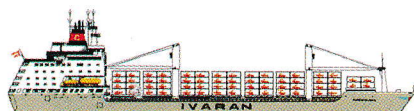


on line

with ivaran

No. 3/90



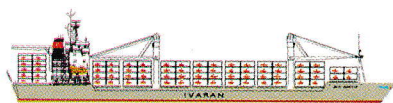
«AMERICANA»



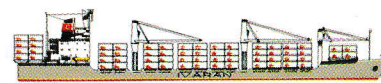
«SANTA FE»



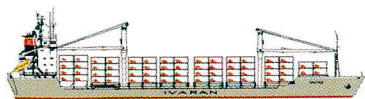
«SALVADOR»



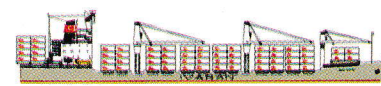
«SAN MARTIN»



«SAN NICOLAS»



«SANTOS»



«SAN DIEGO»



«SANTA CATARINA»



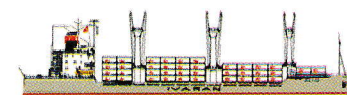
«SAN PEDRO»



«SAVANNAH»



«SAN JUAN»



«SAN LUIS»

Celebrating 65 years of service in the
North/South American trade

IVARAN
Lines

Editor's note

Escorted by his mother, a boy visited the optometrist for the first time and it became obvious that he needed glasses. In order to determine the proper prescription, the boy would have to close one eye and with the other, look through different lenses until the alphabet became readable.

But, the boy found it difficult to concentrate and continued staring with both eyes fully open, thus defeating the purpose. The optician placed the boy's hand over one eye, but it didn't work. After trying several methods, he finally took a paper bag and cut out one hole, about eye level, and placed it over the boy's head.

After a few seconds, the boy began to cry and reached out for his mother.

"What's wrong?" she asked.

"But Mom, I didn't want these type of glasses", came his reply.

While it might be hard to find a moral in the story, we can decode the young boy's answer by saying, he wasn't happy with the final product.

On Line is about to enter another year and we need your help in achieving the final product which best suits the needs of our readers. Therefore, I am opened and interested to receive any comments, material, topics, news etc. that are appropriate for our company magazine.

Take time to jot down a few lines and send it to the attention of Mark Fuhrmann. My address is located in the box at the bottom of this page.

Look forward to hearing from you.

Cordially Yours,

Mark Fuhrmann
editor



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from the masthead

Dear Friends,

This issue of *On Line* probably reaches most of you during the Christmas holidays or during the first days of the New Year. Therefore, let me start by wishing everybody a very Happy New Year and may 1991 be a good year for everyone; a year of peace and prosperity all over the world.

The first days of January tend to be philosophical, especially when arriving in to the office and replacing last years calendar with a fresh, unmarked new one. Throwing the folded 1990 calendar into the waste basket, the realization that the events of last year are behind you and a new 12 months is awaiting, can often demand a few minutes of contemplation.

For Ivarans, 1990 was, first and foremost, an eventful year of growth. As from January 1st, 1990, we were no longer members of the Pool Agreement for the northbound trade between Brazil and the U.S. East Coast. We were free to offer any space and accept any cargo offered to us by our customers.

This meant that Ivaran Lines could entertain a much wider market. We expanded our market later in the year when the Brazilian Resolution limiting the transportation of coffee, cocoa and cotton to members of Pool Agreements was cancelled. Shipping lines, regardless of nationality, are now able to carry these cargoes.

In 1982, our liner vessels began making regular calls at the Mexican port of Tampico and were, up to the end of 1988, carrying sizeable quantities of cargo mostly to and from River Plate ports. The Mexican/Brazilian trade was closed to us, as so-called 3rd flag carriers by a bilateral trade agreement between the two countries.

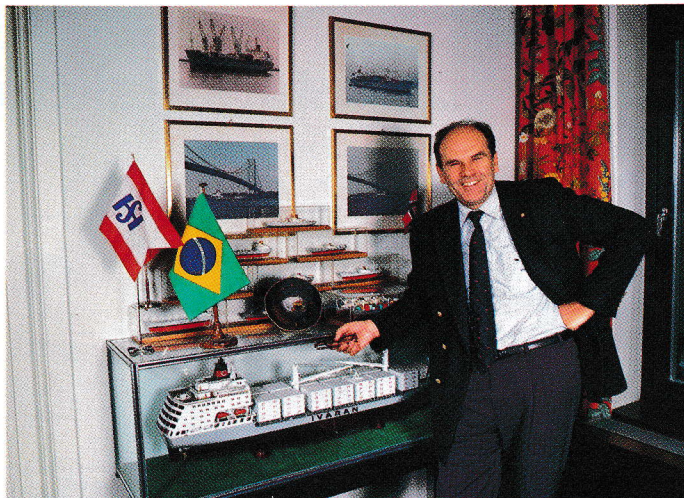
In January 1989 when Mexico and Argentina entered into a similar agreement, again Ivaran suffered, having very limited carryings in and out of Mexico.

Not willing to give up so easily, Ivarans decided to wait for the situation to improve, even though it meant considerable losses. Hanging in there, so to speak, the situation began to improve when in April 1990 the Mexican Government, in their work to liberalize and privatize their economy, resigned from their bilateral agreement with Argentina.

During the last few months of 1990, shippers and receivers in trade between Mexico and Argentina have been free to ship with Ivaran Lines. And, they have certainly made good use of their new freedom.

In addition, the Mexican Government has also cancelled the bilateral agreement between Mexico and Brazil, with free trade beginning as from January 26, 1991.

Throughout 1989 and 1990, Ivaran increased the cargo carrying capacity on several of their vessels, and a very important step, taken in spring 1990 was the ordering of four new containerships with our shipowning friend in Hamburg, Mr. Claus-Peter Offen.



These ships, each with a 1.732 TEU capacity, will be delivered from German yards between October 1991 and June 1992. These vessels, which are 35 per cent larger than the largest Ivaran ship in service, is the most exciting event for Ivarans during 1990.

Another big event occurred when Ivarans moved into new offices located in Lysaker, just outside Oslo. With an enjoyable view of the Oslo fjord, we also appreciate cleaner air, modern practical working conditions, and spacious accommodation for our staff. I must admit it was difficult to move out of our old office building in downtown Oslo, the home of A/S Ivarans Rederi since 1925. Even though I and many others had mixed feelings, we accepted that another phase had come to an end and something new was awaiting.

Bright and shiny, 1991 is before us with all its opportunities. While it is likely that we will encounter some bad times, Ivaran has sailed rough seas before and I know that our capable crew onboard the *Ivaran ship* will aid us in reaching safe shores once again.

As to the good possibilities, I believe we need to grasp good opportunities as they come our way. The Ivaran crew more than qualifies when handling positive challenges.

As we end our 65th Anniversary of Ivaran Lines, I would like to thank you for all the warm greetings I have received.

I would like to use this opportunity to thank all my colleagues and the whole staff of Ivarans, whether on board our vessels or ashore in the offices, whether serving our clients in the Far East, South America, Caribbean, Central America, North America or Europe.

I thank you all for the individual effort of pulling together to make Ivaran Lines the best and most attractive shipping line to our customers. I thank you all for your support and loyalty during 1990 and look forward to working together in 1991.

Regards,
Erik Holter-Sørensen
President

IVARAN history

A historical sketch of Ivaran Lines

In the beginning . . .

– A continuation from On Line 2/90

It was not until 1978 that new tonnage again was added to the first liner fleet when two new specially designed sister vessels, M/V “Santa Fe” and M/V “Salvador” of about 15.000 t.d.w. with a container capacity of 447 teus were delivered. These vessels were designed to handle containers in addition to palletized and conventional cargo. As the previous vessels, they were also equipped to carry 12 passengers in high class accommodations.

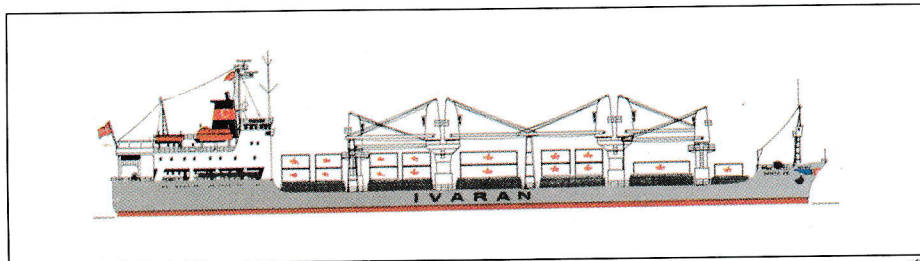
In 1981 it was decided to extend the trade to Caribbean to include the U.S. Gulf using timechartered vessels. This service was again expanded in 1982 to include the port of Tampico, Mexico.

In 1984, “Santa Fe” was transferred to the Gulf/Caribbean Service and was later joined by “Salvador” as both vessels became too small for the increasing volume of containers moving in the East Coast Service. Ivaran in addition acquired a third ship, the M/V “Santa Cruz”, for the Gulf Service. She was, however, later lost. In addition timechartered vessels were employed.

As replacement for the ships on the East Coast, first the old ships that were sold over the years and for “Santa Fe” and “Salvador”, Ivaran chartered in ships. In 1979 the first vessel from Reederei Claus-Peter Offen, Hamburg, was chartered. She was later joined by several other vessels.

