

on line

with ivaran

No. 1/86

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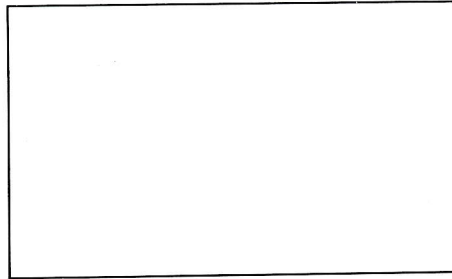
Editor: Olav G. Henriksen



While we tend to focus on new containerships, we should not forget yesterday's freighter.
In trades where the container has not yet gained dominance, a ship like Ivaran's SANTA CRUZ still does an excellent job.
At work in the port of Tampico, Mexico,
she reminds us that shipping remains a mix of tradition and high technology.

IVARAN LINES'

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from the masthead

Only The Toughest Will Survive

As another year has drawn to a close, one is inevitably drawn by the temptation to recapitulate how the markets have developed so far.

Transpacific trades, as will be recalled, started the year 1985 with a new westbound superconference. It was designed to hold the line and avoid severe rate-cutting. However, with the overtonnage situation getting worse from month to month, the new conference has been utterly unable to stem the rate-slide.

Some lines, like Zim and East Asiatic, have just left the new conference in order to set their own future policies while there is still time for that to be done. Hapag-Lloyd, obviously under heavy pressure to avoid further drastic losses, announced its decision to pull out of the Transpacific theatre altogether. That move has been hailed by everybody concerned, naturally, but the void it leaves is rapidly filled merely by the added space offered by Sea-Land which during the year has 'jumbo'-ized its ships in the same trade.

It is commonly held that 1986 will be a very bad year in this region.

Transatlantic trades have held up admirably all year despite an ever increasing degree of overtonnage. Outsiders keep coming -and leaving. Globecirclers flex their muscles. The effects of overcapacity loom big. When will the rates start tumbling? Very soon, we fear.

Europe -Far East trade feel the increasing pressure from big outsiders. Rates in both directions keep weakening. The Far Eastern Freight Conference is set to fight tooth and nail for their position. As competitors offer lower freight rates, FEFC meets the situation head on. That may keep the rates from tumbling too far down.

The Australia-New Zealand trades, particularly to/from Europe, are at present fairly well balanced as far as available capacity is concerned. The Scancarrier sale of five big ships has helped ease the situation, at least northbound. Conference Middle East trades from USA, Europe and the Far East have seen drastically reduced cargo volumes. That is a direct result of reduced oil production/sales. Restructuring of services has been going on for a while and will no doubt continue.

South African trades are in trouble tradewise, and shipments are tumbling. 1986 will be even worse.

South America badly needs to augment exports to help carry the burden of excessive international loans. Imports have been drastically cut back, even at the danger of hurting the production of export goods. The conference monopolies are being eased up to a certain extent, and new lines are edging in. But their ships are generally too small to start a real rate slide. A further easing up of restrictions may occur, and a wider type of restructuring may be seen during the next year.

Global lines are fully operative and more services will follow in the coming year. Overcapacity is already a fact. A Korean initiative to join the major league has just been stopped cold by the Korean government. Did the US government put on some meaningful pressure?

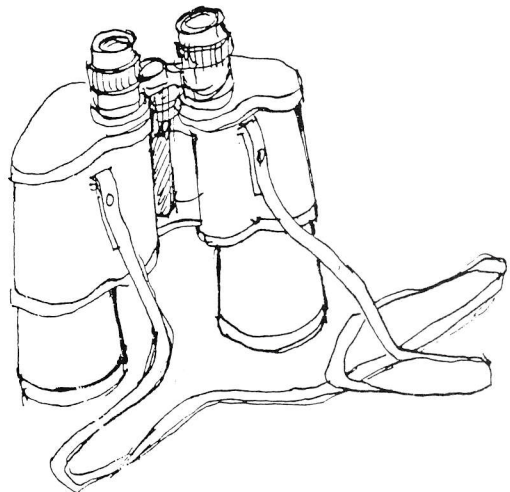
How will such developments affect the future?

Everybody is fearful of 1986 results. Who has the stamina to survive? Only time will tell.

Bankers and financiers are getting more than reluctant to support fancy schemes which may have the net effect of prolonging the overtonnage situation.

All in all, shippers will enjoy the effects of depressed freight rates, while the service levels will still remain high.

One bright spot among all the calamitous factors: reduced freight rates will stimulate trade expansion.





maritime policy bin

In our last issue we dealt with several subjects which were left unconcluded. We make it a point to follow up developments.

Where there is a will, there is a way – maybe

It now appears that the will on the part of the U.S. Administration to open up military contracts for equipment and supplies to the Keflavik, Iceland, base for commercial bidding has temporarily been blocked by a U.S. Court move. Thus, the Icelandic lines continue to suffer from a lack of inward cargo.

The first casualty is already on record. Independent Icelandic line HAFSKIP LINE just went broke after 27 years of uninterrupted operation. As the old Norwegian saying has it: While the grass grows, the cow succumbs.

American shippers' rebellion against the maritime agreement with Brazil

The previously announced meeting between the Brazilians and the Americans, which were to be held in New York in September only took place in Washington DC late October. JOURNAL OF COMMERCE reported on November 1st:

Battle shaping up in US-Brazil trade

Washington — A new battle is shaping up between shippers and carriers in the U.S.-Brazil trade.

A 1970 bilateral agreement that reserves government-impelled liner cargo for U.S.-flag and Brazilian-flag vessels is due to expire on Dec. 31, and discussions about extending and/or altering the controversial agreement are just getting underway.

A State Department official involved in the first round of talks, held in Washington Oct. 21 to 23, said U.S. officials have not settled on the stance they will take in the negotiations. Thus far, he said, officials from the two countries simply have reviewed the trade and tried to assess how the current agreement is working.

Another round of talks probably will be held before the end of the year, but has not been scheduled as yet, he added.

Ken Kastner, an attorney for the Chemical Manufacturers Association who attended the first round as an observer, said it was his impression that the U.S. team aims to free up more cargo in the trade for the independent carriers, or so-called crosstraders from countries such as Norway.

CMA and other shipper groups will strongly support such an effort, he added, because it is their position that the current agreements is "blatantly unfair" to U.S. exporters.

He estimated some 80 percent of the liner cargo moving between Brazil and the United States currently falls under the heading of government cargo and thus is subject to flag-preference rules that result in higher freight rates.

Government cargo, he said, is defined not only as goods purchased or sold by the government, but also to any shipment made with government assistance, including those receiving duty preference.

In a recent paper, H.G. Miller, an official of the Lubrizol Corp, and chairman of the CMA distribution committee, said chemical rates from the United States to Brazil typically are 30 to 800 percent higher than they are from Europe to Brazil, and "significantly higher" than rates to comparable markets where no cargo reservation exists.

By contrast, said Mr. Miller, Brazil allows independent carriers to participate in its northbound trades to a much greater extent than southbound because the added carrier competition helps lower rates and thus assists Brazil's export drive.

"This trade is operated to benefit the government owned Brazilian merchant

marine and to promote Brazilian exports, to the disadvantage of U.S. chemical exporters," Mr. Miller said.

John Angus, an attorney representing United States Lines, a principal player in the trade, said such accusations have never been supported by fact.

It "proves nothing" to compare freight rates in different trades, he said. What is significant is that the Brazil trade is overtonnaged and, as a result, has not seen a significant freight rate increase in recent years, he said.

The only serious charge to be considered in the debate, Mr. Angus continued, is the charge that U.S. exporters have lost market share in Brazil because of the bilateral shipping agreement, and that argument does not hold water.

He said an independent analysis of European and U.S. chemical exports to Brazil showed the United States actually has gained market share in that country in recent years.

Mr. Angus would not speculate on the likely outcome of the U.S.-Brazil cargo preference talks because of the many conflicting interests involved.

He made the point, however, that the Reagan administration has said it wants to take a bilateral, as opposed to multilateral, approach to all trade matters. It therefore would not make sense for the White House to oppose renewal of the bilateral shipping agreement that Brazil clearly desires.

Brazil, he said, has stated that it has every intention of supporting its merchant fleet because it feels the fleet is vital to future trade development.

Albert May, executive director of the Council of American-Flag Ship Operators, said that while bilateral cargo sharing agreements might fly in the face of free trade principles they fit nicely with the "fair trade" philosophy recently enunciated by the president.

He said the parties with the most to gain from elimination of cargo preference in the Brazil trade are shipping interests in the Scandinavian countries which, he said, have their own cargo preference agreements with Brazil.

It looks unlikely that the agreement will be ready for renewal by the end of December.

