

on line

with ivaran

No. 1/87

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An artist's concept of IVARAN LINES' new cruise liner about to enter Rio de Janeiro. The ship is expected to enter service in less than a year to the delight of up to 110 passengers on each voyage. She will also provide fast, dependable service to shippers of 1120 20' containers which will also truly travel first class.



from the masthead

From the masthead

Another year has gone by, a new one has entered. The problems of 1986 have certainly not been resolved, but the effects have been felt in different ways in the various trades. The overshadowing main problem in practically all trades has been an oversupply of ships. That problem will continue to harass the lines throughout 1987.

While most lines have been struggling with heavy losses and restructuring of financial schemes to the dismay of their creditors, some lines have been able to report modest profits. Those lines are the ones which have been able to build up efficient transport networks based on intermodalism, a combination of sea and land transport systems, without incurring too heavy capital investment.

The dominance of the container in liner trades has long hence been established. That trend just gets stronger every year. Lines which have been slow in adapting to containerisation are generally suffering more than others as costs of handling non-containerized cargo keep soaring.

Lines of Developing Nations have been more reluctant than others to enter the container age. Now they realize that the competition gap is growing too big to straddle. In addition, most governments of Developing Nations are finding it too costly to subsidize the operation of inefficient lines. The direct as well as indirect rate pressures built up by efficient, big container lines are too substantial to be ignored. Competition between shippers in international markets is getting increasingly keen, and low freight rates combined with good service are not to be ignored.

Brazil is an example of gradual adjustment to new conditions. A greater degree of liberalisation of trade is now taking place, making it possible to benefit from both lower freight rates and better service offerings. Brazil's foreign trade surplus, which for a long while has

been hovering around one billion dollars per month, started to dwindle during the last half of 1986, almost to disappear by the end of year. In such a serious situation every effort has to be made to stem the tide and get back on a favourable course. The political emphasis has to be switched from who is to transport to how much there will be to transport. Shippers need all kinds of encouragement in cost reduction and service efficiency to succeed in selling more merchandise abroad.

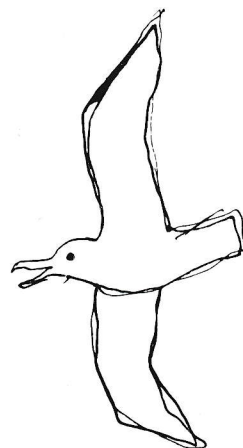
Much the same situation holds good for Argentina and Uruguay.

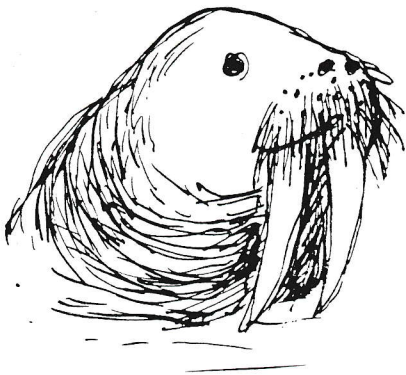
Basically, Developing Nations all over the world are by now deeply split in their attitudes on liner shipping. On one hand they condemn the big international container lines for unwarranted rate cutting. On the other hand the same nations benefit from reduced transport costs.

We have always felt and still maintain that it is more important to any nation to increase exports, and, in turn, foreign trade as a whole, rather than to protect at heavy cost liner transport on National lines.

Protection carries along the inherent risk of inefficiency and increased costs. Developments in South American trades over the past twenty years have amply proven this to be a continuous fact. Even government officials have now started to recognize such facts, and are trying to do something about the situation. But the distance from recognition to implementation is most often painfully great on the political sector.

Our hopes for 1987 are centered on the increasing ability on the part of involved governments to improve conditions for their foreign trade. That will be to the benefit of the respective nations as well as to those who serve the trade faithfully and efficiently.





of SHOES and SHIPS

Global Liner Review

While we in ON LINE with Ivaran are primarily concerned with the development in the trades between USA and East Coast of South America, we believe our readers may also be interested in reading about how other major liner trades shape up as we are entering into 1987.

The world's leading liner trade covers the Transpacific area. Traffic volume has over the years been building up steadily as US imports from the Far East grew at a fast clip. Growth was particularly brisk while the dollar was strong, but when it started to slide, eastbound trade levelled off while westbound traffic began to increase. Analysts seem to agree that the trend will continue upwards in the years to come.

An oversupply of ships has kept rate levels low, a fact which no doubt has aided trade volume, but has given liner operators serious problems. In 1986 American Lykes Line and German Hapag Lloyd decided to pull out of the trade. The Japanese lines as well as the Koreans have also suffered badly. Hong Kong based Orient Overseas Container Line ran into severe financial troubles and is now finally in the process of completing a restructuring process with the aid of its unhappy creditors.

Lines able to report profits have been American President Lines and Danish Maersk Line, both highly efficient with strong intermodal systems to form part of their service networks. While Maersk serves multiple trades, APL is a pure Transpacific carrier. Able to operate in the black all along, it has been the leading money maker among American lines. In order to stay in the lead APL has to upgrade its fleet. In the fall of 1986 they decided to order five big 3 800 TEU containerships with a speed of 21 knots. Quite surprisingly the order went to high cost West Germany. Heavy government subsidies on the part of the Germans were reported. But the order may never come to pass. APL's

American competitor Waterman has challenged the order before US courts, claiming that the low building costs due to heavy subsidies will result in unfair trading conditions.

In the meantime APL has taken steps to charter on long term basis four of the big 3 000 TEU containerships which Lykes had ordered in Japan for their Pacific trade before they decided to pull out. Thus APL will be covered with modern ships even if the German contracts have to be cancelled. Whatever happens, it seems like APL will continue to lead the American liner league for years to come. In second place will be SEA-LAND, another solid performer in multiple trades including the Transpacific one, even though results for 1986 were loss-giving.

The continued presence of US Lines in Transpacific trades will not be a significant one, even if they should succeed in gaining support for continued activities.

TRANSATLANTIC trades have also suffered under heavy overtonnaging conditions, and rates have therefore remained relatively low. Westbound traffic from Europe to USA was good while the dollar was strong, but has now fallen off again. Eastbound traffic has in the meantime improved somewhat, but there are still too many ships around.