Three of these vessels, “Savannah” with a capacity of 700 teus, “San Martin” of 1.192 teus and “Santa Catarina” of 1.630 teus, were all built to Ivaran’s specifications and are sailing on long term charters. “Santa Catarina” has, however, been rechartered to another line.

In January 1988 Ivaran took deli-

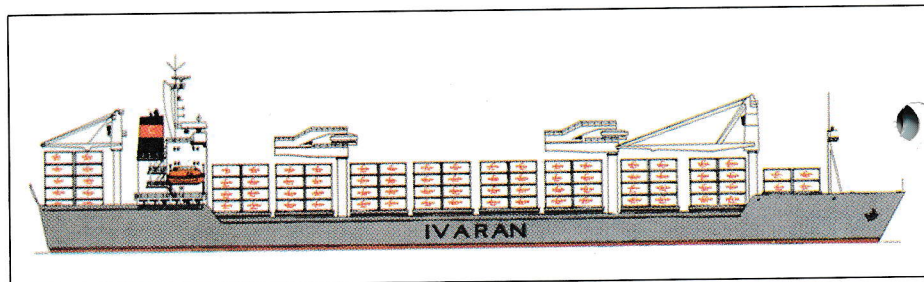


«SANTA FE» – Semi-containervessel, built 1978. 14770 dwt/447 TEUs + coiled/coated deeptanks for liquid cargo, of 11410 cbft. Speed: about 16,5 knots. Accommodation for 12 passengers.

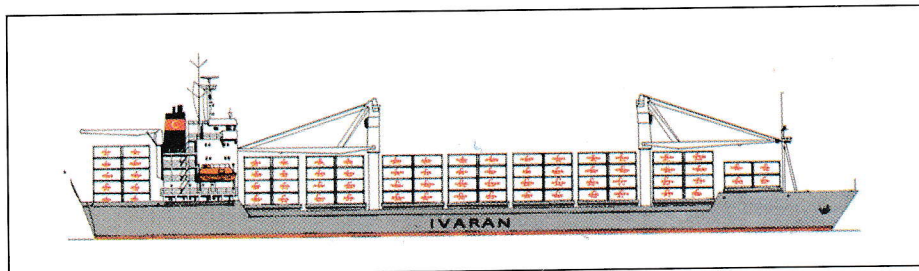
very of M/V “Americana” from a yard in Korea and entered her in the East Coast Service. This vessel, having a capacity of 1120 teus and a speed of 18.2 knots, is a complete innovation in the shipping world – being the first and only container/cruise vessel. She has a capacity of 86 passengers in luxurious accommodations of the same class as found onboard the best cruise liners.

“AMERICANA”

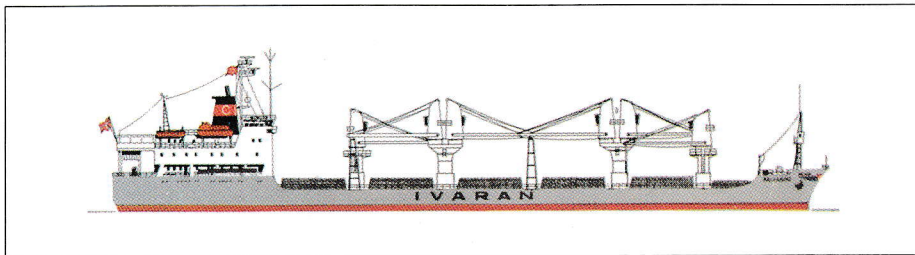
The Ivaran vessels carrying 12 passengers have for many years been very popular, particularly in the USA cruise market. The concept used for “Americana” was based on the experience gained in carrying a small number of passengers, but the standard of the accommodation and the service



«SANTA CATARINA» – Containervessel, built 1985. 28.941 dwt/1.732 TEUs (cellular). Speed: about 19 knots.



«SAN MARTIN» – Containervessel, built 1985. 19.898 dwt/1.272 TEUs (cellular). Speed: about 19 knots.



«SALVADOR» – Semi-containervessel, built 1978, 14.770 dwt/447 TEUs + 2 coiled/coated deeptanks for liquid cargo, of 11.410 cbft each. Speed: about 16,5 knots. Accomodation for 12 passengers.

was greatly increased. This venture has been a big success.

Ivaran had the option to build two sister vessels, but much to Ivaran's regret, the Korean authorities refused to grant export licence when the options were declared, and the building of further similar vessels had to be postponed.

Of the other vessels originally on timecharter from Reederi Claus-Peter Offen, one built in 1978, was bought by Ivaran in 1988, and two built in 1978 and 1980, respectively, were bought in 1989. They were given the names "San Juan", "San Luis" and "San Diego". They were all of 12.500 t.w. with a container capacity of about 580 teus. "San Juan" and "San Diego" had, however, been lengthened and re-equipped in connection with the purchase, increasing the deadweight to 14.500 and the container capacity to 958 teus.

As of today "San Juan" and "San Diego" are employed in the East Coast Service together with "Americana" and "San Martin". "San Luis" is employed in the U.S. Gulf/Caribbean Service together with "Santa Fe", "Salvador" and "Savannah", which was transferred from the East Coast Service.

MEETING DEMAND

In addition, a further vessel was taken

on long term charter from Reederei Claus-Peter Offen for the U.S. Gulf/Caribbean Service in June 1990. She was given the name "San Nicolas", and after having been lengthened, she has been brought up to the same capacities as "San Juan" and "San Diego".

Reederei Claus-Peter Offen is now in the process of lengthening another of their vessels in the same manner. Upon completion, about New Year, she will also enter a long term charter to Ivaran under the name of "San Pedro". Thereafter, it is the intention to lengthen "Savannah".

Late 1988 Ivaran bought a container vessel of 17.200 t.d.w. with a container capacity of 1132 teus, built 1985. She was given the name of "Santos" and was chartered to other liner operators. In November 1990, however, she entered the U.S. Gulf/Caribbean Service.

To satisfy the requirements of the trade, it has from time to time been necessary to strengthen the services with vessels taken on short term timecharters. As of November 1990 Ivaran has two such vessels employed in the U.S. Gulf/Caribbean Service, bringing the total number of vessels in this service to eight.

The East Coast Service is almost fully containerized, and the containerization is steadily increasing also in the U.S. Gulf/Caribbean Service. At the same time the cargo volume is increasing, so is also the competition.

NEW BUILDINGS

It has always been Ivaran's intention and policy to provide its customers with the best possible service. In order to do so, Ivaran has ordered two sister vessels with a capacity of 1.732 teus and a speed of about 19 knots from two German shipyards for delivery in 1992, and have taken two further similar vessels to be built for Reederei Claus-Peter Offen at the same yards on long term timecharters. These two vessels will be delivered late 1991.

– W H-S

DAUGHTER COMPANIES

Right from the start in 1925 and until October, 1984, Ivaran Lines had been running their operations, sales, etc. in U.S.A. through independent General Agents. However, as competition became fiercer and the Lines' activities were growing, it was found advantageous to open an Ivaran office in New York.

Ivaran Agencies Inc., of One Exchange Plaza in Lower Manhattan is today a modern shipping agency with about 60 employees, and is functioning as General Agents to Ivaran Lines in U.S.A., Canada, the Caribbean and Mexico. The company is a wholly owned subsidiary of A/S Ivarans Rederi.

Two other daughter companies of Ivaran are in operation along the Lines trading routes; – Ivaran Containers Ltda., which is running a container terminal in Santos, and Ivaran Maritima S.A., attending to crew matters in Buenos Aires.

IVARAN around the world

Floating exhibition on Ivaran's vessel

With the aim of enhancing the commercial relationship between Brazil and Barbados, Puerto Rico and Dominican Republic, Ivaran Lines together with the general agents in Brazil for the Caribbean + U.S. Gulf Service Transatlantic Carriers, promoted on-board the «Salvador» a Floating Exhibition of Brazilian products.

The exhibition, now in its fourth year, was joined by 66 exporters.

«We hope that this exhibition will obtain the same success as the previous ones» said Mr. Feliciano Poco, director of Transatlantic Carriers, when he opened the cocktail party on board the 'Salvador' during her call at Santos on September 17th, 1990.

He commented that the preceding exhibitions allowed exporters to multiply their sales in Caribbean area.

Diversified samples and pamphlets ranging from: Foodstuffs, Lumber, Machines, Furniture, Tiles, Textiles, Auto parts, Clothes, Electric Material, Vehicles, Agricultural Implements and Steel Wheels were exhibited.

Eleven days later while the ship was berthed at Bridgetown, Barbados, a cocktail party was arranged with 50 guests in attendance. All the merchandise and brochures had been put on display by employees from the Ship's agents, Sea Freight Agencies (B'dos) Ltd.

Ivaran Lines' representative, Mr. Barry S. Goldman and Transatlantic carriers' representative Mr. Carlos A.F. Franco, attended this exhibition party to clarify possible questions about products and how to contact suppliers etc.

This exhibition was a tremendous success since most of importers who attended, showed great interest in the products on display and also participated in an occasion to celebrate the 65th anniversary of Ivaran lines. The Salvador arrived at San Juan, Puerto Rico on October 1st.

There, more than eighty guests were invited by the ship's agents, Antilles Shipping Corp. and were received on board by Ivaran's representative, Mr. Atle Underthun and



Transcar's representative, Mr. Carlos A.F. Franco.