In the meantime, Jorge Carlos Leal, executive of Brazilian Netumar Line, which derives vast advantages from the Equal Access Agreement and other cargo reservation schemes, speaks up in a *Journal of Commerce* interview on November 20th:

Brazilian operators sees US-Brazil freight war

SAO PAULO, Brazil — A Brazilian shipping executive has warned that failure to renew the U.S.-Brazil equal access freight accord that expires Dec. 31 could trigger "the worst freight war that this trade has ever seen."

In fact, said Jose Carlos Leal, director of Netumar Navegacao ship owning and operating company, a member of the Interamerican Freight Conference: "It has already begun."

He asserted that a rising level of unfair competition from third-flag carriers is already evident.

Speaking from his offices in Rio de Janeiro, Mr. Leal expressed his support for adoption of emergency measures by Brazil's national merchant marine superintendency (Sunamam) guaranteeing 100 percent of Brazilian imports to Brazilian-flag ships.

If the U.S.-Brazil accord is not renewed, he suggested that Brazil rescind regulations allowing nonconference outsiders to participate in the inter-American trade, and take other special measures to protect the Brazilian merchant marine.

He termed the Reagan administration's 1984 Shipping Act an "abusive" law that attempts to interfere in the maritime legislation of other countries and blocks renewal of the equal access accord, which has regulated trade between the United States and Brazil for 13 years.

Preliminary contacts in Washington between the two countries to renew the bilateral maritime transport accord broke up inconclusively in October.

In effect since 1970, the accord was renewed without alterations in 1983 but expires Dec. 31. Prospects for its renewal or for reaching a new accord have run aground on a shoal of ideological differences similar to those currently blocking renewal of a U.S.-Brazil air accord.

Brasilia would like to reach a new shipping agreement more or less repeating the conditions of the longstanding accord. However, Washington reportedly has resisted.

Murillo Rubens Habbema de Maia, head of Sunamam, returned from the Washington talks convinced the United States wants to eliminate the bilateral accord outright. The resulting unrestrained competition would be disastrous for Brazilian ships, whose operating costs are even higher than their U.S. counterparts, he said.

Under the existing accord, northbound traffic is divided according to the 40-40-20 formula, reserving 40 percent for U.S. ships, 40 percent for Brazilian ships and 20 percent for third country vessels.

For southbound traffic, though, a Brazilian regulation prevails assuring Brazilian ships all imports either purchased by public entities or guaranteed by official institutions. Because of the strong government role in the Brazilian economy and the prolonged recession, 90 percent of recent Brazilian imports fall under this category.

According to Mr. Leal, Washington has changed its position and wants greater access to Brazilian imports because of the reversal of traffic between the two countries, with Brazilian exports now dominating.

He asserted that when the accord was first concluded in 1970, U.S. shippers were the major benefactor of the equal access agreement.

Since the United States also has laws reserving government-related cargoes for U.S.-flag ships, Brasilia considers Washington's position ideologically weak. Defenders of the Brazilian-flag reservation for government cargoes also believe that the portion of traffic covered by it will diminish as the Brazilian economy recovers from its recent international financial crisis.

Only a few Brazilian non-conference carriers favor elimination of the conference controls. One, Transroll, a roll-on roll-off owner-operator based in Rio de Janeiro, has associated with a Swedish shipping company and works as an outsider transporting automobiles to the United States and returning with general cargo.

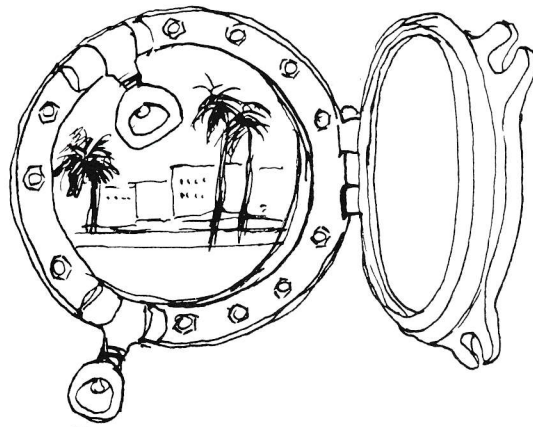
Jorge Leal warns of a rate war. His preference seems to be a judicial war, 100 percent cargo reservation in favour of Brazilian lines. He speaks of the lines involved, but chooses to overlook the fact that it is the foreign trade of Brazil and U.S.A. which is involved. That trade has for 15 years suffered under an 80% reservation scheme. If shippers are rebelling against that one, how much more would they react against 100%?

Granted, rate wars are bad, but rigid regulation which spawns inefficiency is worse. Besides, rate wars seldom last very long, whereas protected inefficiency both lasts long and gets gradually worse.

Just as this issue is about to go to the press we receive word that the US-Brazil shipping agreement has been extended for 12 months. That will make it possible to continue the work on a revised type of agreement.

In the meantime a few changes have been agreed upon. Transshipments at Puerto Rico will be permitted, also non-vessel operators. But the main controversial issues remain unsolved. A reconciliation appears remotely possible.





Banco de Boston's Brazilian Economic Report card: Retrospect and outlook

The Brazilian economy is enjoying better times this year as is most of the business community. Real growth has been accompanied by a stable balance of payments situation and inflation rate. More employment and improved purchasing power are a part of the picture as well. By now almost forgotten, the smooth political transition was fundamental in the country's economic recovery. Since March, however, no noticeable progress has been made in taming the public sector deficit — a weighty inheritance from the outgoing military government.

Companies are doing quite well, except for those plagued by price controls and import restrictions. Domestic market growth has helped boost volumes and increase margins for some. In competitive segments other companies have been able to maintain profit levels, thanks to increased efficiency. When the curtain is pulled on 1985, there should not be too many unhappy faces around town. Concern will continue to be manifest, however, about the likelihood of sustainable economic growth after 1986 and, consequently in government policies is the critical factor which will tip the investment scales in most cases.

Government Policy Stimulates Recovery:

After a difficult start, the new government defined its priorities — foremost of which is a 5 to 6 percent annual rise in the country's wealth was also on the list along with lower inflation and an acceptable settlement of the foreign debt issue.

Both monetary and wage policies contributed to the economic recovery witnessed thus far. The government has pulled its share of the load by increasing public sector salaries and employees in addition to creating new social programs. Industrial price controls and

frozen public service tariffs contributed to more consumer spending while keeping inflation down. Exports continued to receive favorable treatment, thus guaranteeing activity in this sector as well. Finally, real interest rates bounced around and then dropped.

Growth Rebounds:

Given the official policy, it should be no surprise that the level of economic activity is increasing. According to SEPLAN (Planning Ministry) estimates, the gross domestic product will register a 7 to 8% real increase this year. An exceptionally good crop harvest is expected to contribute with most of the 8% growth in the agriculture sector. Not far behind is industry presently tracking 7.5% growth which is close to the real output forecast. Retail trade and transportation/communications are expected to outperform the GDP average. Again based on the projections, government is barely expected to grow this year. On this one, time will tell if the estimates are more political than economic.

After a long dry spell, the farm areas finally had some precipitation this past week. Planting has been delayed by a month or two depending on the crop and the region. Consequently, the government has extended the automatic adjustments of minimum support prices for an additional two months through June 1986. The 1985/86 coffee crop was damaged during the flowering period, although the extension has not yet been evaluated. Pastures and livestock herds have been hardest hit. With the bad weather for a starter, it is difficult to imagine another record harvest next year. Good climatic conditions will be more important than ever in the next few months. In this sector the government is counting on 5% growth next year.

Industrial Growth Strong:

Manufactured goods exports and improved domestic demand have kept industry moving at a brisk pace this year. The sector is not problemless, however. In addition to the afflictions

mentioned earlier, obtaining the latest technology at a competitive price — either imported or produced locally — has become a major challenge. Unfortunately, the problems lie not only in process control equipment and office automation (which indirectly impact export competitiveness) but have also spread out to include limitations on technology utilized in the final export product. Not only does this factor weigh heavily in investment decisions but it will impact exports (not to mention the domestic consumer) several years down the road. Stickier labor relations have also become a part of everyday business.

On the positive side, many companies are selling higher volumes and increasing capacity utilization. Through September consumer durables led the way (12% output increase). The capital goods sector was not far behind with an 11% increase, with most of the growth coming in the serial production end. Fewer companies ordered specially built machinery and equipment, an indication of the wait-and-see investment posture. The intermediate and nondurable consumer sectors experienced just a little over 6% growth. Employment levels are rising. According to SEPLAN, industrial employment grew by 5.4% in the first eight months — although still below 1980 levels. Skilled factory workers are now difficult to find especially in the São Paulo area. Many qualified employees laid off during the recession have taken up other occupations — often more lucrative — and are hesitant to go back to what may only be short-term employment. The growing underground economy attests to this phenomenon.