The withdrawal of US Lines set off a sigh of relief from the competitors, but other lines, among them Dutch Nedlloyd, were moving in fast to take up the slack – and maintain the oversupply of ships in the trade.

For some while Europe and USA has been on a collision course trade-wise. A trade war between USA and EEC – the European Common Market – could cause serious trouble for already hard pressed lines.

In the meantime the big lines of the trade are in the process of consolidation. German Hapag Lloyd and Swedish/British/French consortium Atlantic Container Lines – ACL – are teaming up to rationalize services to gain better ship utilisation in the precarious Transatlantic trade.

Another major liner trade, between Europe and the Far East, keeps growing. Even if outsiders take nearly half of the volume transported, the conference lines seem to make out fairly well. A small rate increase has been announced, and the outsiders appear to be happy to follow up with corresponding increases. The departure of US Lines also from this major trade was of some help, but a newcomer from April 1987, German Senator Line, may prove somewhat disturbing.

Consolidation may be in the making also on this particular sector. French CHARGEURS REUNIS Line has been losing money for quite some while. They serve the trade jointly with Belgian Line. Now talks are going on with Maersk Line, and speculation is running high in shipping circles. Maersk has been keeping away from joint services except for a brief interlude with Japanese K-Line in the 1970's. Is Maersk trying to buy the Conference rights of Chargeurs Reunis? Are they trying to buy all CR shipping activities?

GLOBE-circling schemes suffered a major setback with the failure of US Lines to make a go of it. However, Taiwanese EVERGREEN Lines, the world's biggest container line, seems to be making out quite well. BARBER Line, a Scandinavian and British combination, has during 1986 been reshuffling schedules drastically to stem losses. From an eastbound pattern similar to the one of US Lines, Barber has now included the Europe/Australia service maintained by related company ScanCarriers. In addition Barber now also links US East Coast with Australia with some of their ships.

As we try to gaze into the future, we see 1987 as another problematic year for liner shipping. Bankers are getting increasingly reluctant to enter new shipping commitments. Even old ones may be dropped, resulting in further bankruptcies.

High-technology, innovative lines which have been cautious not to over-invest, will be able to make

and SEALING WAX...

ends meet, but profits will be modest.

The level of freight rates will remain low.

Aviation in Retrospect

During the past thirty to forty years, aviation as a means of reaching places in a hurry has become an everyday procedure. We now never stop to think twice about the fact that we are able to cover a major distance around the world in less than 24 hours. And air travel has become safer than getting to the airport by automobile – let alone staying at home.

Personally, my first trip by air took place nearly forty years ago. As a young, ambitious shippingman, I was about to proceed to USA from Norway by joining the company freighter EDVARD GRIEG at Odense in Denmark where she was discharging a cargo of grain. The trip from Oslo to Copenhagen was intended covered by aircraft. But the fall weather was as usual bad, and fog blanketed the Oslo area. The alternative was taking the night train. At the railroad station in Copenhagen I was met by the local company representative who informed me that time was running out. The ship was nearly ready for departure, and it was costly to hold her back, waiting for me. As a consequence, we headed for the Copenhagen airport, Kastrup, where a taxi flight to Odense had been ordered. But at Kastrup the fog was as heavy as at Oslo. The pilot kept checking the weather reports while my nerves stayed on edge. Would I make the ship in time? Finally, permit was given, under some doubt, to take off for Odense.

After takeoff, ground contact was gone. In due time the small taxiplane started to circle, searching for an opening among the clouds. The knowledge that Denmark is as flat as a pancake was a distinct consolation both to passenger and pilot. An opening was finally found, and we made a landing at the local airport,

a small mud strip in a field. A local taxi showed up, and half an hour later the young, eager shippingman boarded the ship in a hurry to report to the captain. «Now we can get going!» «Sorry, the unloading has been delayed, departure will only be tomorrow».

Seven years later I was, as a newly appointed liner manager, from my base at New York going to visit company agents and customers in South America. The epoch of the propeller still prevailed, and the trip took its good old time. Local airports still in places consisted of mud strips which turned into swamps when it rained. It seemed to rain a lot, especially at Santos and at Paranagua where the old DC-3 stuck close to the beach for some 150 miles between the two towns. The landing at Paranagua was soft and splashy. We had to wait under cover of the wings for the rain to abate somewhat so that we could make a dash for the terminal.

The trip from Montevideo to Buenos Aires took place in an old amphibian plane from World War II which hardly managed to get off the river. The passengers were stacked inside the hull between wooden constructions, eyeing portholes which in the beginning stayed under water. The dirty, yellowish brown river water was even less attractive than the fog over Denmark. Thoughts about driftwood and other types of floating debris in River Plate made our perspiration flow while we tried to fight off claustrophobia.

In retrospect, the trip north from Buenos Aires, up the Pacific Coast of South America, was the most memorable one. The DC-7 could not climb the Andes Mountains. Consequently, the course had to be set through a seemingly narrow, winding mountain pass. We fervently hoped for clear skies as we circled our way above the rain forests of Northern Argentina with the mountains to the west. The mountain passage was located, and the plane zig-zagged its way west with steep mountains on both sides. Having completed the

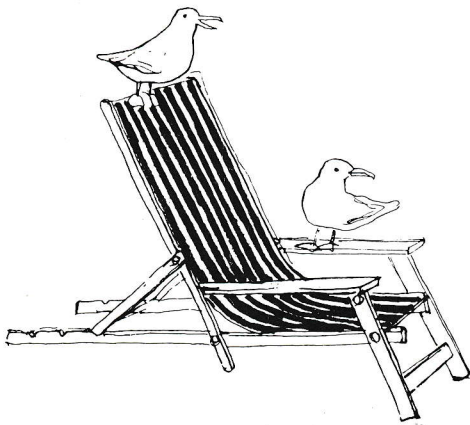
crossing, Northern Chile seemed like a narrow strip of land before the Pacific Ocean took over.