After San Juan, next stop was Sto. Domingo where the agents Maritima Dominicana, S.A., also reported a successful exhibition and party with about 70 guests in attendance. The reception had also been attended by the Brazilian Ambassador, Mr. P.G. Vilas Bôas Castro, and his assistant for foreign trade, Mr. Paulo Campos. Every one was most favourably impressed by both ship and displays.

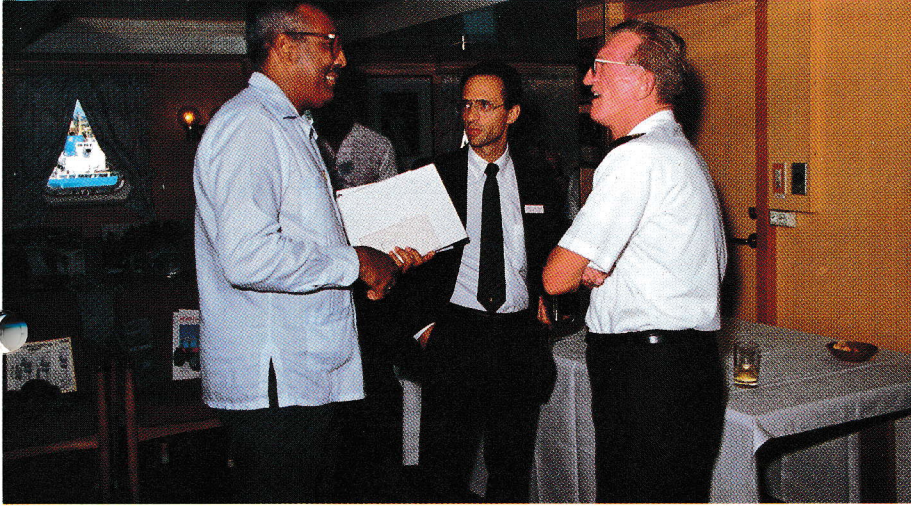
Through their initiatives, both Ivaran Lines and their agents have made considerable efforts to assist exporters and importers, in this trade, to make new contacts and expand their business.

Ivaran is always evaluating potential trade markets. By adding vessels, changing vessels or jumboizing some of their ships whenever necessary, Ivaran's is able to cope with this growing trade.

Ivaran Lines is prepared to continue promoting the floating exhibition next year, as well as other similar promotional activities. Ivaran is planning to enlarge the vessel 'Savannah' and fit her with a special compartment for permanent displays of new merchandise to be introduced to this interesting market.

Transatlantic Carriers (Agencia-mentos) Ltda.

Floating exhibition of Brazilian products aboard M.V. «SALVADOR» Voy. 81N at Bridgetown on September 28, 1990



The floating exhibition of Brazilian manufactured goods was held on board m.v. «SALVADOR» Voy. 81N. It was somewhat unfortunate that this exhibition was a few days later than originally planned, as its level of attendance was affected by the end of September stock-taking by most of the retail and wholesale companies. This resulted in just under 50% attendance. However, much interest was shown in the products and our initial feeling was that it was a limited success.



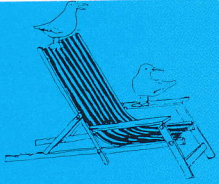
We are happy to note that Mr. Nasief from Dominica did fly over to see the products.

Our sincere thanks to Captain Terhoe and his Officers for making the Barbadian importers feel most welcome and we certainly appreciate the fact that Mr. Barry Goldman of Ivaran, New York and Carlos Franco of Transcar, Brazil were able to attend. This, in our opinion, showed the importers that we are serious about what we are doing and that we appreciate their support.

It we are to single out any particular products that generated much interest, they would be ceramic tiles, vulcanizing kits and tires and wheels. We believe several contacts will be made with the suppliers.



*Gordon Arthur
Marketing Manager
Seafreight Agencies
(B' dos) Ltd.*



passenger platform

Acapulco is Back

In 1955, the first international flight touched down in Acapulco. Not long after, the most celebrated faces in the world flocked to Acapulco to soak in the sun and excitement of Mexico's romantic Pacific paradise.

But in time, Acapulco became a victim of its own success. By the early '80s, street vendors, the less than impeccable beaches and bay, and competition from newer resorts in Mexico and the Caribbean, kept visitors away.

RESTORES ITS LUSTRE

In 1987, Acapulco launched a federal environmental cleanup campaign, followed by a multimillion dollar revitalization project spearheaded by the government of Guerrero, the Mexican state in which Acapulco is situated.

Today, dramatic results are apparent everywhere. Street vendors have been relocated to open air markets and many of them have been placed in career training programs. The spectacular Acapulco Bay is being protected from polluters by «bay-watchers» and hundreds of pelicans have recently returned. Similar attention is given daily to a cleanup of the beaches and city.

The results of all this hard work . . . a sparkling, new Acapulco where cruise ships en route to the Panama Canal stop daily for a fresh



supply of the best drinking water available.

Signs of Acapulco's renaissance are all over town. A new marina shopping complex features a three-level aquarium. Many hotels are undergoing major facelifts and adding new luxurious rooms, while exciting nightclubs and restaurants open at a rapid pace.

ALIVE WITH FUN

Fun and entertainment are definitely big business in Acapulco again. Visitors revel in every imaginable sport or simply relax on the pristine beaches. And thanks to a strong American dollar, they return home laden with beautiful gold and silver jewelry, Mexican folk art and designer clothes.

Acapulco's legendary nightlife

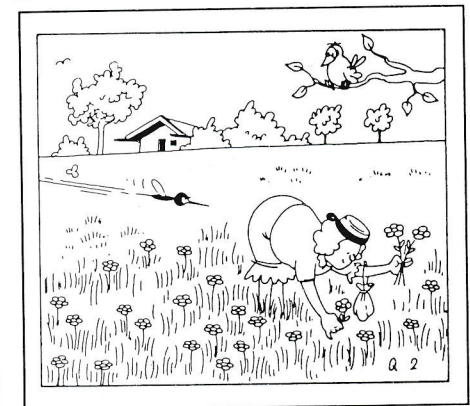
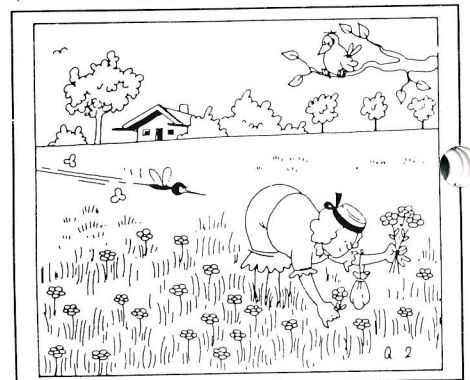
begins with a dazzling array of dining, from fine Mexican cuisine to Italian, Japanese or the famous local seafood.

Later, the night turns into day in some of the world's most exciting nightclubs and discos.

While much has changed in Acapulco recently, one thing hasn't: the warmth and hospitality that welcomes everyone who arrives.

Find 10 differences

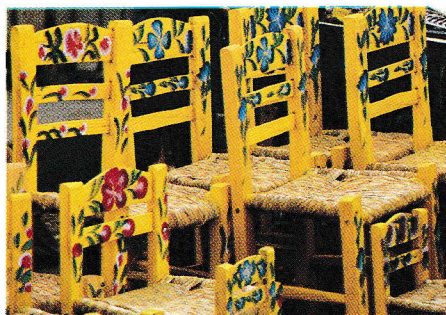
(Answers on page 14)



Folk Art: Wellsprings of Inspiration

Where do old dreams go? If they move the spirit, if they strike fear or love or pity or laughter or admiration into the human heart, they will be kept alive in memory – and in art. Through the ages, into the very depths of this technological age, Mexican craftsmen have preserved the colors, emotions, patterns and images that have taken shape in their dreams and in the dreams of their fathers. Through skills passed on from generation to generation, they echo the visions of the people by incorporating them into objects of daily use – furniture, pottery, textiles, jewelry, icons. Folk art is one of Mexico's greatest treasures, the incarnate imagination of the nation. And no lesson in art history is required to appreciate its charm.

In the hands of skilled artisans, simple pieces of furniture are animated with intricate folk motifs. Wooden chests are elaborately decorated with carvings and gold leaf designs. Sergio Bustamante's surreal creations in *papier mâché* enchant collectors



around the world. The Linares Brother's nightmarish creatures betray a kindred spirit of playfulness.

ANCIENT SKILLS COEXIST WITH NEW TECHNOLOGY

Many of the ancient skills survive and coexist with new technology. In Teotitlán, weavers may have substituted commercial dyes for coloring obtained from sea snails, insects and plants, but they still spin their own wool and work slowly on treadle looms. In Yucatán, modern rubbing techniques capture

the best of ancient Maya art. Today the silversmiths of Taxco also work in copper and tin.

Mexican folk art comes from every region, and the variety is astonishing. Every town has its own special preserve of the imagination. The crafts can scoff at death as the maudlin earthenware skeletons from Metepec do. Or they can sanctify the night of All Souls as pottery censers from Oaxaca do. From Acatlán come the memories of ancient ritual dances embodied in fantastic masks, while from Michoacán come bursts of stylized floral arrangements on lacquerwork which reflect centuries of study and tested design. And though the village specialties like Puebla tile and embroidered blouses from Chiapas can now be found almost everywhere, craft hunting at the source can be the highlight of a Mexican vacation.

The spirit of Mexico's folk art survives, continuing to inspire new generations with the visions of their forebears.