Preliminary official forecasts call for a 6% advance in the GDP next year based on continued strong industrial growth (7%). Most companies anticipate good results in 1985/86 but are unsure about the near term. The first three quarters of next year — before the gubernatorial/congressional/state legislature elections in mid-November — appear to be safer ground for planning purposes. (All state governorships and legislatures will be renewed as well as 2/3 of the Senate and all of the

House of Representatives.) Not only will the states and municipalities have more money in 1986 from the recent changes in taxation but the federal government is already spending money in key electoral areas. Private sector suppliers are benefitting from the spurt in demand. Contractors are also getting more business as is the retail trade.

Public Sector Spending Up:

Those that bet on the new government spending more money to boost the economy (with side effects on the 1985 and 1986 election campaigns) were right. The new team has done just that. Consequently, the public sector deficit is on the rise, despite earlier promises to start putting the house in order. Through August the internal debt (as measured by federal and state government securities) grew by 32.1%, although the money supply witnessed 8.1% negative growth in real terms through October.

The problem is not getting smaller as time goes by. Although tax revenues were enhanced by measures earlier this year as well as economic recovery, these factors alone were not enough to keep pace with increased expenditures and the aftereffects of freezing public service tariffs — not to mention assorted subsidy programs. If there is any thorn in the government's side, this is the one. The major impediment to future growth is heavy indebtedness (read here as internal and external). New fiscal measures have been promised after this week's elections. Taxpayers will be called on once again to cough up more money for the government.

While 1986 has been earmarked for cleaning up the public sector deficit, there are many question marks. The country still has several budgets and a plethora of state companies and agencies. Social programs totalling Cr\$63 Tril. (US\$7.2 Bil.) have already been announced. State company investments are targeted for a 5% real increase next year after a 39% real reduction from 1980 to 1984. As for turning public sector investment over to private capital, the program is about to begin. First

on the list is Cr\$33 Tril. of PETROBRAS shares to be sold on the stock market. In spite of this positive factor, it is hard to imagine that increased taxation coupled with increased expenditures will result in a reduced public sector deficit.

Tougher Labor Relations/Real Wage Increases:

1985 will go down in history as a major test for the first democratic government after 21 years of military rule. Autoworkers, public health service doctors and bank employees: what do these groups have in common? Several years of severe real wage cutbacks affected industrial, government and service sector workers alike. With the shift in power, unionized workers as well as government employees have struck for better wages and working conditions. The rash of strikes witnessed after March this year is an indication of the growing pains ahead. While companies may not be well prepared for more mature labor relations, unions are equally unprepared to strike a bargain both sides are undoubtedly going to have to invest heavily in improved labor-management relations.

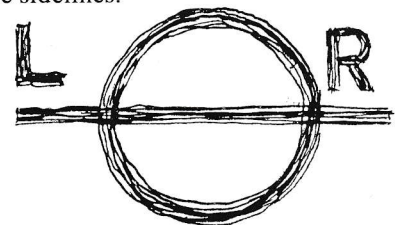
In addition to more employment in the formal economy, real wages have been increasing throughout the year. The minimum wage rose by 260% compared to 213% inflation for the comparable period. As of November 1st the minimum wage amounts to Cr\$ 600,000 (US\$69)/month. According to government sources workers began to make up for lost time in 1985. Officials estimate that between 1979 and 1984 the economy took a 30% real wage cut. (Private sector estimates are higher.) The private sector has given 15% real wage increases on average, while the government has increased by 17% this year. The major difference lies in the fact that the private sector is increasing efficiency and productivity, while remaining profitable. Therefore, those companies that can afford to give real wage increases do so. The same rationale does not apply in the public sector. Worse yet, labor pressures will only increase — despite the

lack of organized labor unions — in the sector which can least afford to pay.

Stable Inflation for How Long?

At the expense of increasing the public sector deficit and reducing corporate profits, the government has successfully held the inflation rate to 1984 levels. After a 282% annualized inflation rate in the first quarter, the following period saw a 141% figure go on the books. Third quarter inflation rose to 237% (annualized rate). In the first ten months the General Price Index came to 157.5%, or below 1984 levels, however. Can the government continue to use artificial means to curtail inflation through October 1986? If the answer is positive, what are the implications for company profits? Interestingly enough none of the major causes of inflation have been tackled at the roots. Stringent price controls for industry have proven to be most inefficient around the world. Brazil is no exception. The final consumer has never benefitted from such government intervention although the same cannot be said of the middleman. In addition to producing no lasting impact on the inflation rate and distorting the economy, price controls are a major impediment to new investment.

During a period when the government is counting on the private sector to invest heavily in order to compensate for curbed private sector investments, this is indeed a tricky question. Government interference is at an all time high in the economy. There is no easy way out. A continuation of the status quo, however, will not create the necessary conditions for increasing investments, more jobs and sustained economic growth. This time the ball is in the government's court and the business community is awaiting the results on the sidelines.



A multi-modal task

Most people think of liner activities as the task of picking up cargoes in one or more ports and delivering same in several ports at the other end of a long sea voyage. Not quite so, at least not these days.

Particularly with the container in focus, the entire transport chain becomes part of the reality even for ocean liner companies.

In that context we came across an example not long ago. We asked for more details to be able to put together a story for our readers.

It seems like it all started in 1982 when the Canadian Government decided to put together an aid programme for ailing children in certain parts of Paraguay. In addition to the two governments, UN's FAO World Food Programme in Rome stepped in to coordinate the movement and the distribution.

But how to get the merchandise from Canada to Paraguay quickly and safely? The Ivaran network went into action. Tom Barnes of Navcan, Ivaran's Montreal agent, stayed right on top of the planning. Getting the containers trucked from Montreal to New York was a cinch, but at the other end matters were much more complicated. The chosen transfer point from ship to rail was Montevideo. We pick from the report received from Ivaran's local agent there, Ernesto J. Rohr S.A.

We made our first contact with the Uruguayan State Railroad in September 1982. Their response was most positive. But as the traffic also had to move through Argentina and Paraguay, the railroads in those countries as well had to be lined up for the job. All of them lacked know-how on container handling and are hampered by bureaucracy. Consequently we realized that we had to stay right on top of the project all the way through if we were to succeed. Several trips were made by the «Rohrs» to the border crossing points to prepare a smooth flow and no unforeseen delays.

Also, special twistlocks for the securing of the containers to the railcars had to be brought in from New York

to Montevideo in advance. Rohr also had to arrange for special agents in Asuncion to supervise the job, and also to make sure of a quick return of empty containers to Montevideo.

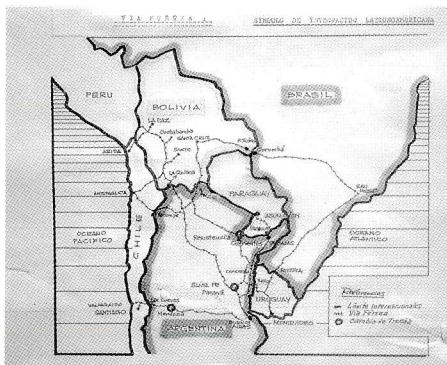
With three different railroads involved, each had to be paid in advance in local currency. Rohr representatives had to be posted at each border crossing to make sure of no delays.

The first shipment took place in October 1983 when 24 20' containers left Montreal to connect with Ivaran's m/s SALVADOR in New York. They held 432 tons of flour, dry milk etc.

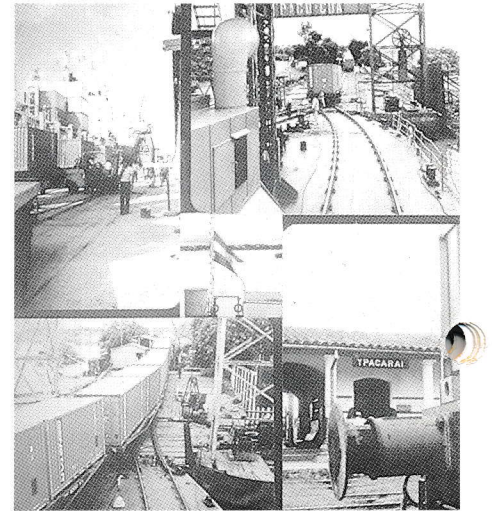
Already on November 10th the SALVADOR arrived at Montevideo. The containers were unloaded directly onto railcars which soon were ready for the 1.600 km. inland trip. The very same night the train headed northwest for the first border crossing 600 km. away with agency personnel aboard. Yet the next morning Jorge Rohr set off by automobile to make doubly sure of a smooth border crossing across the Uruguay River via the Salto Grande Dam.



Bird's eye view of Montevideo.



Overview of inland trek.



From ship to rail.

There the Argentine locomotive 'General Urquiza' took over the container convoy for another 600 km. to the Paraguayan border at Posadas City by the foot of the Paraguay River, the natural border between those two countries. At that point the railcars boarded an old ferryboat which landed them at the city of ENCARNACION in Paraguay, some 300 km. south of the famous Iguazu Falls. Another locomotive was standing by to handle the last pull of 400 km. into Asuncion where the transport arrived six days after leaving Montevideo. The cargo turned out in excellent condition.