In the middle of the night we made a stop for fuel at Panama. Sleepy passengers were herded into a moist, hot waitingroom. The only thing we could think of to pass the time, was to check the souvenir counter for possible interesting items. Small sterling silver spoons decorated with general Balboa and other local dignitaries caught our interest. We invested in one of the spoons, turned it around in our hand, and became aware of a name forged into the rear of the handle. Sleepy eyes were forced to focus and read: Th. Martinsen, Norway. That made us realize that tiny Norway was a world factor in more ways than in shipping.

Still another unforgettable aviation incident took place some eight years later. Jet planes had by now taken over. A group of shipping executives was en route from New York to Rio de Janeiro. After a hearty luncheon a stopover was made at Trinidad. The old-fashioned terminal was still in use, with slow, overhead fans and no air condition. We opted for a stay out in the open shade underneath one wing. A balmy afternoon breeze was building up.

One of the group was glancing around and viewed the aircraft. He turned silent. Another did likewise – and shut up as well. Soon the entire group ran out of conversation topics. The captain was standing nearby. He had noticed the development, moved over to the silent group and spoke, "Gentlemen, you have not been drinking too much en route. This plane is fitted with five jet motors."

With a broad smile he told us that a spare engine was badly needed in Rio. It would have cost a small fortune to dispatch one to Rio by special freight plane. Our flight had very few passengers booked. Their technical experts had come up with the ingenious solution to mount the spare engine under one wing, close to the fuselage. In view of the otherwise low payload, the added drag



passenger platform



could be accepted under the prevailing circumstances.

Our group appeared to relax. But there is no denying that we were feeling much better as we around midnight had completed our trip to Rio and could disembark into the warm, spicy Brazilian air.

All five engines were still there.

Our new Passenger/Container Ship

Since the intense work leading up to the contracting of IVARAN'S Cruiseline, efforts have been no less hectic in the working out of the details of the interiors, technical solutions, in the planning of how the ship is going to function as a unit.

Much thought is being given to how the passengers will experience the new world they are joining upon boarding the ship which is going to be their home away from home for almost seven weeks.

Leading experts on the various sectors involved have been hired to make sure that results will be excellent.

From the top management we have now received the following communication:

We are proud to introduce our new passenger/container vessel, which is scheduled for entering our Liner Service between US East Coast

and Brazil/Argentina late 1987/early 1988. In the pages to follow we will give you further details about her lay-out, sketches of the most important passenger cabins, reception area, dining saloon, lounge and deck area with swimming pool.

The vessel can carry up to 110 passengers and 1120 20ft containers. She will have a service speed of 20 knots and perform the roundtrips between the American continents in about 46/48 days or less if need be.

The passenger accommodations will be of the highest quality based on cruise ship's standard and contain single and double cabins, all with private bathrooms, dining saloon, lounge/bar, library, deck swimming pool with large outdoor areas, whirl pool, deck bar, shop, health club, hair dresser, massage etc. The vessel will also have a doctor onboard at all times. The vessel will be owned and operated by Ivaran and will fly the Norwegian flag.

The vessel will call at about 15 ports in USA and South America. The roundtrips will be started in New York after which the vessel will proceed to Philadelphia, Baltimore, Norfolk, Charleston, Savannah and Miami. Additional US ports may be added and other ports may be taken out of the schedule.

From Miami the vessel will continue to Rio de Janeiro whereafter she will proceed to Santos. After Santos she will sail on to Buenos Aires. This port will be the end of

the Southbound leg of the voyage.

Montevideo will be the first port to be served Northbound. Thereafter, the vessel will serve 2 ports in South Brazil out of Rio Grande, Itajai and Paranagua. Thereafter, she will again call at Santos and Rio de Janeiro and continue to one port in North Brazil out of Ilheus, Bahia and Fortaleza. From one of these latter ports she will cruise back to New York.

Considerable time has been spent to plan this vessel and the best interior and naval architects in Norway have been used to prepare her for the South American trade.

The schedule and itinerary of the vessel is planned in such a way that passengers will have 12 hours in each port. There might at times be more time in Buenos Aires and important ports like Santos and Rio de Janeiro will be called twice. Sightseeing tours will be arranged in all major ports of interest. It will also be possible to do some inland travelling and board the vessel again in other ports.

Furthermore, we intend to offer entertainment in various forms by sending onboard various artists with regular intervals. It is also our idea to bring onboard qualified people to lecture about South America.

We hope to receive your booking either direct to Ivaran Agencies Inc. in New York (Mrs. Eva Hansen) telephone: 212-809-1220 or through your travel agent.

Welcome onboard.