World premiere on the Baltic Sea

The Silja Serenade is operating on the Helsinki-Stockholm route. The ship is a world-class novelty, heralding a new generation of Baltic cruise liners. The Silja Serenade features a 140-meter long central Promenade around which the ship's activities are centered. The ship has a good thirty separate restaurants and shops. The design of the ship started with the various needs and desires of the passengers, and thus a wide range of choices has been created.

Due to the central Promenade on the Silja Serenade, over 80% of the ship's cabins have a window – with a view of either the sea or the Promenade. On traditional vessels only some 40% of cabins have windows.

The Silja Serenade's sister ship,



which will begin operating in summer 1991, was launched on Thursday,

November 15, at the Masa Yards inc. Turku New Shipyard.

IVARAN around the world

Ivarans 65th Anniversary ... and the celebrations are continuing



H. Heitkoenig, A Underthun, J. Buitrago, A. Heitkoeing aboard the M/V Salvador with the Isla grande Pier in the Background!



Mr Hans Heitkoenig, Mr Jose Buitrago (Exec Director Pr Ports Auth), Mr Alfred Heitkoenig, Capt. B. Termoe and Mr Atle Underthun at the Ivaran Birthday Bath aboard the M/V Salvador.

M/V «AMERICANA»

SAILING SCHEDULE

Premium	Voyage 23 – Leaving	New York Miami	o/Jan. o/a Jan.	8, 1991 13, 1991
Premium	Voyage 24 – Leaving	New York Miami	o/a Feb. o/a Feb.	23, 1991 28, 1991
Intermediate	Voyage 25 – Leaving	New York Miami	o/a April o/a April	10, 1991 15, 1991
Economy	Voyage 26 – Leaving	New York Miami	o/a May o/a May	26, 1991 31, 1991
Intermediate	Voyage 27 – Leaving	New York Miami	o/a July o/a July	11, 1991 16, 1991
Economy	Voyage 28 – Leaving	New York Miami	o/a August o/a August	26, 1991 31, 1991
Intermediate	Voyage 29 – Leaving	New York Miami	o/a Oct. o/a Oct.	11, 1991 16, 1991
Intermediate	Voyage 30 – Leaving	New York Miami	o/a Nov. o/a Dec.	26, 1991 1, 1991

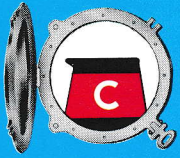
“Santa Fe” & “Salvador” Sailing Schedule

Ship	Voy.	Lv. Houston
MS Santa Fe	83	Jan. 10, 1991
MS Salvador	84	Jan. 29, 1991
MS Santa Fe	84	March 6, 1991
MS Salvador	85	March 25, 1991

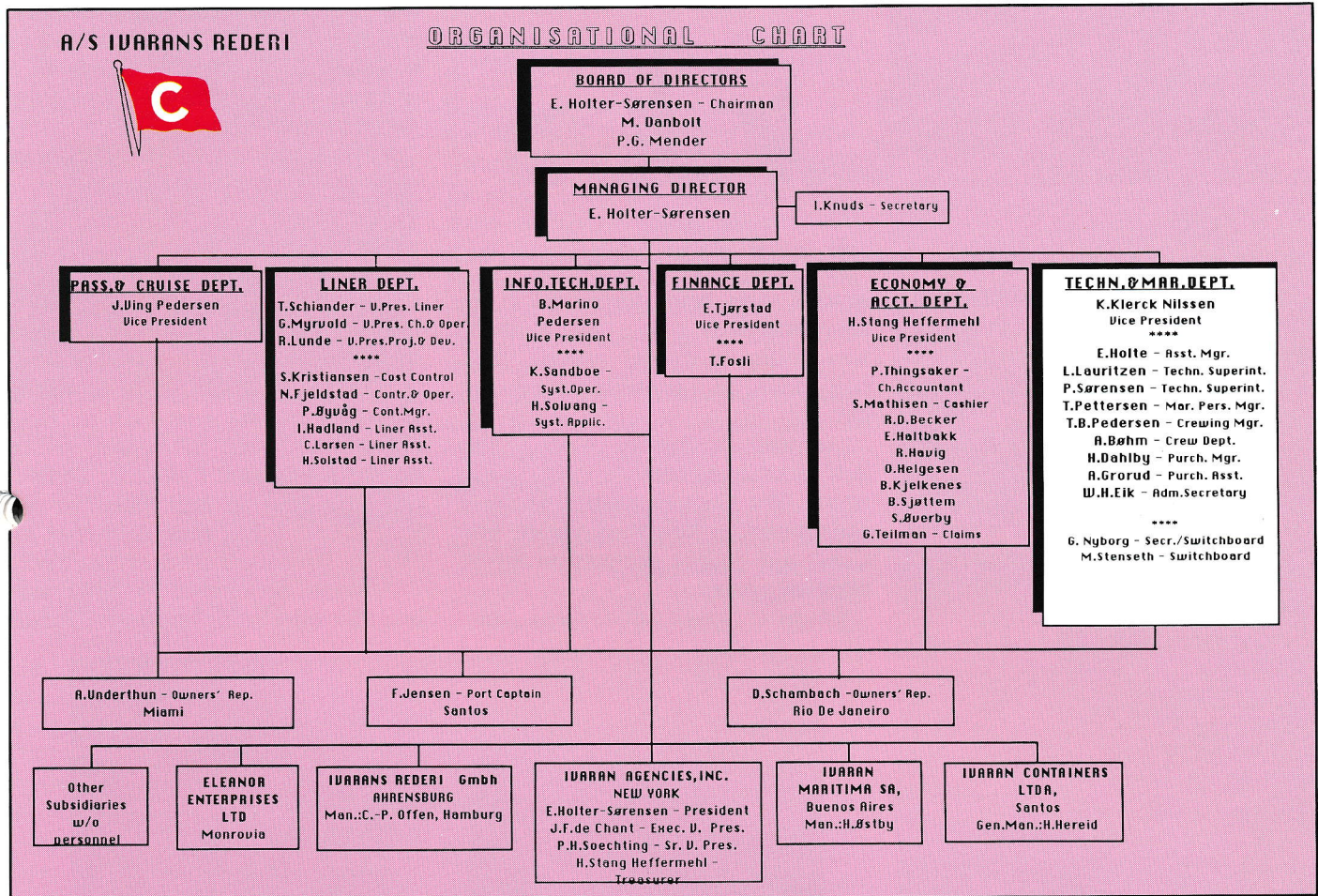
For booking:
One Exchange Plaza (at 55 Broadway) New
York, N.Y. 10006
(212) 809-1220 1-800-451-1639
Tix: 235573 (RCA) 229235 (RCA) Fax: (212)
809-1252

In addition to sailing with the “Americana” Ivaran offers our special cruise enthusiast a unique opportunity to travel with two of our vessels, freighters “Santa Fe” and “Salvador” round-trip from Houston to the East Coast of South America.

The sailing dates are subject to change.



inside IVARAN



In this issue ON LINE introduces the Technical Maritime Department which consists of the technical, crewing and purchasing departments. The main responsibility for the technical department is to have the vessels operating at all time in regards to machinery, spares, crewing, etc.

We have two technical inspectors supervising the vessels continuously. Per A. Sørensen has the M/S «Santa Fe» and M/S «Salvador». Leif Lauritzen has M/S «Americana» and M/S «San Juan». Their jobs include a great deal of travelling and often are hardly seen in the office for months at a time. Eivind Holte takes care of newbuilding projects and is a naval architect. He is an artist with his pencil and ruler, conjuring up various solutions for our vessels.

The crewing department has three employees. Torbjørn Brekke Pedersen has been working within our company for over 40 years and is an institution. His good mood and charm make crew members feel at home when visiting our office prior to signing on a vessel. Anders Bøhm is his partner and is handling one supply vessel in addition to our vessels. He is also a specialist in



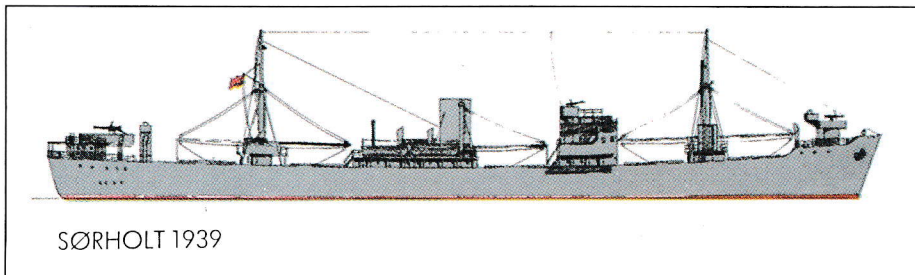
seamen accounting and services all our ships. Tore Pettersen is more or less doing the legal side of crewing, and is also responsible for foreign crewing.

Astri Grorud and Håvard Dahlby are in the purchasing dept. in charge of purchasing spares, provisions, etc. for our vessels.

Wenche H. Eik in addition to her responsibilities as overall administra-

tive secretary for the entire office, is the secretary and assistant for the Technical Department. The boss himself, Karl Klerck Nilssen, supervises the technical department and is of course the technical director. He is always available whenever needed and is a good support for everyone in the Technical Department.

There is a lot of social activity in this department with home parties, summer boating excursions and of course, the weekly highlight every Friday afternoon. At the end of every week, the Technical Department staff gathers for a Friday cake meeting which has now become a holy ritual.



SØRHOLT 1939

That day in Malmo was March 3, 1939. Possibly, the sun was shining as newbuilding 209 left the Swedish shipyard, Kockums Mek. Verstad A/B, on her trial run. Built for NorKr. 2,232,435 (US 550,000.00) the 9,200 dwt vessel was christened "Sørholt" and journeyed to New York where she joined the De la Rama Lines in the Far East service to the Philippines.