Mr. Rohr goes on to write - Luckily, our agency employee was a young man aged 25 who enjoyed this cruise in spite of the tropical temperature of 40 degrees C. worsened by hot steam coming from the wood burning Paraguayan locomotive which at times travelled at walking speed. It had of course no refrigeration system and ran out of drinking water for the last two days of the trip, exactly as the convoy passes through the jungle.

Although we expected the trip to be harsh, we never thought it would be almost inhuman. But we held that it was the only way we could be positive that those boxes would be delivered in Asuncion in the same condition as when they were loaded in Montreal 50 days earlier.

Cont. on page 18

DEAR SHIPPER:

This is a significant year for Ivaran Lines. For one thing, we are celebrating our 60th year of service to and from the South American market. For another, we are about to complete our first year of service in our new offices as an independent agent. These dual anniversaries are worth noting for several important reasons. They indicate to you, the shipper, that Ivaran service has been and continues to be consistent, reliable and efficient. Sixty years as a third flag line in a highly competitive market proves that beyond a doubt.

As always, we thank you for your patronage and gratefully acknowledge your role in our company's success. This year, more than ever, we're delighted to say to you, "Welcome Aboard!"

Sincerely,

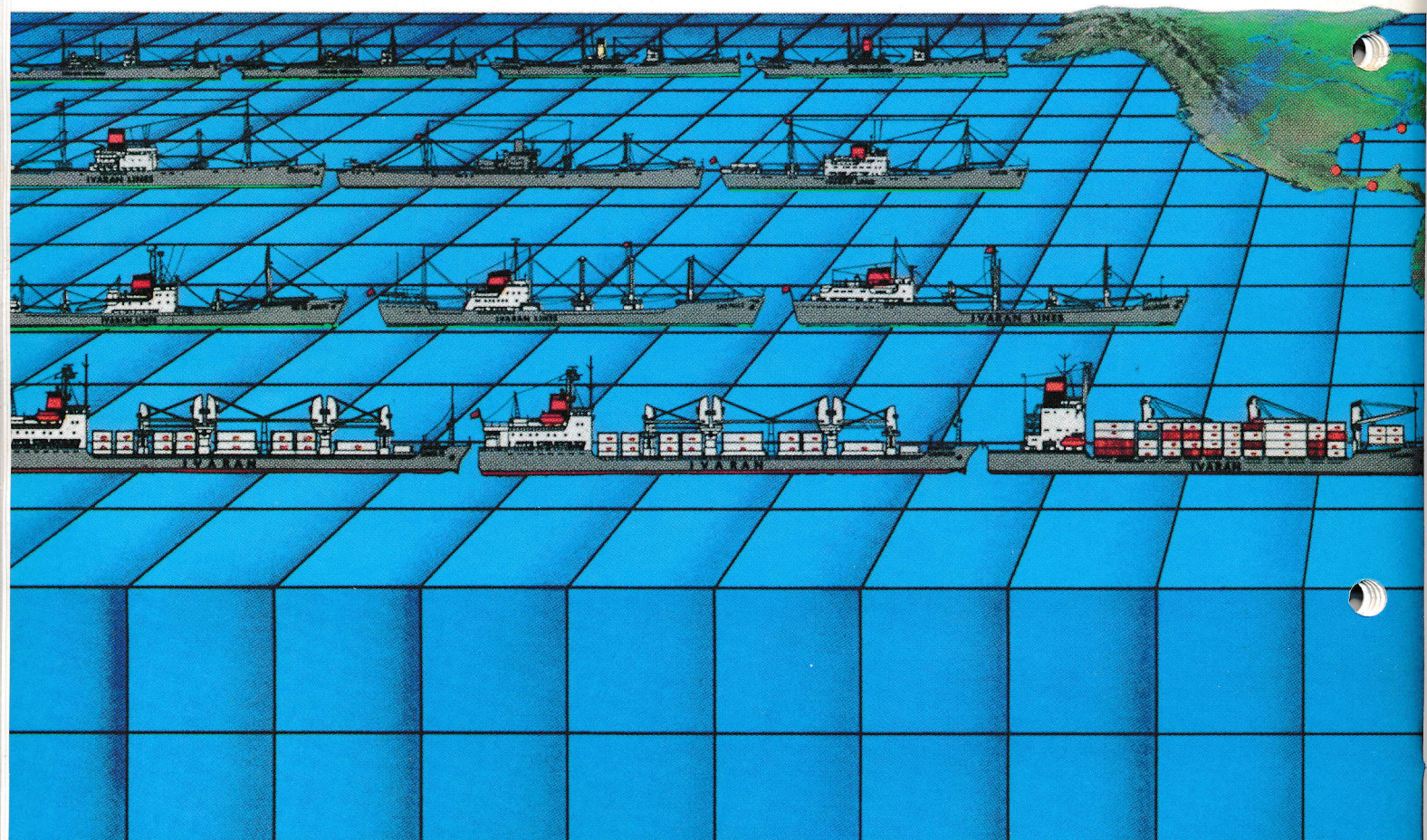


**Erik Holter-Sorensen
Chairman**

IVARAN
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SOME THINGS HAVE CHANGED SOME THINGS HAVE NOT

While our vessels constantly change to keep up with the newest developments in fast, economical shipping to and from the South American market, our commitment to service never changes. Total reliability, quick turnarounds and demand-sensitive rates have made Ivaran's custom-

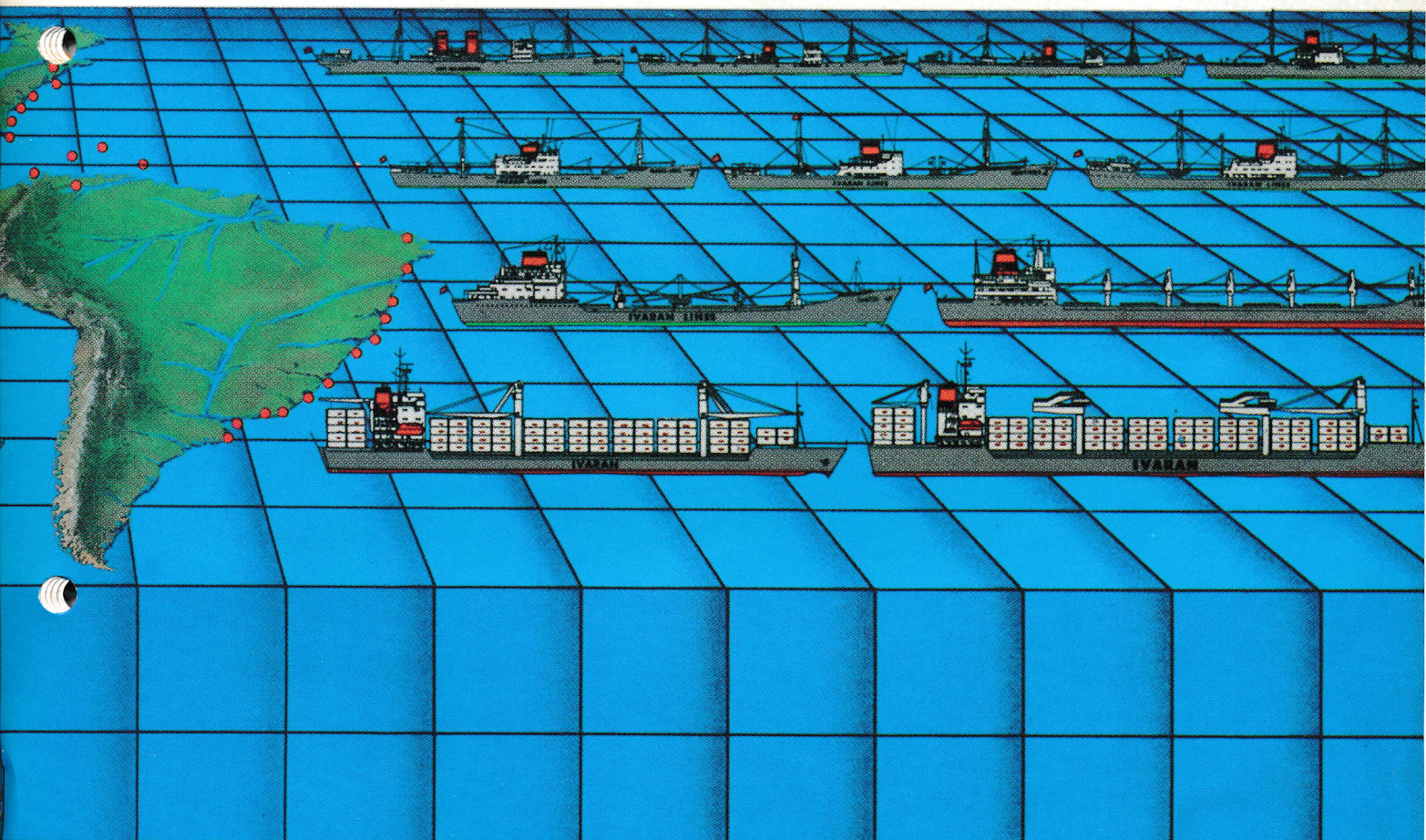


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Cleveland, OH 44107
Tel. (216) 228-7676