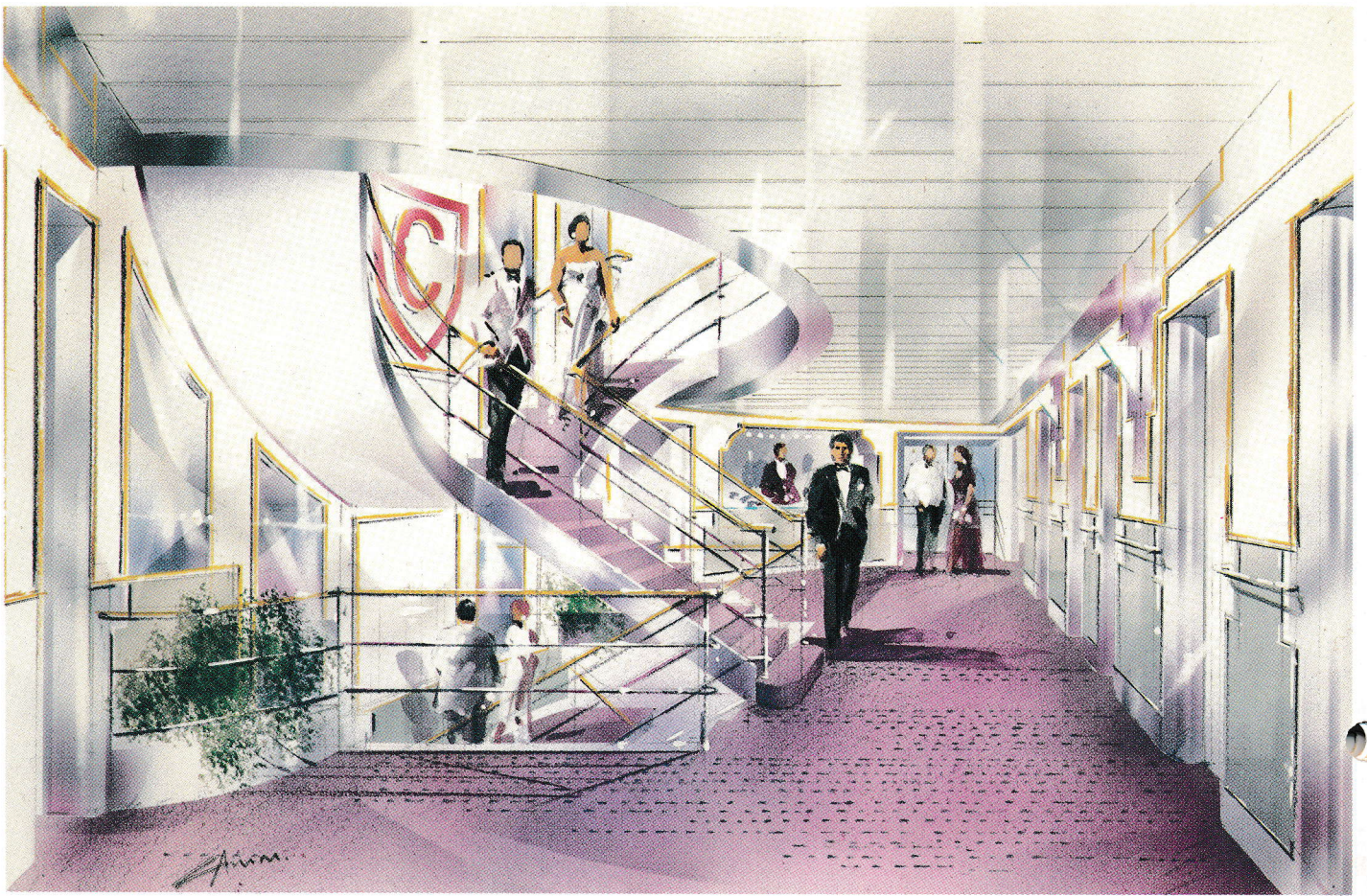
CABIN CATEGORIES:	US\$ ROUNDVOY:	TOTAL CABINS:	TOTAL BERTHS:
A Owner's suites	16 800	2	4
B De Luxe suites	10 500	8	16
C Double cabins	9 000	20	40
D Single De Luxe cabins	10 400	6	6
E Single cabins	8 400	16	16
F Inside single cabins	7 200	12	12
GRAND TOTAL CABINS:		62	
GRAND TOTAL BERTHS:			94



Owner's Suites, Sitting Room



Owner's Suites, Bedroom



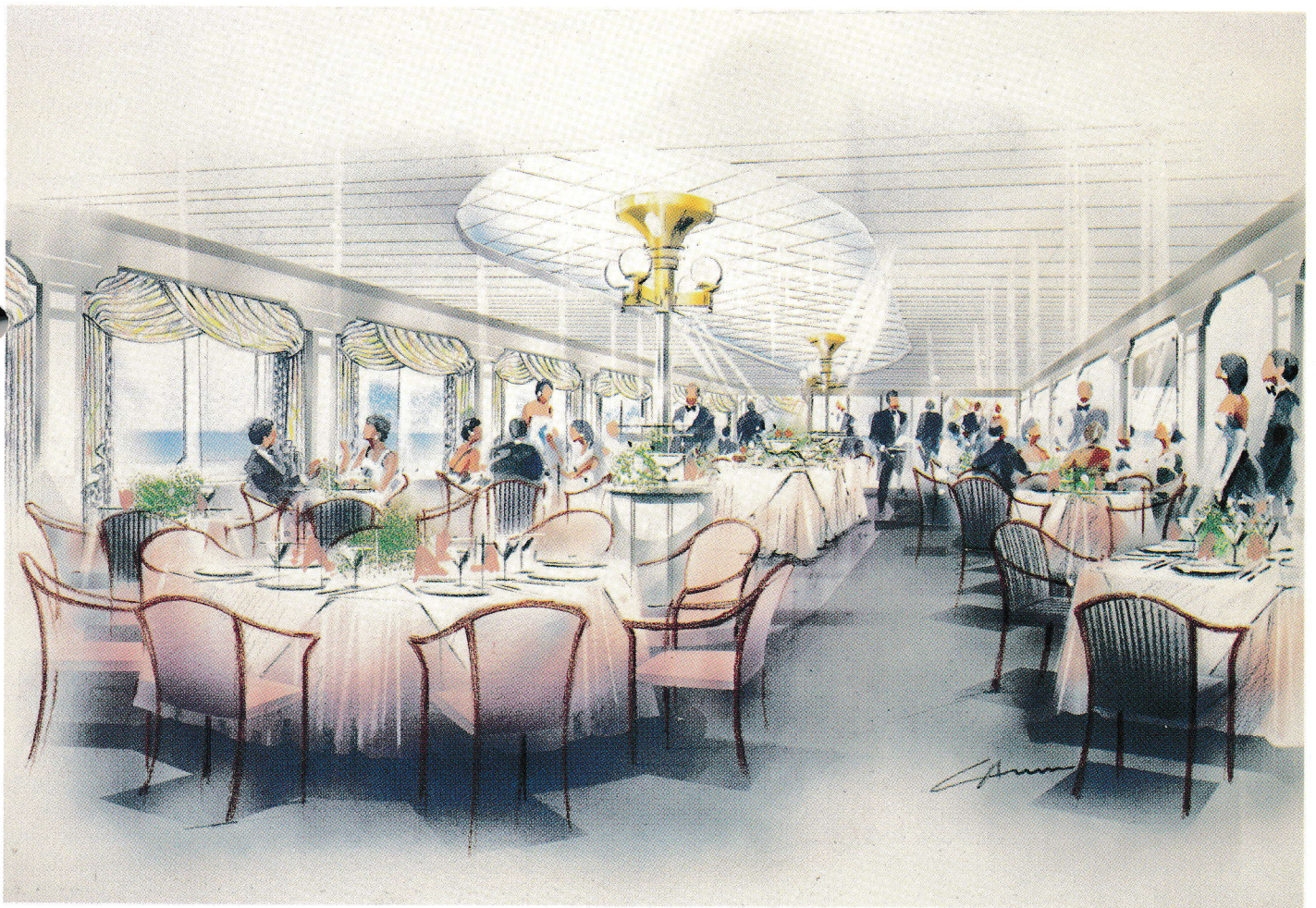
Reception



Lounge with Bar



Sundeck with Pool



Dining Room



Double Cabin



Single Cabin

Rolling down past Rio for a breath of Buenos Aires

On a freighter voyage along the Atlantic coast of South America, RONALD CROSS watches the sun rise over Rio and by night dances under a spangled sky.

