

on line

with ivaran

No. 1/93



M/S «SALVADOR»

Your bridge across the seas...

IVARAN
Lines

FRONT COVER



M/S 'SALVADOR'

A faithful Ivaran work-horse has been sold

On Line's front cover features the ship 'Salvador' built in May 1978 at Nipponkai Heavy Industries in Toyama, Japan.

Having faithfully served Ivaran Lines for over 14 years, 'Salvador' will be handed over to new owners, Messrs. Compania Sud-Americana de Vapores, in Buenos Aires during the early part of this April.

She entered the USEC service on 24 June, 1978, after successfully completing a maiden voyage over the Pacific via Hong Kong and Los Angeles. Together with her sister 'Santa Fe' - delivered from the same shipyard a few months earlier -, 'Salvador' was a key ship to Ivaran's during the early days of containerization. Prior to the delivery of these sister ships, Ivaran's operated its liner services with conventional and old-fashioned tween-deckers built for break-bulk cargoes and unsuitable to carry more than a few containers.

The growth and development of the USEC line was rapid and by 1984 both ships were too small for that service and were both transferred to the US Gulf/Caribbean in order to expand this service. In 1992, when Ivaran's began trading to Europe, it was natural to use these two sister ships to pioneer the new Europe service.

EDITOR'S NOTE

By the time 1993's first edition of On Line reaches its readership, the new year will be in full swing and business will be as usual; reflected by the table of contents toward the lower part of this page. An objective of On Line is to give the reader a quick glimpse into the world of Ivaran, its challenges, its victories and its goals. On page two, we begin with an important link in the Ivaran shipping chain, the shipping agent - this time Despachos Becoblohm, C.A. Playing an integral role to the success of Ivaran Lines, agents meet regularly to plan market strategies, to discuss the key happenings in their respective markets, and to renew important friendships (see pages 4 and 5). New services, such as Ivaran's Europe service discussed on page 6, reflect 'Line strategy' and pages 10 and 11 describe major happenings that could influence Ivaran and its fleet. Passenger platform, on pages 8 and 9, highlights a very beautiful part of the world, Brazil. A country full of commercial potential, Brazil is an important trading partner for Ivaran, but competition is growing. On page 12, Bjorn Tønberg, executive vice president of Ivaran Agencies in New York, gives some reasons why Ivaran might experience tougher market conditions in 1993. But then, back to page 7, Ivaran has 'No Limits'.

Business as usual! Possibly for some. But for Ivaran it's going to be an exciting year. Read all about it in On Line throughout 1993.

Cordially yours,
Mark Fuhrmann



Vollsvn. 9 - 11
P.O.Box 175
N-1324 Lysaker, Norway
Telephone: 67 53 93 10
Telex: 76727 IVARAN N
Telefax: 67 53 17 60

Contents

Agents Corner - Despachos Becoblohm,C.A.....	2	The Shipping Scene.....	10
Abandon Ship.....	3	Ivaran Agencies.....	12
Agents Meeting.....	4	Ivaran around the world.....	14
Europe Service Update.....	5	Container specifications.....	15
Passenger platform.....	8	Frequency of service.....	16

On Line with Ivaran is the inhouse publication of A/S Ivarans Rederi. It is produced by Maritime Media Consulants / Sarpsborg gt. 16A, 0468 Oslo 4, Norway. The publication is distributed to around 6,500 office and ship personnel, agents and clients of A/S Ivarans Rederi. Ideas, contributions and letters for publication are welcome but please contact the editor first. Opinions expressed in *On Line with Ivaran* may not necessarily reflect those of the authors, persons interviewed or A/S Ivarans Rederi. Articles may be reproduced with prior permission. © A/S Ivarans Rederi.



from the masthead

Dear Friends,

For many years our company was not taken seriously by other shipowners - they really could not understand what a small company from the northern outskirts of Scandinavia was doing in South or North America. But we didn't allow our competitor's 'lack of faith' to hold us back and now, decades later, our liners still sail up and down the coasts, carrying your cargo. After years of faithful operation, our competitors are not laughing any more. Some of them are gone, some of them are smaller, some of them are fighting for their lives. Most of them have older ships and they are really having a tough time. Finally, we are, proud to say, **first at last**.

For the last 10 years Ivaran has built 10 new ships and there are 4 brand new ones to be delivered during this year and next. But Ivaran will not stop here! As long as there is a demand for fast and safe transportation of cargo, we will continue to build new ships for our customers. Meanwhile, other shipowners are giving us a fair price for our older vessels. They know that our ships have been maintained by able Captains and responsible crews. A proper evaluation of this, we believe, is earmarked by the attractiveness of Ivarans ships on the second hand market.

In shipping today, quality is an important environmental question. In contrast to early history, today's ships must operate in extremely complex international settings where significant environmental awareness and regulation exist. As a result, meeting environmental standards, and requirements is



The year of 1993 will create several new challenges

now an integral part of our newbuilding programs. We must comply with increased environmental requirements while providing a cost effective transportation service to current customers and when planning to expand services to attract new business in the future.

The year of 1993 will create several new challenges for Ivaran Lines, many of which, though positive, will put greater pressure upon our liner activities. With the privatization of Brazilian ports, provided by a new port modernization law, another transport bottleneck will vanish. It will again be possible to reduce transit time between our key port destinations also improving our punctuality. A gradual improvement in port productivity will reduce the time required for loading and discharging and, in time, reduce not only cargo handling costs but the size of gangs employed. Investments into new port equipment will be made and we will see customers' oriented policies of the different port administrations. By extending for longer periods of time the opening hours of marine terminal gate operation, ports will experience a substantial increase in overall productivity and a greater utilization of its assets. Longer operating hours will help solve congestion in the surrounding port area as, up to now, truck and train movement have been at a standstill during off-work hours.