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One Exchange Plaza
New York, NY 10006
Tel. (212) 809-1220

DEARBORN—World Shipping Inc.
Schaefer Building—Rm. 210
13530 Michigan Avenue
Dearborn, Michigan 48126
Tel. (313) 581-8282

HOUSTON—Riise Shipping Inc.
1235 North Loop West
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Tel. (713) 880-5343

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4151 Woodcock Drive
Suite 102, Highland Bldg.
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Tel. (904) 398-9011

MIAMI—Farovi Shipping Corp.
125 N.E. 9th Street
Miami, FL 33132
Tel. (305) 373-4765

MONTREAL—Navcan Shipping Inc.
276 Ouest, Rue St. Jacques
Suite 1025
Montreal, Quebec
Canada H2Y 1N3
Tel. (514) 842-4834

NEW ORLEANS—Riise Shipping Inc.
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New Orleans, LA 70130
Tel. (504) 581-5721

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Norfolk, Virginia 23505
Tel. (804) 489-0012

PHILADELPHIA—Stockard Shipping
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Philadelphia, PA 19106
Tel. (215) 925-9300

PITTSBURGH—World Shipping Inc.
Boyce Plaza—Suite 207
1035 Boyce Road
Pittsburgh, PA 15241
Tel. (412) 221-3560

ROCHESTER—World Shipping Inc.
474 Thurston Road
Rochester, NY 14619
Tel. (716) 328-4345

SAVANNAH—Smith & Kelly Co.
300 Drayton Street
Savannah, GA 31401
Tel. (912) 232-3151

ST. LOUIS—World Shipping Inc.
8888 Hall Street
St. Louis, MO 63137
Tel. (314) 868-2244

TORONTO—Navcan Shipping Inc.
185 Bay Street
Suite 705
Toronto, Ontario
Canada M5J 1K6
Tel. (416) 364-6233

WILMINGTON—Wilmington Shipping Co.
330 Shipyard Blvd.
Wilmington, NC 28401
Tel. (919) 392-0200

IVARAN
Lines



agents corner

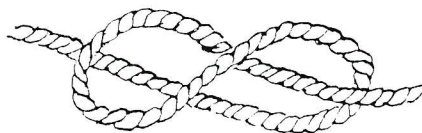
The life of an agent is not an easy one, as we were aptly reminded of in our last issue. If that limping piece of poetry caused agent TRANSCAR in Santos to let off some steam of his own, is unclear and remains merely a suggestion of our own. Suffice it to relate that he in his November Newsletter lets off the following moan:

or at least not digested in Owner's office. So, whilst we must admit that it is not possible to set the clock back by 25 years (unfortunately . . .) we feel that Owners should consider to cut down some of the excessive communication procedures and save themselves money and the agent time which can be put to better use with more productive work like for instance booking cargoes.

Editor's note: We may certainly sympathize with the harried agent, but suggest that he does not use rare cargo booking talent for tedious paper work. Besides, people with a Scandinavian background tend to state problems in 'either/or' configurations despite most facts-of-life situations calling for 'both/and' solutions. Maybe the whole thing boils down to a matter of cost and compensation — which breeds another problem comfortably beyond the scope of an editor.

Agent profiles

Most of the users and other friends of lines, such as IVARAN, get to catch a glimpse of some of its agents from time to time, but the impression is most often sketchy and not truly representative. We shall in future issues present agent profiles to the extent that we are able to persuade that modest, shy breed to come forward and take a bow, tell their particular story. Joking aside, the fact is that they are doing a terrific job beyond tedious paper work and routine port jobs. The biggest problem involved may be that most of them seem to dislike intensely to write for the press, even their own. The bait is laid out.



Odes to ships

From an Agent's marketing material we borrow a piece on Man's love for Ships — an old affair. It runs thus —

WAY IS SHIP CALLED A SHE —
A ship is called a 'she' because there is always a great deal of bustle around her; there is usually a gang of men about, she has a waist and stays; it takes a lot of paint to keep her good looking; it is not the initial expense that breaks you, it is the upkeep; she can be all decked out; it takes an experienced man to handle her correctly; and without a man at the helm, she is absolutely uncontrollable. She shows her topsides, hides her bottom, and, coming into port, always heads for the buoys.

Your Editor is tempted beyond restraint to join the ring with an alternate version —

A ship is a she,
so beamy on block,
all destined to be
at work round the clock.

The men will be wooing,
with trust take her in,
and she will be doing
her job with a grin.

Good jobs are expected,
no breakdowns are wanted,
yet oft she's neglected,
yes, even near taunted.

Still given new coats
of paint when she's ailing,
she'll gleam to the boats
in teams where she's sailing.

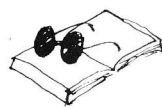
Anyone else for a fling?

When is - sufficient - enough?

As a shipping agent with more than 25 years' experience in liner business, the undersigned cannot help but feel concerned about the mountains of paper required to keep a liner service, however small or large, running now-a-days. Specially communication has been growing rapidly in both cost and frequency. 25 years ago it was sufficient for the agent to send the Shipowner two cables (in code please . . .) for each call, one to confirm that the vessel had arrived and her 'ETS' and the other to confirm the departure and total quantity loaded (or discharged) and freight revenue. The cargo and freight manifest by ordinary airmail and a short radio-message from the Master at sea giving the vessel's ETA at the next port of call would complete the Owner's requirements. But not now — not any more. Days ahead of vessel's arrival Owners will start to telex the agent asking for detailed berthing prospects, number of vessels in port, arrivals and departures upto the vessel's arrival date, weather forecast and the present disposition of the harbours master. Then once the vessel is in port, the Owner wishes to have every morning the number of gangs worked, production per gang, the number of hours standing-by by stevedores, the reason for these delays, the weather forecast for today and tomorrow and the colour of the Captain's face after yesterday's night in town. And so on and so on. It would all be great fun and help keep your agent on his tip-toes if it was not for the fact that it cost by far too much money in telex expenses and half of it is probably not even read



passenger platform



Zeroing in on 'Roots' at sea

While we realize that Ivaran cruises have been popular for a good many years, we are not too often reminded about that fact in a direct way. But last August a letter arrived in Oslo from a group of passengers aboard m/s SALVADOR, enroute from Brazil for New Orleans. It ran —

Our Greetings to Ivaran!

We undersigned passengers have experienced collective dozens of voyages aboard freighters. Now heading homeward, a rarely witnessed unanimously happy group, we take this way to express to you our very real thanks for MV SALVADOR's Voyage 49.

Although the voyage is appreciably shorter than anticipated, in no degree are our praises any less. Let us first speak of those with whom we had most direct contact, the two Stewardesses, Berit Oedegaard and Turid Amundsen, and the Chief Steward Alfred Slettebo. Of these three, some passenger among us put it well, that in every way, and every day, they made us feel as if we were invited guests within their home, where they enjoyed being our hosts.

So should we mention that the Chief Cook, Ronald Andreassen, and Luis Cattaran, his messman assistant, are so able in their galley that before reaching the voyage's halfway point, we passengers had spontaneously equally contributed to express our gratefulness for the food, whose only complaint is much too much, and too good!

Captain Bendt Ternoe we think could hardly more competently, nor more proudly represent both his seagoing profession and his company of Ivaran Lines, Inc. As unquestioned is his command of his ship and its people, so has he been our adviser and friend, until any among us would be happy to sail with Captain Ternoe again.

And to the degree that we have had contact with other officers — notably delightful, charming Mrs. Elin Rossehaug, Radiø Officer — as well as the ship's crew, from quiet, quick 'Young Man' Eirik Dahl forward, each and all

have helped to make our voyage praiseworthy and memorable.

Finally, we wish to take special note of Ivaran's special extras for the passengers: the pre-arranged free tours in most ports; the open bar evenings without cost; the cut fresh flowers to brighten our staterooms, and most recently the radioed-ahead reservations with hotels, or the after tomorrow in New Orleans. Our previous freighter voyages have not offered these special extra thing — which further add to why we 12 passengers are signing below our most genuine appreciation to all of you at Ivaran's Head Office in Oslo, and the North American Office in New York, as well as your most helpful agents in all ports where this Voyage 49 has stopped.

We took a look at the signatures. The gang appeared like a group of good, all-American mix. Yet, one name struck a familiar chord — Alex Haley. Right, you caught it too. The author of 'Roots'. And, looking closer, a short personal note from him surfaced as well —

Greetings!

This note is added to accompany a newspaper piece that I wrote on the MV *Salvador* and sent to my hometown area.

And the two are added to the enclosed Letter of Appreciation to Ivaran, Inc. from all of the passengers on her recent Voyage 49.