Four years later, out in the Pacific Ocean and a long way from home, Captain Jacobsen waited patiently for reports that would provide information about the war and his homeland. On April 9, 1940, he gathered the crew around the radio to hear the sad news. Norway had been invaded.

Unable to return to Norway, the captain conducted several trips to the Far East, but when Japan entered the war on December 7, 1941, it was decided that "Sørholt" would enter Ivaran Lines in the South America trade. Sailing in these waters could be dangerous, so "Sørholt," while undergoing repairs in Baltimore, was fitted with guns, artillery, and electric cables to detect magnetic mines.

Loading general cargo in New York, March 1942, "Sørholt" was set to make her first sailing for South American ports. Aware of the danger which they could encounter, the Captain and crew sailed. The voyage went smoothly and the ship arrived safely back in New York three months later.

After Japan entered the war, we heard numerous reports of ships being torpedoed along the coast of Guiana, through the Caribbean, and along the East Coast of the United States.

Once again, July 1942, the vessel and crew sailed towards South American ports. While on route, the Captain, after listening to radio reports of

several ships being torpedoed in the area, was well aware that "Sørholt" was sailing in danger waters. "Sørholt" could be a possible torpedo target.

Arriving in Buenos Aires, "Sørholt" discharged her cargo and loading again. The Captain wished to avoid sailing back to New York via the East Coast and sought permission for an alternate route.

I knew very well that this was a dan-

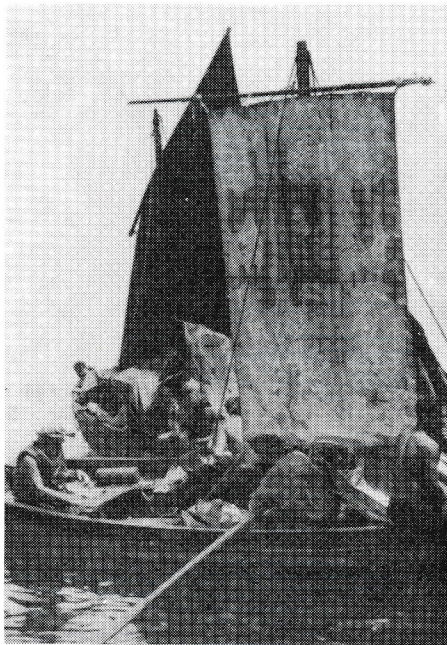
gerous route, so I sent a cablegram to The Norwegian Shipping and Trade Mission in New York urgently requesting that we proceed via the Straits of Magellan and the west coast to USA. The answer to this cablegram, giving me the permission I wanted, arrived two days after we had sailed for the East Coast; it had been held back by the Port Director's office in New York.

- Captain Jorgen A. Jacobsen

At noon, September 14, 1942, sailing 250 miles from Trinidad. Captain



Captain J. A. Jacobsen and his wife.



took the men forward to the raft on the starboard side. There, we released a raft and then loosened an additional raft on the portside. We went down to the raft, (starboard side). As far as I could determine, there were no men alive on the ship.

A YOUNG GUNNER WAS TRAPPED

Feeling that the ship would receive a third torpedo, Captain Jacobsen ordered the crew to get the rafts away from the vessel as quickly as possible. Unknown to him, a young gunner, still alive, was trapped on the vessel. He had been squeezed fast when the gun platform had been destroyed. As the rafts drifted away from the ship, Captain Jacobsen surveyed the ship's condition; the stern of the ship was sinking, but the forepart was still high on the water. It was then, the third torpedo struck.

We were barely fifty feet from the stern when the third torpedo struck amidship in the deep tank that contained oil. Pillars of fire and flame rose more than a hundred feet into the sky, it seemed as though the ship was lifted up, before she broke in two and sank.

Fortunately, the explosion and debris never contacted the survivors. The raft, having drifted a further 50 yards, came upon the second engineer, hanging from a hatch cover. He was alive.

Shortly afterwards, the enemy submarine surfaced and Captain Jacobsen was ordered to come onboard. There, he was asked about the ship's name, nationality, size, and type of cargo being carried.

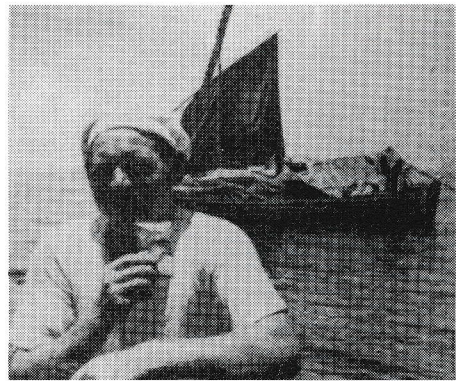
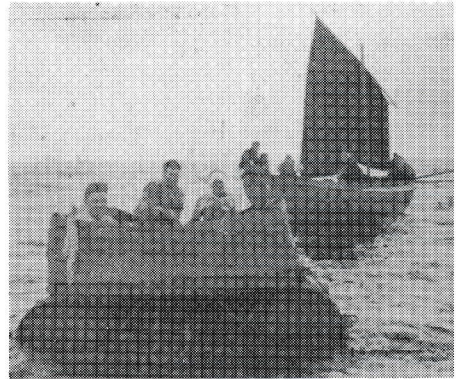
When I asked him how many torpedoes had been used to sink the Sørholt, he refused to tell me.

THE GUNNER GETS FREE

Meanwhile, the gunner, trapped by the second torpedo, had been set free by the third torpedo and fought for survival in the dark murky waters. Gropping at every floating object, his hand struck a rope. He yanked it. Soon he was pulling himself into a raft; it was the raft which had been loosened by Captain Jacobsen on the portside.

Managing to locate the rest of the crew who were in boats and on rafts, Captain Jacobsen checked his watch, it was 03:40, he would wait for daylight before departing for Trinidad.

As daylight came, Captain Jacob-



Jacobsen informed his crew that they were entering a very dangerous zone and extra lookouts would be mandatory. He gave orders to set the throttle on full and 'Sørholt' began a zig-zagging course as three crew members manned the gun positions.

On September 15, 1942 at 02.45 a.m., while the captain rested on an outside bench located on the lower bridge, the first torpedo struck. Thrown to the deck, he remained unconscious for a brief interval. The second torpedo struck. The engines stopped and there was complete darkness. A sailor had been blown through a gaping hole in the port side. Astonishingly enough, the only damage he received was the loss of one tooth.

Roused from unconsciousness, Captain Jacobsen ran to the bridge, but no one was there.

I could hear the voices of the crew as they lowered the lifeboats on the port side.

Running to the boat deck, Captain Jacobsen searched for the motorboat and an additional life boat, but to his dismay there was no sign of either; the first torpedo had struck the starboard side. He soon discovered that the second torpedo had struck the stern, damaging the guns and their platform.

FOR SOME UNKNOWN REASON HE LOOSENED THE RAFT

Finding one sailor in a serious state of shock, a steward and three passengers, Captain Jacobsen led them towards the starboard side, but for some unknown reason, he loosened the portside raft.

There were no more lifeboats so I

sen ordered the second mate and three of the crew to take the lifeboat and conduct the last check the wreckage for possible survivors and for useful materials.

To our great sorrow, we had lost 7 men. Four others were badly injured and we five remained on the raft so the suffering men could have more room in the lifeboat.

Floating for two days at sea, on September 16th at 02:00 the floating caravan, a lifeboat and a gig towing tow rafts, was discovered by a small plane. A message was dropped. They would soon be picked up. It was three long hours before a PT boat rescued them and transported them to the capital of Trinidad, Port of Spain.

Joining other stranded crews, the crew remained in Trinidad for one month before receiving passage to New York on an old passenger boat, in late October, 1942.

Insurance settlement for Sørholt was GBP 299,780.00.

.. the shipping scene

Freight conferences

What are they? What are they not? Whom do they serve? Or, are they self-serving?

In the following article, we will attempt to answer these and perhaps some other questions which you, our valued readers and customers, may have had over the years, but did not know whom to ask.

Freight conferences are voluntary associations of shipping Lines, who serve the same trade lanes. They are not monopolies or trusts. While some lines in a given trade may have elected to get together in a conference, the same trade may be served simultaneously by independent lines, so-called outsiders. There is fierce competition between outsiders and conference lines. But of course there is also keen competition between the conference lines, as belonging to a conference does not guarantee fully booked vessels, cargo has to be actively canvassed by qualified sales personell.

While a conference is useful to the memberlines, by avoiding cutthroat competition and pricegouging, the real beneficiary is the shipping public, and consequently, conferences are indispensable in many aspects.

STABILITY

Basically, the word conference offers stability, both in terms of service given, and price, or better, freight rates charged. There is one single freight tariff, applied equally by all member lines. Such a freight tariff is the result of rate applications received from the shipping public, analysed by the conference tariff committee. The underlying principles of establishing freight rates is to charge a fair price for a fair service.

Many factors go into the consideration of «what is fair». Value, stowability, cube-to-weight-ratio, seasonableness, perishability are only a few of these factors. Aside from containing rates and charges for services performed, tariffs also determine the scope

and conditions of operation of all the conference members. Tariffs must conform to all the laws of the countries being part of a given trade route, and they must be filed with the maritime authorities of such countries. Further, tariffs are open to public scrutiny, and interested parties may subscribe to them through the Freight Conference Administrator.