The trip starts at Houston, Texas. Not a good introduction. The airport is several light years from the city. Apart from the Space Centre and Astrodome – institutions in which one's interest is something less than obsessive – Houston has little to offer. The downtown dies at night (for dinner you are largely a prisoner of your hotel) and the temperature in August was 38 degrees Celsius for days on end.

But if Houston is purgatory, the *Santa Fe* is heaven. You sense immediately that you are in a protective, comfortable cocoon: bright, clean cabins with individual air-conditioning and refrigerator, a spacious bar/lounge, a well-windowed dining room, a swimming pool, ample deck space and a wide variety of mouthwatering food, attractively presented.

It is also reassuring to know that the ship is Norwegian-owned and operated, for Norwegians are among the most competent of all merchant mariners. All the officers speak English and are genuinely friendly. The stewardesses are happy, spotless and charming. A very welcoming atmosphere indeed.

So off the ship sails for Tampico, a two-day run. This is the getting-to-know-you stage for the passengers – four married couples and four singles. No doubt the individual idiosyncrasies of the Archangel Gabriel himself would begin to pall if one were closeted with him alone for months on end, and it is true that behavioural imperfections (including one's own) in a small group of people can in time jar. But most were experienced travellers and we all got on extremely well.

Those passengers who had high hopes of Mexico suffered negative conversion on their arrival at

Tampico, for although Mexico has many attractive spots, Tampico is not one of them. It is just a dock town, with little charm, though it does have one good hotel which serves a reasonable lunch. We arrived at dawn and sailed by evening.

So now it's the long, leisurely haul through a sunny Caribbean, past Cuba and other islands until we turn the corner of north-eastern Brazil and bend south for Bahia. This section of the trip is idyllic.

A typical day: Up on deck 15 minutes before breakfast (having obtained coffee or tea from the ever-ready pots) to gaze at the flying fish, the bluest of skies, the opalescent blaze of sun on sea and sand as the islands glide by. Melon, cereal, bacon and eggs and coffee.

About half an hour later the exercisers begin their routines. One may walk the entire length of the cargo deck as well as on the upper deck. The sun-worshippers then lie in their comfortable deckchairs: others chat, some read. About 10.30 a dip in the pool. Then, after a shower, drinks (usually out on deck). Lunch at 12.30 – always a beautiful smorgasbord with both hot and cold dishes.

After lunch, some sunbake again. I am myself not excessively helio-tropic – though I love the sun, it is an unrequited affair. But the air is so balmy that half an hour in the sun (with a big straw hat) is occasionally too attractive to resist. When one does withstand the temptation, however, an hour in the bunk inspecting the inside of one's eyelids is a pleasant alternative, particularly if the previous night has been late. Then another swim. All interspersed with chats to other passengers who, like amoebae, meet for short periods, then split and join others and part again to rejoin their earlier contacts.

Pre-dinner drinks out on deck on a Caribbean evening. The sun sliding into the sea like a huge orange ball; the clouds so coloured that if reproduced on canvas would be dismissed as exaggerated; the arrival of tropical night in a rush.

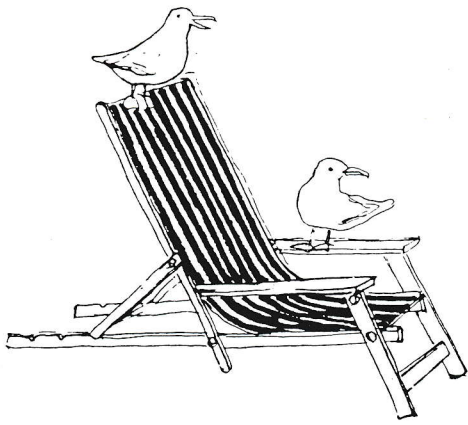
Dinner by candlelight. Wonderful

food. Then cards for some; others just yarn. There is a video film three times a week. Twice a week there is a Captain's Hour before dinner, with free drinks for the passengers. There are several Captain's Dinners too, when the food, impossible though it may seem, is even more sumptuous, and the wine is free. On Sundays there is another Captain's Hour before lunch, and free drinks with lunch.

From time to time there is an out-on-deck barbecue with officers and crew. At the drop of a hat there is a party for any reason – birthday, wedding anniversary or even luniversary – and then we dance. All the way down the coast we can receive Latin music from the shore stations (and we have the ship's tapes). You'd have to be a dull soul not to feel 21 again, treading "the stately sarabands of love" under the gently tilting stars, with a huge tropical moon playing like a ghostly searchlight on the water. Perhaps a final nightcap. And so to bed.

Nine days after Tampico the ship arrives at Salvador, the capital of Bahia. Churches galore, most very old. The ship arranges a tour, which includes a visit to an undertaker's! Why? Because when you have stepped past the shining empty coffins into the back room, you find the staff busy changing money, and the guide tells you that this is the best exchange rate you'll get in Brazil. Of course only the irredeemably cynical would suppose that the guide gets a donation from the "undertaker" for bringing the passengers there, but it is a fact that we received a slightly better exchange rate at all the other money-changers we subsequently visited in Brazil.

Rio next, and as beautiful as one hoped it would be. The Norwegians try always to arrive at dawn so that there is no delay with unloading or loading cargo. So you see the mist just risen from Sugarloaf, Copacabana and the huge statue of Christ the Redeemer. Another arranged tour with a most generous lunch included. In this top restaurant dozens



passenger platform



of spits rotate huge sections of meat over a large fire. The waiter carries a succession of spits to the table, and carves onto your plate gargantuan helpings of beef, lamb and pork, and as fast as you eat he tries to refill your plate. All washed down with a fine local red.