Particularly I want to thank you, for after 20 years and retirement from the U.S. Coast Guard, I love the sea. And now, as a writer, my most ideal place to work on my books is as a passenger on board good freight ships. In fact, I'd lov to bokk about every other voyage on an Ivaran freighter, but your waiting lists are understandably so long.

With the very warmest wishes to all of you!

We can not resist the temptation to let all other Ivaran friends join us in en-

joying his con amore travelogue which appeared in his home-town newspaper The Knoxville News-Sentinel —

Hello, everybody!

We human beings — we individuals, families, institutions, cities, nations — face nothing more true, I'm convinced, than: "If you do not deal with reality, then you can be very sure that reality will deal with you."

That's why I've bought a 65- to 70-day round-trip cruise on a Norwegian cargo ship, where I don't think I could work any harder, averaging about 12 to 14 hours a day.

I love going to sea, and it's also happily where I seem to write both my most, and my best. So this voyage is ideal for me to come to grips with my recent, most sobering realization that: (1) I've had almost 10 years of traveling worldwide, at least figuratively being applauded and taking bows as the author of the acclaimed "Roots," published in 1976; (2) abruptly I must invest far more time on the seat of my pants, consistently pursuing the tough, tedious, time-eating birthing of successive new books; (3) sooner or later, the next reality would be the diverse erosions awaiting authors who go on for too long without something else published.

Well, enough of motivating myself.

I surely am missing home, and I've been feeling a want to write a letter home to all my friends, and I hope also some new ones.

I guess my most graphic Latin American experiences so far have been better insights into the chronic inflation, especially in Argentina, which is wrestling awesome world debts.

As one instance, still in active use are some 1,000,000 (one million!) Argentinian peso banknotes whose current U.S. equivalency value will startle you: 10 cents. A recently printed, and just issued, new currency is the austral — and one austral roughly equals one U.S. dollar.

In Brazil, everyone who advises tourists urges avoiding changing dollars in any bank or hotel; recommended instead is the very public black market, which proves to be most practical

advice. For the U.S. dollar, Brazil's banks or hotels currently give 6,100 cruzeiros, but you get 8,000 at any sidewalk black marketeer, or any store.

Now, ever more astounding: In both Argentina and Brazil, all major stores' windows display seemingly all major credit cards. But go in and shop, then offer any credit card, and you will hear the ruefully smiling salesperson's tone of appeal: "Can you please give your personal check?"

Incredibly, to avoid the costs of credit card use, and apparently to avoid all possible dealing directly with their local banks, both Argentina's and Brazil's major stores (but not in fiscally sound Uruguay) not only request, they relish taking both stranger's and "furriner's" personal U.S. bank checks — I gather for even substantial sums — much more so than would be likely in stores in Gatlinburg, Nashville or Knoxville, either, unless they know you well.

Another graphic economic insight is witnessed in the visibly less import and export cargo now being loaded on and off freight ships. Previously they were heavily laden, both from and to the U.S., but now the shipping lines hotly compete for every substantial tonnage of Latin America's import and export cargo. I'm told that the cargo we've already loaded on board includes numerous truckloads of big, oblong, wooden crates, holding Argentinian canned corned beef.

* * *

And within entirely another Brazilian graphic witness area are those simply incredibly designed ladies languorously populating Rio's famed beaches of Copacabana and Ipanema. By the thousands, along with the superlatively muscled males, they are, loosely speaking, "clad" in mini — or perhaps micro — bikinis. Passing in a tour-bus, I couldn't but react: "Have mercy!"

Then, a Latin American certainty is that nearly wherever you see a sufficient cleared-earth surface, you'll likely witness soccer being played, some of

it evoking an imagery of surreal ballet. And the players range from diapered tots on up to men well into their middle-ages — for this is truly the homeland of the three World Soccer Championships, ignited by that Living Legend Most Extraordinaire: Pele.

And I must not forget: Argentine's justly fabled Buenos Aires has an after-dark custom as culturally beautiful as anything I've ever heard of. The great city's bookstores keep open until 1 a.m. After people have been out and dined, many of them enjoy next wandering into a good bookstore for the rest of their evening browsing. Isn't that custom wonderful — and something to think about?

* * *

Well, back to the ship. Chief Cook Ronald Andreassen is so good that we passengers have spontaneously equally contributed and surprised him with an appreciation gift.

But our ship's Capt. Bendt Ternoe gave a far greater gift when we first arrived in Santos, permitting the cook's pretty young Santos teacher wife to sail the next 10 or so days with us, until we are returned to Santos. The cook's wife in her moderate English, gave us a further Brazilian economic insight, that as a four-year college degree teacher she earns the cruzeiros equivalent of \$100 U.S. monthly.

This ship's more daily evident romance, though, involves the Rossehaugs, First Officer Magne Rossehaug, and his charming, smart wife, Elin, who is the ship's radio officer. In her second month as a freshly graduated, brand-new seagoing radio officer, she intercepted a faint SOS. She spent the next 16 hours coordinating the rescue ships which barely were able to arrive in time to save all hands before their stricken ship sank.

Anyway, noting that her ship's first officer seemed just her type, Radiolady Elin saw that a communication got established — and they were married, and now they sail seven months together, spending the other five months at home in Norway, where they love to fish, and he loves woodchopping. On

board here, every evening at sea after dinner they walk out onto the deck, arms linked, and Elin's just beaming, as Magne conveys a more, reserved, strong Norwegian.

* * *

Perhaps I should say something of how one books freighter voyages. First, freighters carry a maximum of 12 passengers, in double or single staterooms which on some freighters (as this one) equal or exceed passenger quarters on most ocean liners. And one should expect that freighter itineraries and arrival/departure dates or times cannot be absolute but must be flexible because of the obvious inexactness of acquiring, loading and unloading cargoes. Put another way, anyone who is uptight, fretful, a worrier, should travel somehow other than on a freighter.

Anyhow, among the world's thousands of freighters, probably not 100 carry passengers, so that booking voyages is professionally done by hardly a handful of experienced, knowledgeable freighter-specialty agencies. Interestingly, among us 12 passengers from all about the U.S., chitchat has revealed that 10 of us had booked ourselves via Freighter World Curises Inc., of Pasadena, Calif., whose worldwide reputation and contacts among cargo shipping lines certainly ranks among the best.

Most freighter buffs feel that the cost per person in double staterooms represents about the major remaining world traveling bargain. Per-person cost averages about the daily rate in a medium-class metropolitan hotel. Single staterooms cost not much more. This 65- to 70-day voyage is longer than most, the average being one month or less. The rates encompass good food thrice daily, laundering facilities, ship libraries, sundry games and amenities.

Most freighter passenger couples represent comfortable retirements and longtime marriages, as witness on this ship. Retired merchandising executive Edward and his Loretta Berger later during this voyage will celebrate their 45th anniversary. Retired Bethlehem

Steel executive Ray Tremblay and his Dorothy said "I do" 43 years ago.

Retired U.S. Navy Dental Corps Capt. John Pepper and Pat Pepper are 28 years married since during the 1950s as a young and pretty U.S. Navy WAVE lieutenant she maneuvered to be assigned to his dental chair for some bridgework, which also remains intact. Sharing the ship's fourth double stateroom are retired Los Angeles court clerk Irma Smith and widowed Frances McKenzie, good friends who enjoy traveling together.

Our four single stateroom occupants include retired Marine engineer Bill Zwick; then Virginia Francis, retired after 37 years first as a Girl Scouts USA executive, then as an area secretary of the Presbyterian Board of Christian Education. Finally, in the stateroom adjoining mine is George Sims, my friend from our Henning, Tenn., boyhood, now my principal researcher, who loves going to sea maybe even more than I do.

* * *

Today, July 24, is one month exactly since I flew from Knoxville to New Orleans to catch this ship, and "flew" is the right word. John Rice Irwin drove me from Norris to Knoxville's airport, truly testing out the sleek Lincoln Continental he's freshly bought for his wife, Elizabeth.

Already I'd missed my booked Delta flight, where a prepared ticket awaited (forgive me, fellows!) and I barely squeaked onto Republic's flight that was leaving immediately. Speaking of close! Had I missed that flight to catch this SS Salvador's New Orleans sailing, my next flight would have been to the ship's next port-stop of Bahia, Brazil.

I certainly shouldn't give any idea that I only work and don't also thoroughly enjoy these writing voyages I've taken since my 20 years with the U.S. Coast Guard "hooked" me entirely with a love of ships and going to sea.

Listen to me: Becoming "hooked" starts the very first time you're standing up there on the deck of any big deepwater ship that's either arriving at or leaving a dock, with those tug-

boats whistling their mysterious brief, brisk signals for their propellers to go boiling forward or backward, pushing or pulling to aid the great ship with tugs' incredible power.