Ocean Freight Conferences have an interesting history. The maritime industry did not create them out of a whim, but rather out of necessity; and this necessity is as great today as ever.

It was more than a century ago, that steamships substituted the sailing ships, and the industrial nations of those days constructed more cargo ships than could be gainfully employed. In the trade between the United Kingdom and India for example, there was such a surplus of vesselspace, that owners indiscriminately cut freight rates, just to fill their ships. This practice resulted in a rate war, which not only caused a great deterioration of service quality but brought many shipping lines to the brink of ruin.

FIRST SHIPPING CONFERENCE

In 1875, the first shipping conference was formed in order to put an end to the chaotic situation. Acting out of self preservation, the lines agreed to establish uniform freight rates and to no longer grant special discounts to any shipper, large or small.

The system worked satisfactorily, benefitting equally the shippers and the shipping companies.

As time passed, many forgot the reasons the conference system had been created.

Accusations were heard that conferences were monopolistic; that they strangled competition; that the tariffs were excessively high. And so began official investigations.

In 1906, the British government started a profound study of conferen-

ces, and three years later arrived at the conclusion that conferences were not only useful, but actually necessary. It was proven, that in order for the lines to offer a service with adequate port coverage, regular sailings on set dates, with ships that were specially adapted for certain cargoes, it was imperative that they would be assured of a reasonable and stable volume of business.

In 1912, the US Congress authorized an investigation of maritime conferences, with the objective of their possible elimination from North American commerce. The study took 4 years and resulted in the Shipping Act of 1916.

This document, far from eliminating conferences, established definitively their legality, and gave them immunity against the anti-trust laws.

Today there exist more than 300 conferences and every one serves a distinct trade route.

We at IVARAN have always been *Conference minded*, because we feel that the conference system offers our line the stability needed to give you the very best service possible.

We are currently members of the Inter-American Freight Conference, both American Area and Puerto Rico, US Virgin Islands. The various sections of this conference are administered in New York, Rio de Janeiro and Buenos Aires. Our representatives play active and constructive roles in all conference activities.

Dieter Schambach

agents corner

It is quite clear, that **IVARAN LINES** wouldn't be the success that it is, if it wasn't for the tremendous job that our agents are doing for the line, customers and ships.

We are certain that our readers are interested in getting to know more about the individual agencies that each form a vital link in the **IVARAN** agency network. With the aim of pre-

senting one Ivaran agency in each issue of **ON LINE**, we continue by presenting:



IVARAN AGENCIES, INC.

Ivaran Lines recognized in 1982 that a much stronger marketing and sales presence was going to be required to maintain their market position in our trade area, and that only a fully integrated company subsidiary, functioning basically as Ivaran Lines' eyes, ears and hands in the United States, could properly fulfill this requirement. Ivaran Agencies began operating in October, 1984 with a staff of 28 people.

SMOOTH WORKING EXTENSION

The office began functioning with all of the anticipation associated with an opening night. Since that time, the office has evolved into a smooth working extension of Ivaran Lines in the United States, with all of the functions of a steamship line handled here, with the exception of the major corporate financial details and oversight responsibilities which remain in Oslo.

Our current staff now consists of 62 employees spread over one floor and a portion of a second one at One Exchange Plaza, in New York City. We find ourselves now required to move to larger offices and hopefully, arrangements will be completed to do this in the first quarter of 1991. The New York office operates under Erik Holter-Sørensen, as President, with J.F. DeChant, Executive V.P., P.H. Soechting, Senior V.P., and H. Stang Heffermehl, Treasurer.

At present, we operate with nine

departments - Marketing and Sales headed by V.P. Tom Mathern, Pricing Department- Assistant V.P. Barry Goldman, Operations Department- William E. Owens, Manager, Container Department- Vice President, R. Henninger, Traffic Department- Manager Joe Silva, Claims & Personnel- Vice President, Cataldo Piccione, Passenger Department- A.V.P., Eva Hansen, Information Service Department- Managed by John Wachenfeld and Accounting Department- Vice President, Zaida Hertan.

QUALITY SERVICE

Ivaran Agencies, as general Agents for Ivaran Lines is responsible for the oversight of a branch office organizations in the United States, Canada, Mexico and the Caribbean presently consisting of 36 offices. The primary emphasis therefore, in the extension of Ivaran Lines' attitude is quality service quality service. We have no other product to offer the shipping public but our service and we must be continually alert to the necessary problem solving requirements for a service business which is Ivaran Lines Agencies' only reason for existence.

HIGHLY POLITICIZED TRADE

The highly politicized trade in which Ivaran Lines operates, with its flag restriction problems and onerous political consequences attached to almost every decision that must be made, strongly develops an awareness of the necessity to be the first line of assistance to all of our consignees and shippers.

We have made it a practice to educate our entire staff as fully as possible to the big picture required in our service, starting with visits to our terminals and vessels to see how each department's contribution fits into the overall picture. Beyond this, our New York executives and salespeople travel on a regular basis to South America, to discuss first hand with our South American Agency network colleagues the all important sales and marketing interfaces required for a smooth running operation.

It's our aim to make not only our sales and marketing people but our entire staff, the source of new information in the trade. When a sales appointment is made, the party being contacted should receive our sales person with open arms as a source of information rather than an interruption in his daily routine. Beyond this obvious approach, we find that our pricing and documentation people are routinely the choice of our customers when seeking up-to-date trade information to our Market Areas.



Norwegian minister of shipping and trade heads official Norwegian trade delegation to Mexico

A Norwegian trade delegation, headed by the Minister of Shipping and Trade, *Mrs. Eldrid Nordbø*, and consisting of Senior Executives from Norwegian Industry and shipping companies, will be visiting Mexico January 14th/18th 1991. The visit is the result of an invitation extended by the Mexican Deputy Minister of Foreign Trade

during his visit to Norway in May of 1990. During the official part of the visit, the delegation will meet with Mexican Government officials. They will also have meetings with representatives of the Mexican business community, aiming at a strengthening of the commercial ties between the two countries.

Norwegian Shipowners' Association will be arranging a «Shipping and Offshore Seminar» in Mexico City during the delegation's visit, where the multitude and variety of this important Norwegian industry will be presented.

Maritime Fraud Economical Recovery for Argentina

The work of United Nations Conference on Trade and Development (UNCTAD) in the field of maritime fraud, which resulted in the establishment of the Maritime Advisory Exchange (MAE), will limit shipping companies exposure to fraud.

Providing a focal point for all information necessary for combating maritime fraud, MAE, is located in London. Under the auspices of UNCTAD, by the organizations involved in providing shipping information, namely the Baltic and International Maritime Council (BIMCO), the International Chamber of Commerce (ICC) and Lloyd's of London Press Ltd. receive all enquiries and transmits them to their operating companies, namely, BIMCO Service, International Maritime Bureau and Lloyd's Maritime Information Services, for direct reply.

In spite of the unstable US dollar, Argentina has achieved record exports which reflects coherent economical policy, stated an ON LINE source in Argentina.

"The Chamber of Exporters of Argentina are projecting a total of USD 11.5 billion in exports of Argentinian goods", he further commented. This will produce a foreign trade surplus balance of approximately USD 7.5 billion for 1990.

The Argentine Central Bank's liquid reserves now stand at USD 5.0 billion as compared to USD 60 million in July 1989 under the Alfonsin government.

In view of such progress, the International Monetary Fund has allowed fresh credit of USD 240 million which might be increased to new credit line of USD 2 billion from the World Bank.

Reportedly, negotiations of Argentina's foreign debt and a possible "Brandy plan qualification" are reachable.

Resulting from Argentina's free USD exchange policy, has been a substantial in-flow of Dollars. This has increased export, whereas, imports have been effected negatively.

The Dollar is being offered every day with very few takers, thus resulting in an over-valued Austral which is at the same level as in mid-February 1990, explained our On LINE source. Also, during this same period the inflation rate has gone up by approximately 670 per cent, reported our correspondent.

He further clarified by saying, the impact of increases on exports has been demolishing. The Government, trying to counter-act, has reduced export duties and put pressure upon the labour unions. On the other hand, exporters have been improving production costs and many of them, attempting to keep their hard earned market position, keep exporting at a loss.

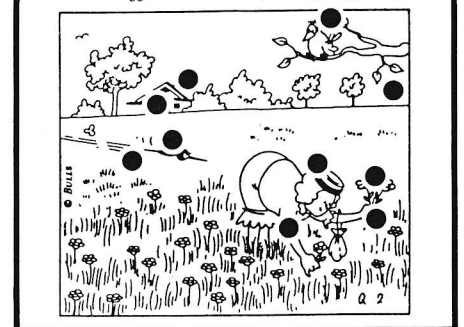
Mexico resigns from Bilateral Agreement with Brazil

The Bilateral Trading Agreement between Mexico and Brazil, which has been in existence since 1975 and which has excluded non-national shipping companies from participating in the transportation of goods between the two countries, was cancelled by the Mexican Government on October 25th 1990. The resignation from the agreement is part of the Mexican President Salinas' liberalisation of the

Mexican economy, whereby business activities are to be freed from Governmental interference as much as possible.

After a 90-day cancellation period, the ocean transport between Brazil and Mexico will be open to any shipping company, irrespective of flag and ownership, as from January 26th, 1991.

