells us he was winning prizes for painting at school. One of his recently completed paintings is of *Windsor Castle* and he has plans for a second painting of a company ship in the near future.

He specializes in portraits, although he paints whatever comes into his head. Several of his paintings have been published and he also sells some. George is a freelance photographer, too—when he gets time from painting and gardening.