

and off the ship. A system of internal ramps and an elevator allows easy access to all holds.

The "Great Land" is specially designed to provide maximum all-weather operating capability in Alaskan waters. Enclosures have been constructed to protect cargo and equipment. Areas around the midship house and ramps have been enclosed. De-icing equipment has been installed on vehicle ramps and other critical areas. High-strength steel is used on the main deck to provide more strength at low Alaskan temperature, a feature not available in older ships.

The steel ramps are built to rise and lower with the extremes of the tide. This is vital at Anchorage, where there is a difference of 35 feet between low and high tides.

Roloc System

The shipper's equipment is secured on board by TOTE's exclusive Roloc system, built around the Roloc box. In loading operations, a tractor moves the Roloc box under the forward end of a trailer, and with a backing movement secures the box to the trailer's "fifth wheel" plate.

The tractor then hauls the trailer, with the Roloc box attached, aboard the ship and backs the trailer into an assigned space. The Roloc box is lowered onto the deck and disengaged from the tractor.

A deck-securing "button" serves as a lockdown point for the Roloc box, which supports the forward end of the trailer. The after end of the trailer is then secured with cable lashings. The entire stowage can be completed in less than a minute.

Decision

When TOTE decided to enter the competitive Alaskan trade and buck Sea-Land, an established powerhouse, it was viewed with awe and some misgivings in shipping circles. But TOTE took the plunge with its eyes wide open. It is confident it has more-than-



The upper photo shows a tractor being disengaged from a Roloc box after parking a trailer. The Roloc box is made secure by a lockdown button, while at the aft end of the trailer (bottom photo), turnbuckles are tightened to hold the load down.



A view of the forward main deck, with trailers of assorted cargo



A trailer being backed into its assigned space on the top deck

adequate credentials to wrestle its share of the market.

It has a vessel with proven operational superiority in domestic and foreign trade; it has the operational expertise and technological resources of Sun Ship and the financial backing of Sun Oil.

"Our decision was not a hasty one," said Maling. "We started looking at Alaska over five years ago. We've been monitoring the Alaskan

transportation situation for a long time. Just before our entry decision we had a marketing team studying the business potential.

"We liked the opportunity Alaska presents, especially to our mode of handling cargo. We feel we can perform a unique service to shippers. We can help boost the Anchorage port authority's revenues and make it worthwhile all around.

"The entire matter came to a head

last year. We decided to make our move. In the meantime we had been building a trailership — undercover, so to speak — giving no indication for whom it was being built or where it would be put into service."

Sun Ship's expertise in roll on/roll off shipping stems from its operations, started about 10 years ago, in the East Coast to Puerto Rico service, in competition with Sea-Land and Sea-Train. Sun Ship held a 30-percent interest in

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William B. Acton, executive vice president



Ruddle E. Irizarry, vice president-operations



John T. Owens, vice president-finance/administration



Leonard Shapiro, vice president-marketing/sales



Howard Acton, general manager, Anchorage

(All personnel photos by TOTE)

Trans-American Trailer Transport (TTT), which operated four ships between New York, Baltimore and Puerto Rico.

About a year ago, however, the three U.S. carriers had to give up their trade when the Puerto Rican government decided to take over the shipping operations. Sun's present service with TTT includes a trailership run from Baltimore to Iran.

Organization

Maling started his career with Sun Ship in 1951. After three years he left to work for a naval architect (J.J. Henry in Philadelphia). He earned his degree in engineering the hard way. He worked during the day and attended evening school three times a week. He did this for nine years ("I had to work to support my family," he said.) He received his degree in 1961, at which time he returned to Sun Ship. He is a

vice president and director of Sun Ship in addition to being president and director of TOTE.

Assisting Maling are William B. Acton, executive vice president, and three vice presidents: Ruddle E. Irizarry, operations; Leonard Shapiro, marketing/sales, and John T. Owens, finance/administration. Heading the Alaska division at Anchorage is Howard Acton, general manager (no relation to William Acton). Maling expects to have a staff of about 50 in Seattle and 35 in Anchorage.

Handling the stevedoring for TOTE in both Anchorage and Seattle is Sea Star Stevedore Co., a new firm established by Seattle Stevedore Co. and North Star Stevedoring in Anchorage.

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Maling is optimistic that the Alaskan market will grow according to the projections developed by his firm

and that TOTE will be able to get a substantial piece of that cargo growth. When that time comes, he said, TOTE will put a second ship on the Alaska run.