Gradually the big ship silently is inching clear of the dockside — it's sheerly majestic! See, you're standing up on her deck, away high up over those people seeming even farther away down there on the dock, and you see those turned-up faces; no matter if they're Peruvian grammar school kids or German or U.S. corporate executives, you'll see their yearning "I wish me, too!" expressions.

And, man, about then your ship's hoarse big horn blasts notice to the world that the last tethering line was just cast off, and that up on her bridge with the ship's captain is the harbor pilot, with his intimate awareness of whatever may be that week's or even the last 24 hours' vagaries of depth and silting in that specific harbor's out-bound ship's channel.

She's starting to draw out into the stream, now, being nudged, nursed, pulled by the straining tugboats. And just instinctively, man, you sort of languidly, lazily wave down towards those dockbound, wishful faces — and instantly they eagerly wave back, seeming grateful that you even noticed them at all.

And, let me tell you, you're proud, standing up there, grateful, if you've got any sense, that He has let you be at least a little piece of such a grand thing!

Then, hey! Let's share just a bit on your big ship well out at sea. Again you're at the favorite deck-standing place, this time at night and it's very dark everywhere you look at the ocean's level.

It's not unusual, after a while, to begin feeling you're His only creation within the immediate infinity. Gazing upward, your eyes seem to be drinking in not only those countless diamond-dust stars, but, by golly, aren't those the very same constellations you first learned about in grades 5 or 6? "Hey, Big Dipper!"

A few nights ago, Capt. Ternoe invited us 12 passengers to the bridge to

witness the perfectly defined Southern Cross. Another night up there, he let us squint through the SS Salvador's magnificent astronomical telescope at a luminous moon, so seemingly very close we felt we could almost touch.

Now or then, fellow passengers will ring your stateroom's telephone, inviting you topside, visually to share yet another just incredible, unbelievable, indescribable sunrise — or sunset.

The chief attraction yesterday was porpoises alongside our ship for hours, performing acrobatics while feeding upon frantically swimming small fish.

* * *

I've already mentioned that we've just returned this morning to Santos. Here for the next two days, we'll be taking on cargo northbound for the U.S. Later today I'm going to check into the Santos Holiday Inn to make needed telephone calls, mostly to Los Angeles, New York, and area code 615, of course. And lacking a local Federal Express, I'll locate and use the international courier service, DHL, whose U.S. headquarters said that within two working days DHL would deliver from Brazil to The News-Sentinel, whose editors said before I left that they'll share my letter.

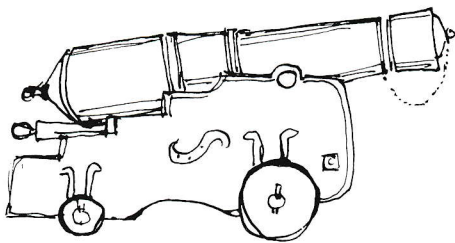
Then tomorrow, a car's two-hour scenic drive will put me into Brazil's grandest, largest, most populous (13 million!) metropolis, Sao Paulo, where my hosts will be Circulo Do Livro, S.A., my Brazilian publishers (in Portuguese). Their colleagues from Buenos Aires, Emece Editores S.A., (Spanish), will fly in for a joint lunch. The Portuguese translator of "Roots" ("Negras Raizes"), Senor A.B. Pinheiro de Lemos, and his Spanish ("Raices") counterpart, Senor Rolando Costa Picazo, will help my effort to fire up their respective editors' anticipations of first the book "Henning, Tennessee," and thence a book about Appalachia.

* * *

Now, concerning book translations and Tennessee, let me share an idea

Cont. on page 18

management will not be shut out



No wonder Cure?

The new UK Minister for Shipping, the 20th Earl of Caithness, is reported to have made an opening remark something like — ‘There are no miracle cures for the woes of shipping’, before he continued, ‘therefore you are not going to see anything dramatic by me’.

To a certain extent he is right in his assessment of the situation. In a back-handed way he may even come rather close to a cure.

The real trouble seems to stem from the fact that too many politicians and governments have tried to inject so-called miracle cures into the patient, thereby nearly killing him in the process.

The old, yet harsh story comes to mind about the dear old lady who, from a kind and loving heart, kept feeding the neighbourhood birds long enough to make them unable to fend for themselves — and they died when the old dear had gone to her reward.

Has not the time come for the old government aunts to stop artificial feeding of shipping companies and shipyards so as to permit survival of the fittest rather than the fattest?

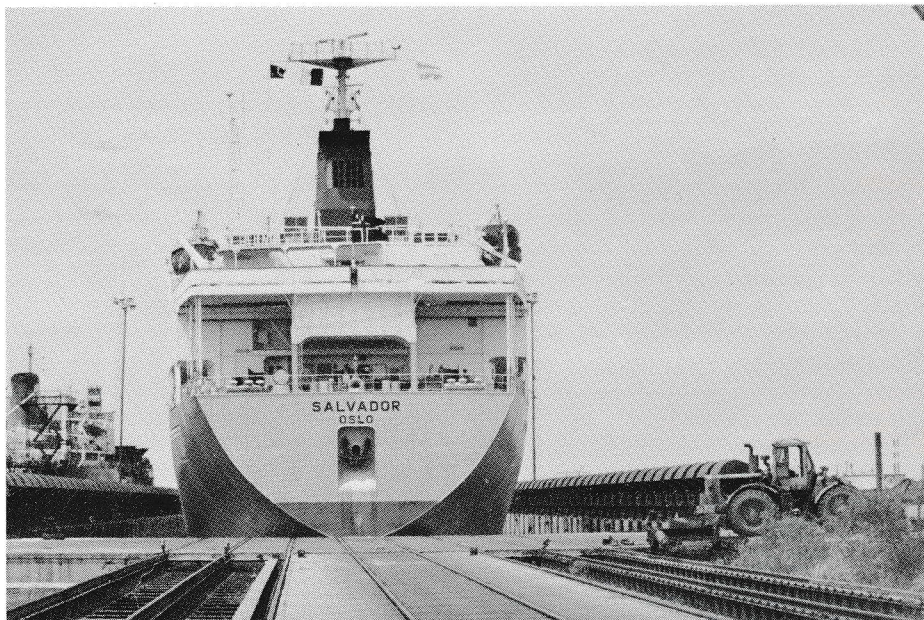
Let us approach shipping woes from another angle. Union officials as well as politicians speak loudly about the dwindling fleets of traditional shipping nations, demanding that flagging out be curtailed to preserve the proud fleets under home flag.

Yet they themselves are the ones who have made it miserable, often impossible to continue viable operations under own flag.

In reviewing the current situation in Norway it comes clearly to mind that: Politicians have, in order to demonstrate how idealistic and freedom minded they are, decided that either Norwegian flag ships be denied to trade on South Africa, or be put on an official shame-list.

As a result of both alternatives, users of such services will shy away from Norwegian ships, depriving them of sorely needed markets at a time of crisis. Consequently, Norwegian ship-

Cont. on page 18



High and dry
M/S SALVADOR in dry dock

SPILL-OVER

Cont. from page 8

On arrival of the train in Asuncion a big celebration was held together with at press conference where Dr. Juan Rivas, representative of the Paraguay 'Paen', was present. The 'Paen' is the organisation in charge of implementing the aid programme for five Paraguayan states in order to improve nutrition and sanitary health for 'vulnerable groups', Dr. Rivas stated that foremost among the people to be helped are 60,000 children who will receive a glass of milk every day at their respective schools.

To date a total of 430 TEU's totaling 7,207 tons have been transported from Montevideo to Asuncion via the railroad system with no major problems. More cargo will follow in 1986.'

This relates at true pioneering service on the part of Ivaran Line, a multimodal movement encompassing high technology in combination with a truly old-fashioned railroad grind — in addition to some really dedicated agency work.

Cont. from page 16

I've had, so marvelous that when it came one night at sea it practically jerked me upright in my bed.

The one word "Henning" has long been the projected title for my forthcoming book about my little 450-population West Tennessee hometown. but the thought came: Hey! Add one more word! Title this book "Henning, Tennessee."

Published during spring 1986, first in English, thence quickly in probably 20-odd other languages, and countries, that one added word, "Tennessee" will automatically become spoken, written, printed, televised, broadcast, read and heard into collective millions of times, worldwide — for years to come.

"Fantastico!" they'd say locally. For our state of Tennessee, it will be a global big basketful of what public relations folk call "positive exposure." For our imminent "Tennessee Homecoming '86!," a lovely boost across the

U.S. I've already telephoned Double-day; they also love it.

I love this writing business. Sometimes we whom He has blessed to work in the creative professions can maybe catalyze, or somehow influence good things, you know, and if and when that happens, it's humbling prayer time.

I only wish I could similarly feel upbeat about the very large, and very heavy suitcase that is under my bed, containing literally scores of letters I've simply not found a clear time to sit down and answer, which generates within me an appreciable sense of guilt.