The ship is to sail that evening, so after lunch we leave the guide and go shopping. One must be careful. Women should remove all jewellery and even twist engagement rings around so that the jewel is in the palm of the hand. Local youths – alone or in packs – will pull off watches, bracelets, necklaces and even earrings. Middle-aged men have been knocked down and had their wallets stolen. It is preferable to move in as large a group as possible. These precautions seem necessary only in Rio. In all other Brazilian ports – indeed in the rest of South America – there appeared to be no problem.

On and on down the Brazilian coast – seals greeting us on the way – into the mouth of the River Plate for the 12-hour run up the broad estuary. The River Plate section of the trip is peculiarly noisy, possibly because the channel is shallow and reverberates the sound of the engine. It is certainly a relief when it stops before midnight and the ship lays to before the one-hour passage in the morning to Buenos Aires.

Argentina is the most Europeanised of all South American countries. One finds French and German influences as well as Spanish. This is particularly reflected in the architecture, where the ancient, the colonial and the diversified modern blend in a fascinating melange. There are broad, clean boulevards, fascinating shopping malls – leather goods everywhere – and pleasant restaurants, the charm of which is in no way diminished by the fact that a feast costs only about \$A6 a person, with a good Argentinian wine at \$A 2.50 a bottle. The ship provided another good tour and an excellent lunch. We had five days in Buenos Aires. It is a marvellous place – civilised, gracious, friendly and charming.

That is the apogee of the trip's orbit. The ship sails back down the clanking, rumbling River Plate to the capital of Uruguay, Montevideo ("I have seen a mountain," shouted the look-out on the first Spanish ship of discovery). It is another charming city, with prices that compel one to buy, and where another enjoyable tour is provided – a tour which takes in José Belloni's magnificent bronze tributes to the gauchos, the Indians, the bullock wagons and the stage coaches across the pampas.

The ship now swings north. It sometimes stops at Rio Grande, but not this trip. The first stop going north is Itajai. Not much of a place itself, but about 400 metres from the wharf is the bus depot. (I advise passengers to go there and ask for a ticket to Blumenau. The ticket will give you a reserved seat for the two-hour trip. Very cheap.)

The bus travels inland, climbing up the lovely hills, and then you encounter a charming oddity. For Blumenau is more a German town than Brazilian town. Many of its buildings are almost chocolate-box German, and everyone seems to speak the language. It was Oktoberfest when we were there, and the steins were being lifted and lowered at a great rate. One must catch a taxi to the bus depot about three kilometres out of Blumenau for the return bus trip to Itajai – a day you will always remember.

North again to Paranagua. The approaches to this port must be among the most attractive in the world. The town itself has little of interest, but that dawn entrance and the sunset departure are so startlingly beautiful that they linger in the mind forever.

Further north to Santos again – almost but not quite as eye-catching in its approaches as Paranagua. Another generous tour is arranged. (The following day some passengers hired a taxi to Sao Paulo, and returned not recommending that side trip.) Santos has excellent restaurants, particularly those overlooking the sea. The ship also organised a dinner ashore one night, with music and dancing

in a relaxed, happy atmosphere. We were in Santos four days and wished it had been forty-four.

To Rio again, just for the day. Then the long climb up the Brazilian coast, and we re-enter the Caribbean. About a seven-day run; beautiful weather. On most mornings along the coast there is what the Spanish call *cielo aborregado*, words which caress the ear perhaps a shade more gently than the English equivalent, "a mackerel sky", and then the clouds disperse until a few return to join us for the sunset. Lots of fun, good parties and many laughs on this section of the trip.

A day in Bridgetown, Barbados; four of us sharing a taxi from 10am to 2.30 pm at \$A 12.50 each. The driver leaves us in the city square for half an hour's look around. Then off to circle the island, including a visit to two unusual hotels. Back into Barbados for lunch *al fresco* at a friendly restaurant, with the blue of that sunlit sea almost touching your feet.

Next morning St. Lucia. This little British outpost is old, very old, and utterly charming. Unfortunately there are only two containers to unload, and we are gone in two hours. On to San Juan – named by the Spanish in honour of St. John the Baptist – the capital of Puerto Rico. The new portion of the town is fine enough, but the ancient section, with its protective fortress and quaint shops, is just so nice. A magnificent hotel made from an old convent, with the cloistered courtyard now an open-air lounge/restaurant. Very relaxing and easy so take.

On to Santa Domingo in the Dominican Republic. Except for some modern hotels, a sleazy place where one is harassed by locals who want to be your guide, to show you where Columbus is buried, who want to change your money in the street (an offence which renders you liable to immediate arrest), who drive you bonkers. A place you're happy to leave.

Past Jamaica, around Cuba and into Mobile, Alabama. Not a big

place, but do not miss Rouso's, a seafood restaurant with queues for tables every day. Finally into New Orleans. Each to his own taste, of course, but for me this is the most interesting and pleasant of all American cities. The ship can arrange a block hotel booking (at reduced rates) for the passengers. Recommended is the Monteleone. It's certainly not free but it's reasonable, being as it is a fine hotel right in the French Quarter.

One can stroll to dozens of excellent restaurants. A ritualistic visit to Brennan's, particularly for Sunday brunch, is really absurdly expensive, but do it once. There are eateries, oyster bars, cafés for all tastes and all ages. A gastronomic paradise. Take a trip on the Mississippi with a jazz band to accompany your dinner, catch the old tram to its terminus, take a buggy ride. Of course it's all touristy, but it's fun, and New Orleans knows how to treat a tourist like a (paying) prince.

End of trip. Ungorgettable. On a scale of 1 to 10, give it an 11.

Facts: Ivaran Lines has two freighters, Santa Fe and Salvador, on the South American run. Both were built in 1978 and are 14,770 tons deadweight; each has four double cabins and four singles. Passengers board at Houston and disembark at New Orleans. Our trip was advertised as "about 70 days" but due perhaps to lack of cargo, was shortened to 53 days.