Ten differences: (see page 6)



Briefs from Brazil Tough times for Lloyd Brasileiro

Increasing inflation of the past weeks will threaten the success of the Collor Plan, reports On Line sources from Brazil. High interest rates imposed to control consumption coupled with recent considerable increases in public services and labour demands, are forcing industries to make substantial adjustments in their prices.

Meanwhile, the government is threatening to intensify measures if prices do not subside.

How President Collor plans to help distribute the cost resulting from the economic adjustment, remains to be seen.

Threats of severe recession for the first months of 1991 are forecast as already sales in all sectors have declined in spite of the approaching Christmas season.

«The outlook does not look bright, unless the government opens the tap,» reports an On Line source.

FOREIGN DEBT

Early in October a proposal by Brazil to re-negotiate the national debt left private banks perplexed and angered. The USD 50 billion plus an additional USD 8 billion in unpaid interest rates owed to foreign private banks will be converted to Brazilian Government Bonds.

If no agreements with each bank are concluded, these bonds could have expiry dates ranging up to 45 years.

As a result, three banks ordered brokers to liquidate their position with losses of around 80 per cent of the value of the original debt. Private banks were quick to react and in spite of favourable returns, started to close down on short term loans made to Brazil for financing imports and exports. This resulted in the Central Bank sending considerable sums to Brazilian banks abroad to sustain present credit lines.

PUBLIC SERVICES

Gasoline prices were increased by 29 per cent during the government's packet of readjustments on public services. Other increases were: electricity

Brazil's state owned shipping line, Lloyd Brasileiro, is undergoing tough times, money and loyalty wise.

Criticized by the national transport secretary, Jose Henrique D'Amorim Figueiredo, he believes the shipping line isn't essential to the country's development and should be liquidated.

Reportedly, Mr D'Amorim says if the liner company cannot resolve current financial difficulties, liquidation could be in order.

According to Mr. D'Amorim, Lloyd Brasileiro has been losing US 6.5 million monthly and even after a total of five ships have been arrested, the Brazilian economy is showing no signs of strain.

US agents for Lloyd Brasilerio still believe that, in spite of the present difficulties, Brazil should have a national

carrier due to economic interests and military reasons.

Many feel that the 100 year liner service will continue as it receives support from the Brazilian congress.

Lloyd Brasileiro's financial difficulties are mounting. The recent arrest of two bulkers in Canada, due to overdue debts, has put the liner company in a serious financial position. An estimated US 15 million is needed to pay the debts to have the liner company fully operational.

Mr. D'Amorim believes that such cash insertion will not solve the company's financial problems as past debts are overwhelming.

Ranked as Brazil's third largest public fleet, it is believed that Lloyd Brasileiro is preparing for privatization which could be finalized by June 1993.

Privatization pays for Argentina

Argentina is going through major surgery as president Menem continues to revitalize a dying country, reports ON LINE sources from Argentina.

"In spite of the pain and the risks, President Menem's chances of succeeding are now better and improving", he said. "Something of which, was unthinkable only two years ago".

President Menem's action to sell state companies is considered the biggest achievement, thus far. Through sale of the national telephone company and Aerolineas Argentinas, recently delivered to new owners, the Government received USD 2.1 billion and approximately USD 7.5 billion in foreign debt notes.

23%, public transport 27%, bread 20%, telephone 19%, and some medicine by 18%.

INFLATION

During the month of October inflation rose (2% over September) to 14.16%. December inflation is forecasted at 18.9%. The highest inflationary gains of the year, as of October, were recorded in agricultural products.

"In addition, the buyers have agreed to invest USD 3 billion to improve the services of these companies", stated ON LINES Argentina's correspondent.

Resulting from the sale, Argentina has reduced its foreign debt by nearly 15 per cent.

In addition to selling oil fields, highways, smaller industries and railroad networks, the Government has sold their 30/40 per cent shares in five petro-chemical industries.

Late in November, President Menem signed a decree to further reduce the fiscal deficit by cutting the Government staff by 120,000 people. Further Government action includes, increasing the official working hours and trimming the privileged life pensions enjoyed by Government officials.

"This alone will mean a reduction of our fiscal deficit by approximately USD 1.5 billion", reported ON LINES source.

Several public polls clearly show that the majority of Argentinians are in support of President Menem's financial cutbacks in spite of the social cost involved.

EQUIPPED FOR ANY TASK.

IVARAN LINES is committed to a significantly better quality of service than any of its competitors.

We have known, ever since the line started 65 years ago, that, to be able to do this, it was utterly essential to employ ships that are especially suited and equipped for this particular trade.

IVARAN LINES therefore continually reviews the ships in service to ensure that its fleet of liners is always fast, efficient and reliable, and able to meet the changing requirements in the trade.

Equally important is the fact that the officers and crews manning the IVARAN ships have wide experience, training and knowledge of their prime objective: to provide the safest and most reliable transport of your cargo.

The combination of professional seamanship and first-class vessels is a major element in the quality of service offered by IVARAN LINES.

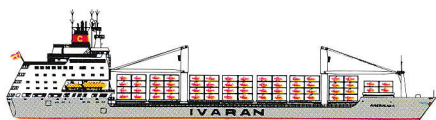
ALL-PURPOSE CONTAINER FLEET

To facilitate the efficient and careful handling and transportation of your cargo, IVARAN LINES has a wide range of equipment available: standard 20' and 40' containers, open tops, high cubes, 'hanging garment'-containers, flat racks and reefers.

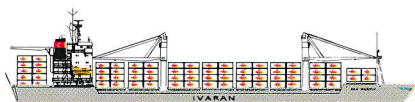
Our fleet of cargo-carrying equipment is strategically positioned in centrally located depots throughout our trading area; at your disposal whenever you need it.

PASSENGERS

Another speciality for IVARAN LINES is that 3 of our vessels also carry passengers, offering first class accommodation for up to 80 passengers (M/V "AMERICANA").



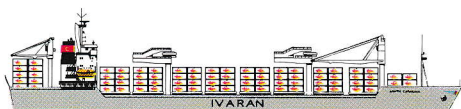
"AMERICANA" — Container-/passengervessel, built 1988. 19.818 dwt/1.120 TEUs (cellular) + 3 coiled/coated deep tanks for liquid cargo of 11.785 cbft each. Speed: about 19 knots. Accommodation for 80 passengers.



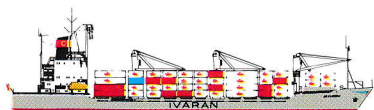
"SAN MARTIN" — Containervessel, built 1985. 19.898 dwt/1.272 TEUs (cellular). Speed: about 19 knots.



"SANTOS" — Containervessel, built 1985. 17.212 dwt/1.132 TEUs (cellular). Speed: about 17,5 knots.



"SANTA CATARINA" — Containervessel, built 1985. 28.941 dwt/1.732 TEUs. (cellular). Speed: about 19 knots.



"SAVANNAH" — Semi-containervessel, built 1984. 12.540 dwt/700 TEUs + 2 coiled/coated deep tanks for liquid cargo, of 11.300 cbft each. Speed: about 17 knots.



"SAN NICOLAS" — Semi-containervessel, built 1981. 14.450 dwt/958 TEUs. Speed: about 18 knots.



"SAN DIEGO" — Semi-containervessel, built 1980. 14.450 dwt/958 TEUs. Speed: about 18 knots.



"SAN PEDRO" — Semi-containervessel, built 1980. 14.450 dwt/958 Teus. Speea: about 18 knots.



"SAN JUAN" — Semi-containervessel, built 1978. 14.450 dwt/958 TEUs. Speed: about 18 knots.



"SAN LUIS" — Semi-containervessel, built 1978. 12.430 dwt/672 TEUs. Speed: about 18 knots.

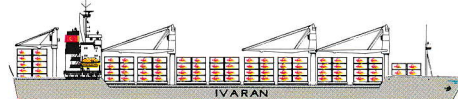


"SANTA FE" — Semi-containervessel, built 1978. 14.770 dwt/447 TEUs + 2 coiled/coated deep tanks for liquid cargo, of 11.410 cbft each. Speed: about 16,5 knots. Accommodation for 12 passengers.

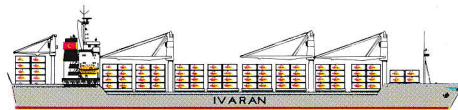


"SALVADOR" — Semi-containervessel, built 1978. 14.770 dwt/447 TEUs + 2 coiled/coated deep tanks for liquid cargo, of 11.410 cbft each. Speed: about 16,5 knots. Accommodation for 12 passengers.

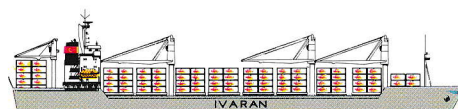
NEWBUILDINGS ON ORDER



"TNSW 497" — Cellular Containervessel, delivery 10/1991. Abt. 30.000 dwt/1.732 TEUs. Speed: abt. 19 knots.



"FW 653" — Cellular Containervessel, delivery 11/1991. Abt. 30.000 dwt/1.732 TEUs. Speed: about 19 knots.



"TNSW 498" — Cellular Containervessel, delivery 3/1992. Abt. 30.000 dwt/1.732 TEUs. Speed: about 19 knots.



"FW 654" — Cellular Containervessel, delivery 6/1992. abt. 30.000 dwt/1.732 TEUs. Speed: about 19 knots.

FREQUENCY OF SERVICE – SHORT TRANSIT TIMES.



THE IVARAN CONCEPT:

TOTAL AND FREQUENT PORT COVERAGE

The schedules of IVARAN LINES are designed to give our clients complete and frequent port coverage, with shortest possible transit times.