The letters mostly ask if I will speak someplace; or if I'll edit someone's first writing effort, or write their great book idea into quite probably a best-seller, or travel to visit somewhere or someone I'd love, or variously otherwise. There are serious requests, from obviously solid, good people, and instant emotional response is that truly I wish I could comply with at least most of such requests, but I just cannot, not if I am to birth new books by applying the seat of my pants, as I have said.

For this writing as a profession demands all that you've got, and can muster — and then some! Essentially that has been testified to by the best who've ever put pen and typewriter onto paper; and it's truth! And I hope my "Sorry, I really do wish . . ." is understood.

Tonight we sail from Santos here and north to Fortaleza, which I'm told is so beautiful! Thence to the Barbados, next to San Juan, then to Santa Domingo (Dominican Republic), before our five-day, non-stop return to New Orleans — where we passengers will disembark, each heading for our different destinations, mine of course being Knoxville. I sure do look forward.

And meanwhile, with brotherly love, y'all!

And now, y'all: please look out for Alex Haley's next book HENNING TENNESSEE, written in part aboard a Norwegian freighter — at sea, where he loves to be.

Cont. from page 17

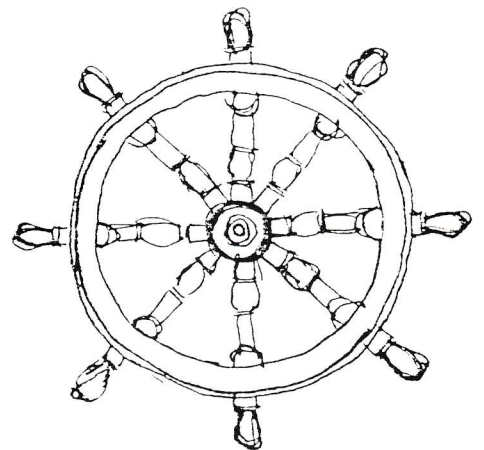
owners shall have no choice but flagging out even faster to retain any semblance of international goodwill. Even the Seafarers' Union seems to sense danger at this point, with dwindling jobs at an accelerated pace. but the politicians still stick to their guns.

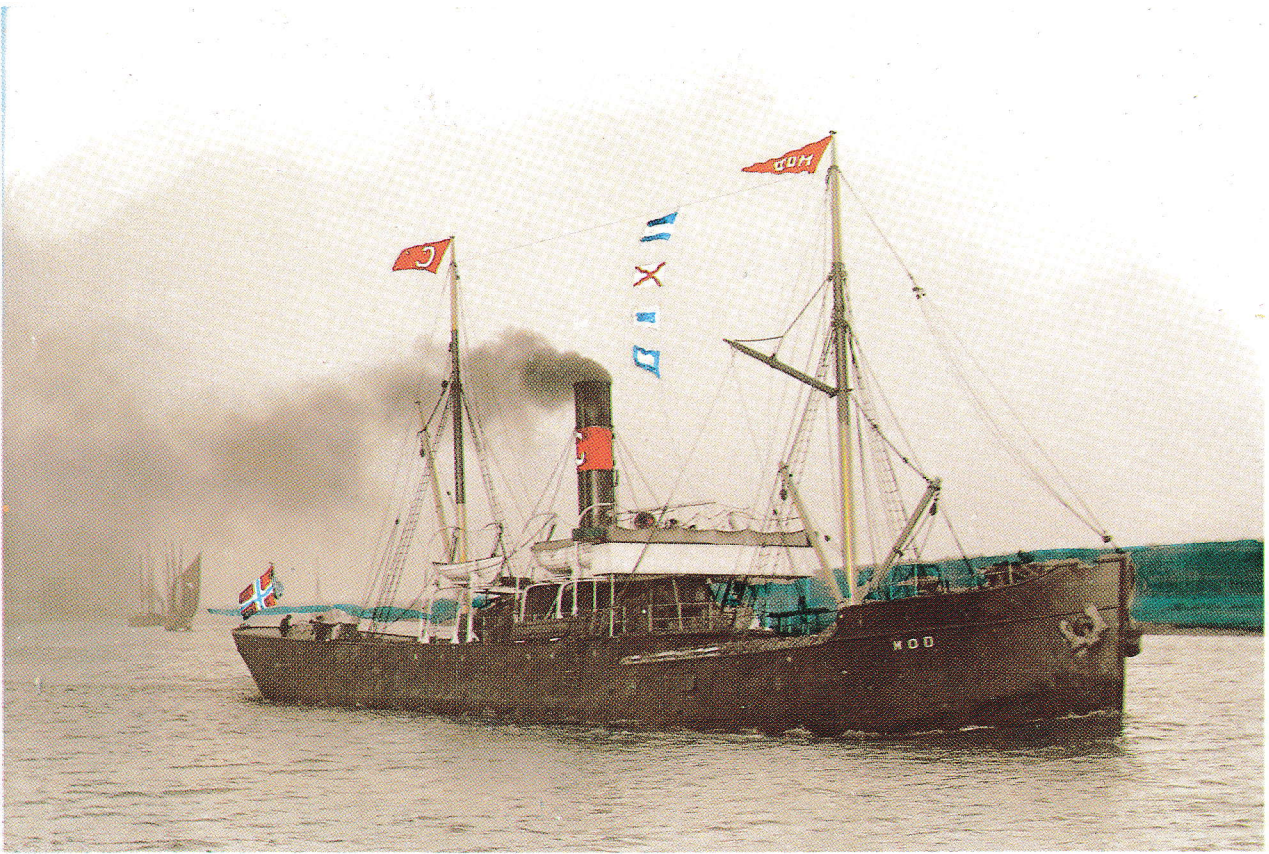
Let us hasten to add that we abhor the South African political system. Yet, there are other systems we dislike as well, and if Norwegian shipping restricts itself to trade with just the lovable ones, the market might become somewhat narrow.

Both examples seem to point to one important fact: **MORE MEDDLING MEANS MORE MISERY.**

If instead all governments did decide to drop all types of subsidy, all restrictions on cargo routeing, all unnecessary meddling beyond simple laws to prevent fraud and abuses, shipping would recover rapidly — and world trade would prosper as never before.

Sounds like a wonder cure?





glimpses into the past



Courage is part of shipping

With the first steamer, s/s MODESTA, plucked out of the danger zone following her Icelandic stranding and put back into a new life of commercial service for her new owners, Ivar An. Christensen lost no time in his courageous pursuit of shipping success.

Already the following year, in 1903, he managed to put together the financing of another purchase — his second ship. His eyes had fallen on the s/s WELHAVEN, 789 dwt., built in 1884 as yard no 8 from Laxevaag Engine and Ironship Works of Bergen,

Norway. She had only had one set of owners, S.M. Kuhnle, Bergen. As for the first ship, the owners consisted of a group of partners with Ivan An. once more in majority.

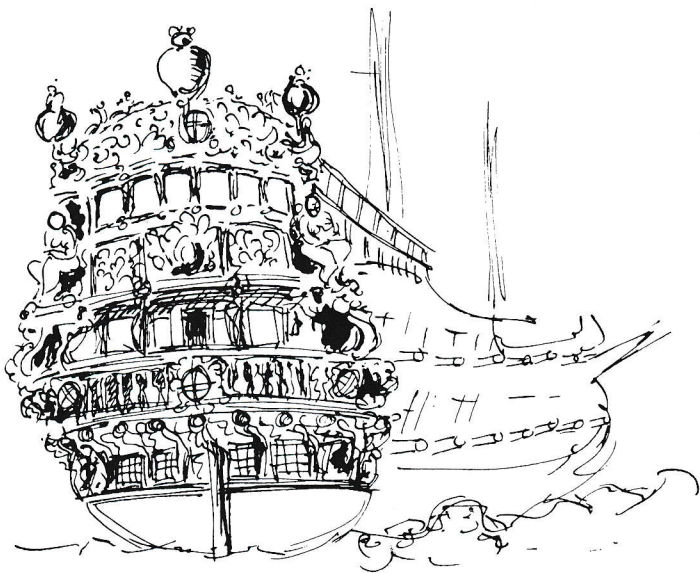
The ship was renamed 'MOD', short and seemingly sweet, but in Norwegian the name also means COURAGE.

Ships built at that time and age were above all simple and well constructed — some will say over-dimensioned. No bad feature for a second hand ship, already 19 years old.

S/S MOD continued to serve her

new owners well. World War I was already in its second year as she was on a voyage from Gothenburg, Sweden, to Blyth in U.K. with a cargo of pit props. On April 30th, 1916, she was intercepted by a German submarine. Officers and crew were ordered to abandon ship. Explosives were placed onboard, and down she went.

Fortunately, all hands were rescued a few hours later by another Norwegian ship, the s/s TORE JARL.



stern gallery



While we in our last issue presented pictures of the SAN MARTIN I
in New York and Miami,
we shall pick her up once more as she makes her maiden arrival at Buenos Aires on October 10th,
about to complete her first cargo voyage.