A Glance into the Work of the Technical Department

Thursday October 9th was a thrilling day in the development of the company's passenger/container vessel to be built at Hyundai Heavy Industries Co. Ltd. Korea.

The contract with the Korean yard accommodates a USD 200 000 model test to be carried out at Marintek's research laboratory in Trondheim, Norway. Towing tests

for verification of the hull resistance and propulsion power was already successfully passed, and October 9th was the day for launching the model in the reputable Ocean basin.

This modern model testing basin measuring 80 by 50 meters and depth adjustable from 0 to 10 meters is among the most advanced found world wide. The basin has two wave generating machines producing regular as well as irregular waves from different directions. It is also possible to simulate ocean currents and wind forces in this basin.

This specific morning a numerous delegation from Ivarans Rederi headed by shipowner Mr. Erik Holter-Sørensen and Technical manager Mr. Gunnar Jensen together with other representatives from the Liner and technical department and their technical consultants set out for Trondheim to witness the manoeuvrability of the vessel.

The concept contains a rather special type rudder expected to give the vessel outstanding steering abilities. Together with an ample sized bow thruster the "Shilling" rudder will create a considerable lateral thrust enabling the vessel to move sideways, thus reducing, if not eliminating, the need of tugs.

Expectations were high, and after being briefed by Marintek's project leader Mr. Frostad, the group headed for the basin control room where the Marintek staff already is in full swing with the initial circle manoeuvres.

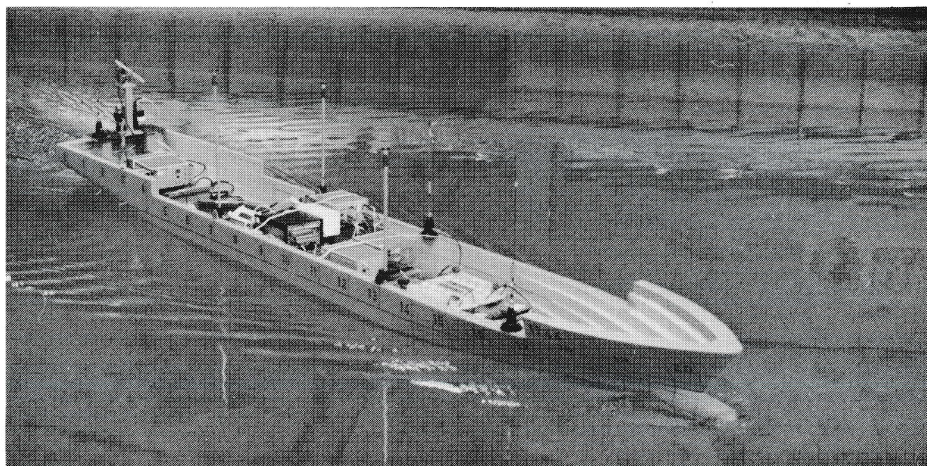
The control room is well outfitted with highly advanced electronics visualizing on screens data plots of the model movements, as well as graphs of relevant parameters produced by the electronic appliances which virtually fill the model (see picture).

These appliances are wirelessly feeding the control room electronics with a true mass of information via a 120 channel data logging system. After being processed in the control room, graphs can be shown directly on data screens for instant visual impression and, of course, be stored for later use and comparison with data from testing of other hulls.

The joy-stick operation of the model is a thrilling experience which strenghtens one's belief in the old saying that there is always a part of a boy left in every man. Observing the ship model respond to even the smallest movement of the stick gives an unexperienced operator a feeling of possessing abilities beyond human level.

It has to be admitted, however, that putting the joy-stick to full ahead results in a propulsion force on the model equal to some hundred thousand horse power. The generated power is not to scale!

The model proved to have good steering abilities, however, some few details are still left to be adjusted to arrive at the expected optimum and these are now being discussed with the ship yard.





agents corner

Santos and Transcar, General Agent for Ivaran Lines' Gulf Service

Santos is the largest port in South America. It is the leading Brazilian port both for exports and imports. Consequently all Ivaran ships make Santos their most regular port of call.

Santos alone is responsible for 78.1% of Ivaran's carryings from Brazil to the Caribbean and US Gulf ports. Thus, both Shippers and Port Authorities have long hence become most familiar with the "C" funnel mark of the Ivaran ships.

Both passengers and crew enjoy visiting Santos with its 500 000 inhabitants and a lot of interesting places including swimming beaches. Among the latter, Guaruja is the most beautiful one, offering visitors a good time both during sunny days and also at night. There are a lot of good restaurants along the shore of Santos from Ponta da Praia for eight kilometers to Sao Vicente.

While at Santos, visitors may also take a trip up to the spectacular city of Sao Paulo, located at an altitude of 900 meters only 70 kilometers away. Two modern highways, "Anhietá" and "Imigrantes", link the two cities and provide everyone with the most marvellous views of mountains covered with vegetation.

The port of Santos can accommodate 69 ships simultaneously along its 10 km. long waterfront where all kinds of cargo is being handled for a total volume of 28 million tons per annum.

It was in 1982 that Ivaran decided to start serving the US Gulf regularly, an expansion which formed a natural step after having served US East Coast for more than fifty years. For their Gulf service they decided to appoint TRANSATLANTIC CARRIERS (AGENCIAMENTOS) LTDA., - TRANSCAR - as their general agents for Brazil.

Not being conference pool members, and making use of conventional ships only, it became an uphill battle to establish the new service. But with

the introduction of modern ships like "SANTA FE" and "SALVADOR" in addition to chartered in ships able to handle containers and all kinds of cargo, results improved.