GULF SERVICE

Our "Gulf Service" offers fortnightly sailings on the following itinerary:

- New Orleans
- Houston (transfer of cargo to/from US West Coast)
- Tampico
- Rio de Janeiro
- Santos
- Buenos Aires (transfer of cargo to/from Chile, Paraguay and Bolivia)
- Montevideo (transfer of cargo to/from Paraguay)
- Rio Grande do Sul
- Itajai
- Paranaguá

- Santos
- Salvador
- Recife
- Fortaleza
- Bridgetown (transfer of cargo to other Caribbean destinations)
- San Juan (transfer of cargo to other Caribbean destinations)
- Santo Domingo
- New Orleans
- Houston, etc.

EAST COAST SERVICE

Our service to/from US East Coast has sailings approximately every 11 days from the following ports:

- Norfolk
- Baltimore
- Philadelphia
- New York (transfer of cargo to/from Boston and Eastern Canada)
- Charleston
- Savannah (transfer of cargo to/from the Far East)
- Jacksonville
- Miami (transfer of cargo to/from Europe and the Caribbean)
- Rio de Janeiro
- Santos
- Buenos Aires (transfer of cargo to/from Chile, Paraguay and Bolivia)
- Montevideo (transfer of cargo to/from Paraguay)
- Rio Grande do Sul
- Itajai
- Paranaguá
- Santos
- Salvador
- Fortaleza
- Norfolk
- Baltimore, etc.

Ivaran Lines : Our agents – your guarantee

U.S.A., CANADA, CARIBBEAN AND MEXICO:

General Agents: Ivaran Agencies Inc., New York, N.Y.
Atlanta, Ga.: Palmetto Shipping and Stevedoring Co. Inc.;
Baltimore, Md.: Stockard Shipping; *Boston, Mass.:* Patter-
son, Wylde & Co. Inc.; *Bridgetown:* Sea Freight Agencies
(Barbados) Ltd.; *Charleston, S.C.:* Palmetto Shipping and
Stevedoring Co., Inc.; *Charlotte, N.C.:* Palmetto Ship-
ping and Stevedoring Co., Inc.; *Chicago, Ill.:* World Ship-
ping Inc.; *Chile Service only:* Tricom Shipping Agencies,
Inc.; *Cincinnati, Ohio:* World Shipping Inc.; *Cleveland,
Ohio:* World Shipping Inc.; *Chile service only:* Williams,
Dimond & Co.; *Curacao:* Dammers & Van der Heide Ship-
ping & Trading (Antilles) Inc.; *Dearborn, Mich.:* World
Shipping Inc.; *Houston, Texas:* Riise Shipping Inc.; *Jack-
sonville and Brunswick, Fla.:* Palmetto Shipping and Ste-
vedoring Co., Inc.; *Kingston:* Jamaica Freight & Shipping
Co. Ltd.; *Long Beach, Ca.:* Tricom Shipping Agencies
Inc.; *Mexico City:* Transpac Representaciones Sa de CV.;
Miami, Fla.: Farovi Shipping Corporation; *Chile Service
only:* Navitran Corporation; *Mobile, Ala.:* Riise Shipping
Inc.; *Montreal:* Seabridge International Shipping Inc.; *New
Orleans, La.:* Riise Shipping Inc.; *Norfolk, Va.:* Capes
Shipping Inc.; *Philadelphia, Pa.:* Stockard Shipping;
Pittsburgh, Pa.: World Shipping Inc.; *Port-au-Prince:*
Joseph Nadal & Company; *San Juan, P.R.:* Antilles Ship-
ping Corp.; *San Francisco, Ca.:* Tricom Shipping Agen-
cies Inc.; *Santo Domingo:* Maritima Dominicana SA;
Savannah, Ga.: Palmetto Shipping and Stevedoring;
Seattle, Wa.: Tricom Shipping Agencies Inc. Co., Inc.; *St.
Louis, Mo.:* World Shipping Inc.; *Syracuse, N.Y.:* World
Shipping Inc.; *Tampa, Fla.:* Eller Company, Inc.; *Tam-
pico:* Transpac Representaciones Transpacificas SA de
CV; *Toronto:* Seabridge International Shipping Inc.;
Veracruz: Transpac Representaciones Transpacificas SA
de CV; *Wilmington, N.C.:* Wilmington Shipping Com-
pany.

BRAZIL:

General Agents East Coast Service: Agencia de Vapores
Grieg SA, Santos.

Belem: Transnav Transportes e Representacoes Ltda.;
Cabedelo: Agencia Ultramar Exportacao Ltda.; *Fortaleza:*
Marnosa Navegacao Ltda.; *Ilheus:* Agencia Maritima
Brandao Filhos, Ltd.; *Itajai:* NAVDE-Agenciamentos,
Despachos, Embarques e Seguros Ltda.; *Itaquai:* Pedreiras
Transportes do Maranhao Ltda.; *Joinville:* Agencia de
Vapores Grieg S/A; *Natal:* Representacoes Ruy Paiva
Ltda.; *Paranagua:* Agencia de Vapores Grieg SA; *Porto
Alegre:* Cranston Woodhead S/A Maritima e Comercial;
Recife: Agencia Nacional de Navegacao Ltda; *Rio Grande:*
Cranston Woodhead Rio Grande do Sul Agenciamento
Maritimo Ltda.; *Rio de Janeiro:* Agencia de Vapores Grieg
S/A; *Salvador (Bahia):* Agencia Maritima Brandao Filhos
Ltda.; *Santos:* Agencia de Vapores Grieg SA; *Sao Fran-
cisco do Sul:* Agencia de Vapores Grieg S.A.; *Sao Paulo:*
Agencia de Vapores Grieg SA; *Vitoria:* Arens Langen
Agencia Maritima SA.

General Agents Gulf Service: Transatlantic Carriers
(Agenciamentos) Ltda., Santos

Belem: Transnav Transportes e Representacoes Ltda.;
Cabedelo: Agencia Ultramar Exportacao Ltda.; *Curitiba:*
Agencia Maritima Transcar Ltda.; *Fortaleza:* Marnosa
Navegacao Ltda.; *Ilheus:* Agencia Maritima Granel Ltda.;
Itajai: NAVDE – Agenciamentos, Despachos, Embarques
e Seguros Ltda.; *Itaquai:* Pedreiras Transportes de Maran-
hao Ltda.; *Natal:* Representacao Ruy Paiva Ltda.; *Parana-
qua:* Cranston Woodhead Paraná – Agenciamento Mari-
timo Ltda.; *Porto Alegre:* Cranston Woodhead S/A Mari-
tima e Comercial; *Recife:* Agencia Nacional de Navegacao
Ltda.; *Rio Grande:* Cranston Woodhead Rio Grande do Sul
Agenciamento Maritimo Ltda.; *Rio de Janeiro:* Transatlan-
tica de Afretamentos e Agenciamentos Ltda.; *Salvador
(Bahia):* Agencia Maritima Granel Ltda.; *Santos:* Transatlan-
tic Carriers (Agenciamentos) Ltda.; *Sao Francisco do
Sul:* NAVDE-Agenciamentos, Despachos, Embarques e
Seguros Ltda.; *Sao Paulo:* Transatlantic Carriers (Agenci-
mentos) Ltda.; *Vitoria:* Uniport Agencia Maritima Ltda.

ARGENTINA, URUGUAY, PARAGUAY, CHILE AND BOLIVIA:

General Agents: Agencia Maritima Robinson SACFeI,
Buenos Aires.

Asuncion: Remar S.R.L.; Multimodal S.R.L. (Far East
Service only); *Buenos Aires:* Agencia Maritima Robinson
SACFeI; *Ciudad del Este:* Trape Transportes Rodoviaros
Ltda. (Far East Service only); *Montevideo:* Agencia Mari-
tima Ernesto J. Rohr SA (*East Coast Service only*); Agen-
cia Maritima Schandy SA (*Gulf Service only*); *La Paz:*
Anbol Ltda.; *Santiago:* A.J. Broom & Cia. S.A.C.

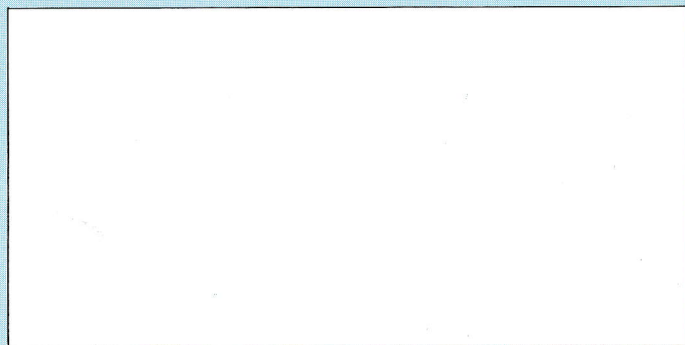
THE FAR EAST:

General Agents: C.F. Sharp & Co. (Hong Kong) Ltd.,
Hong Kong;

Bangkok: C.F. Sharp Siam Co. Ltd.; *Osaka, Japa-
n:* Coral Shipping Co. Ltd.; *Seoul, Korea:* Dong Nam Ship-
ping Co. Ltd.; *Singapore:* C.F. Sharp Shipping Agencies
Pte.Ltd.; *Taipei, Taiwan:* United Shipping Corporation.

EUROPE

Hamburg, W-Germany: Detjen Schifffahrtsagentur
GmbH & Co.



– Your local agent –