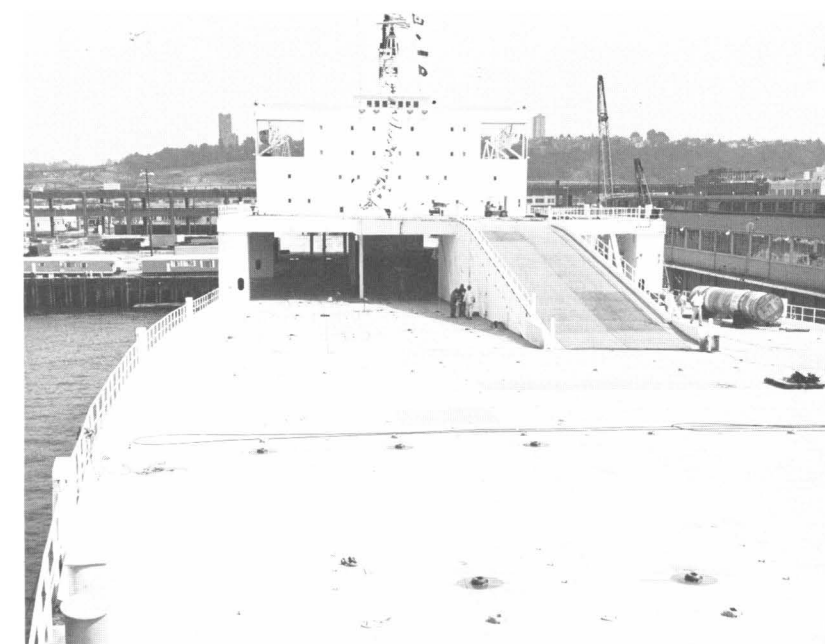
Maling said TOTE may also become active in other West Coast trades. "Sun Ship has developed a third-generation trailership," he said. "It will be a superspeed trailership, 900 feet long. It will be the fastest freighter in the world, with a speed of 35 knots. Sun Ship's technology and expertise in shipbuilding are such that it will be able to launch such a ship in the short span of 10 months."

From all indications, then, it appears the West Coast transportation situation could undergo some drastic — and interesting — changes.

— TEXT, JOHN KITASAKO
— PHOTOS, HARRY GILMOUR

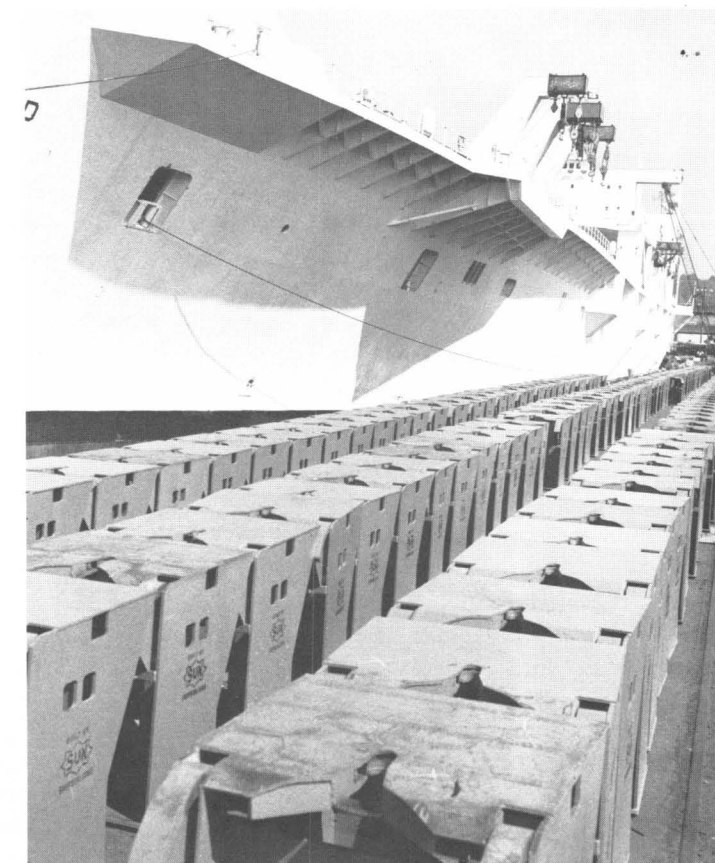
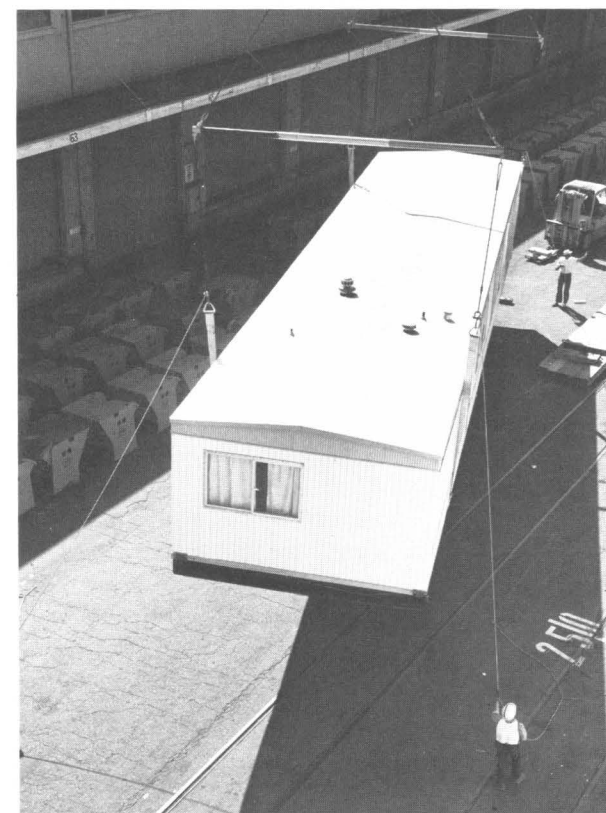
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The main deck of the "Great Land," looking toward the stern

A shoreside crane was used to hoist a mobile home aboard the trailership.



Roloc boxes, Sun Ship's patented device for securing forward end of trailer to deck of vessel. The boxes were brought to Terminal 37 aboard the "Great Land" from Sun Ship at Chester, Pennsylvania.

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