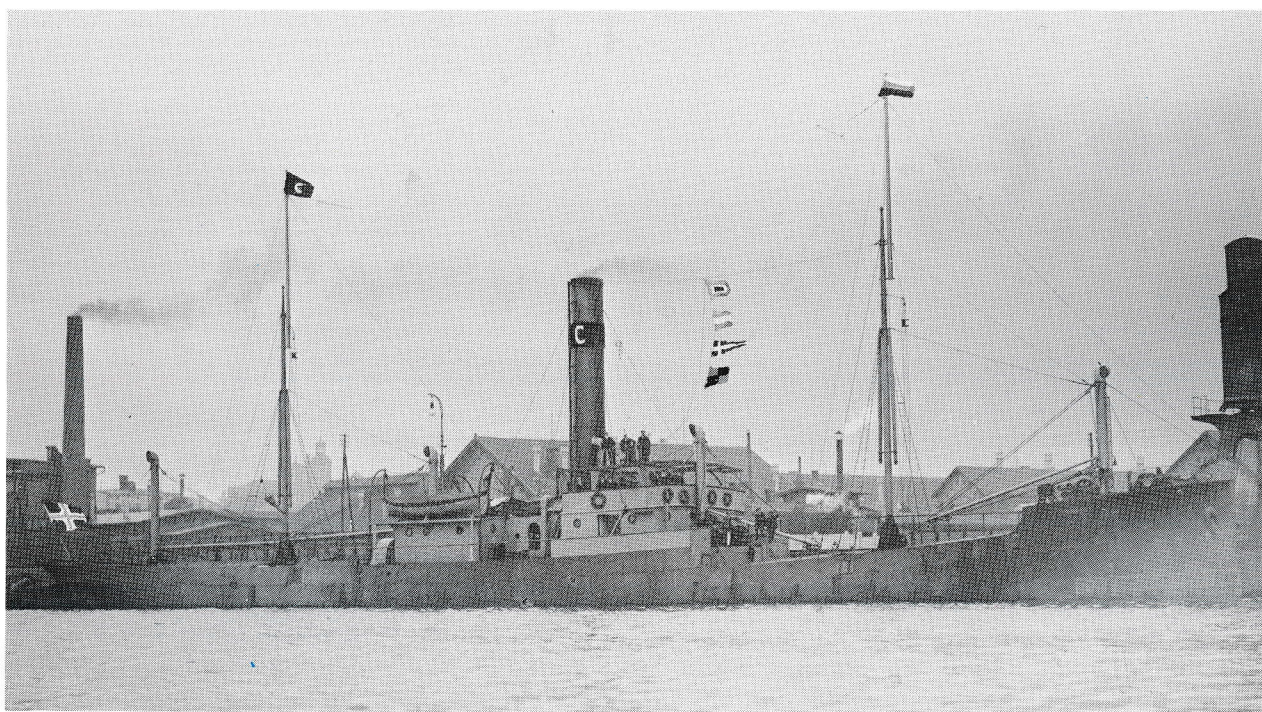
TRANSCAR is a company formed on April 1, 1970, by four partners who had worked for other local shipping agencies. Their initial aim was to act as brokers in Sao Paulo and stevedores/agents in Santos. In the beginning the Agency mainly handled trampers chartered to Brazilian importers and exporters. However, liner operators soon came to realize the qualities of TRANSCAR, and invitations to become Liner General Agents started to come in.

After 16 years of hard work TRANSCAR has grown to become a large organisation employing a staff of about 220 members, working in TRANSCAR offices located at Santos, Sao Paulo, Rio de Janeiro, Paranagua, Curitiba and Sao Sebastiao. In order to maintain a high standard of service, heavy investments not only in modern offices, but also in equipment such as computers, telexes and telefax machines, and, most of all, in experienced personnel, have been made.

An up-to-date computer system is on stream, offering principals special service on accounting control, stevedoring, payroll, cargo manifests, statistics etc.



Partial view of port of Santos.



glimpses into the past



Glimpses into the Past

Our review of the tonnage growth of the Ivaran fleet during early years has now reached ship no 8 to be added to the fleet.

It was the s/s "CORRECT" which was purchased in 1910, eight years after the company was founded.

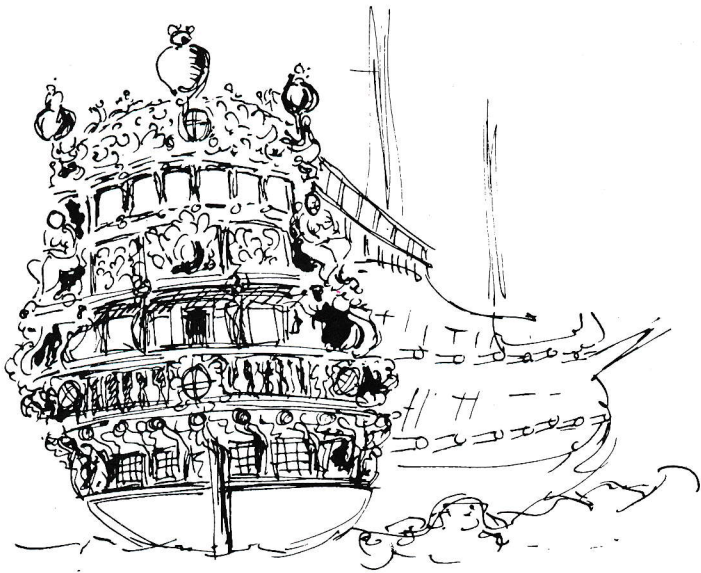
She had been built only two years earlier in Holland for a German owner located in Hamburg. She was able to carry 1550 tons deadweight.

For about three years after being taken over she was kept busy in general tramping activities. However, in 1913 she entered a very special chapter of her life. She was chartered to The Siberian Steamship, Manufacturing and Trading Company of Kristiania (now Oslo), a Norwegian-British-Russian venture started by the noted Norwegian author Jonas Lie. The aim was to trade on Siberia via the route across the Kara Sea.

To prepare the ship for the risky voyage, oak sheeting was added from the stem for 70 feet to provide protection against ice. Also, her top-masts were extended to double length to provide height for radio antennas to serve the new radio station.

Fridtjof Nansen, famous polar explorer, joined the ship as a passenger for the trip. The voyage from Tromsø to the mouth of River Jennisei took three weeks. The return trip was carried out in only ten days.

On February 10, 1916, during World War I, s/s "CORRECT" was on a voyage with a cargo of coals from Goole to Dunkerque. Off North Fleet, by Elbow Buby, she collided with British auxiliary cruiser "MOLDAVIA" and went down.



stern gallery



In the middle part of the picture the town of Santos may be seen, facing the beach. The port area may be seen in the background. In the foreground is the town of Sao Vicente. All the way in the background to the right the beach resort town of Guarujá can be seen.