As South America begins to tackle chief industrial problems and with your continued dedicated service, we know that within this year we can manage to reach our immediate goals. We have common goals and as long as there are containers to be shipped from one port to another, we will be there.

To conclude, we will roll up our sleeves, be aware of vital changes in the market, listen to our friends and keep on finding solutions to all problems. We take the challenge - do you?

Yours sincerely,
Eirik Holter-Sørensen



The family on board the 'Americana'. Daughter Julie holds the record as the youngest passenger yet to sail with the ship

DESPACHOS BECOBLOHM, C.A.

"The merchant should, as well as the soldier or seafarer, face manfully the dangers he encounters; he should not paralyze his energies and initiative through lamentation."

- Georg Blohm
(Founder of the firm)
in a letter to his son G.H. Blohm
January 12, 1858

Georg Blohm, born in Luebeck, Germany, arrived in Venezuela in 1829 and in 1835 he established a company in La Guaira under the name Overmann, Blohm & Co.

From these beginnings the company grew into an impressive organization that has been known over the years as Blohm & Co., Casa Blohm, Beco, Becoblohm, in many and widely diversified activities. Today the company is presided over by the 5th generation of the founder. Its members, while proud of the past, are dedicated to assure a

productive future.

As a Caracas based transportation house with offices in all major Venezuelan ports and industrial zones, Despachos Becoblohm is active through wholly-owned subsidiaries in:

- shipping agencies
- customs brokerage
- warehousing
- cargo consolidation and forwarding
- air cargo services
- transport, port equipment and other port services.

The organization represents active and regular liner services, as from 27

September, 1991, A/S Ivarans Rederi, serving the two main Venezuelan ports of La Guaira and Pto. Cabello. It also represents other lines, shipowners and tramp operators that do not offer regular services.

As general agents in Caracas, Despachos Becoblohm, C.A. is the coordinating nucleus for the service companies of Becoblohm. With its dedicated personnel, Despachos Becoblohm, C.A. operates an effective main marketing task force, which leads and supervises the market and assists business associates throughout the country in their canvassing efforts.

Through modern systems and computerized statistical controls, the organization has updated information on most of the importers and exporters, also on the type and amounts of cargo moved to and from Venezuela worldwide.

Caracas is by far Venezuela's most densely populated area, housing national government, embassies and main consulates. Additionally, it is the country's financial and insurance center.

Becoblohm La Guaira, C.A. and its subsidiaries, including Servinave La Guaira, C.A., serve the eastern part of the country and metropolitan Caracas. They have offices in the port of La Guaira, the International Airport of Maiquetia (serving Caracas), all eastern ports and an agency in Puerto Ordaz (Ciudad Guayana), a region of intense development.

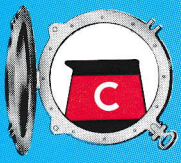
Becoblohm Pto. Cabello, C.A. and its subsidiaries including Servinave Pto. Cabello and, amongst others, in Valencia, an important industrial center.

To comply with its shipping activities, the Becoblohm organization is permanently in contact with companies and entities generating or controlling import and export cargoes. The sales techniques and marketing strategies employed are studied jointly with the principal, and its foremost aim is to represent a shipping line as distinct as Ivaran Lines with integrity, experience and efficiency.

-Thanks to Matthias Schultz



Ivaran vessel, 'San Martin' entering the port of Pto. Cabello

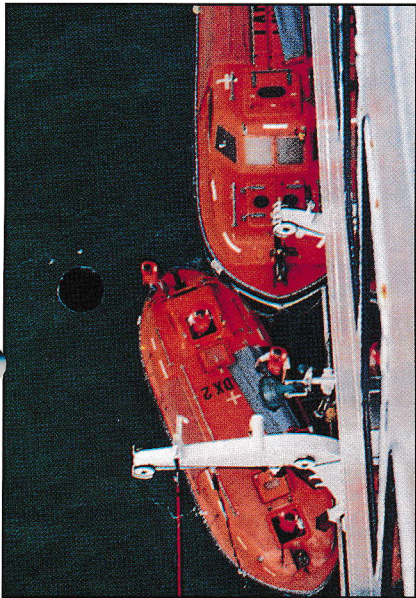


'ABANDON SHIP!'

From the moment the alarm sounds, things happen quickly. On the bridge the captain calls for full mobilization of all officers and crew, and below the deck people start running. This is the moment of truth; the routines for such circumstances must now work to the last detail, or they will not work at all. This is not the time for wondering about new procedures or who's in charge of this or that.

Forming fire teams

The captain checks that the crew members immediately form their fire teams, and establishes radio contact with each team. He wants Team 3 to go down to



Americana's life boats are lowered as the fire drill reaches its climax and the ship is abandoned

the poop deck, and they are told to bring a CO₂ fire extinguisher. The plan is to try to enter the steering room from there.

Team 3 reports back: "We are on our way, but there is a lot of smoke. We are searching for the baker he cannot be found." Meanwhile the captain continues his checking procedures: all water-tight doors are closed, all ventilation off. He

A flashing light on the bridge control panel is the first indication of something wrong. Then the captain sees the reason for the alarm: the panel leaves no doubt that there's a fire in the engine room. Moments later all watertight doors automatically close as the fire alarms echo through the corridors of the ship.

Is it an exercise...or the real thing?

addresses the teams: "Keep the bridge informed."

Back to Team 3: "Tell me when you have reached the poop deck, and get ready to proceed into the steering compartment. Run out the hoses, we will probably need both powder and foam."

Team 3 reports again: "One person missing, confirmed it is the baker. We are trying to reach the galley, but the smoke makes it hard to see anything." Then someone interrupts: "Could we have Fire Teams 1 and 2 to the poop?" The captain agrees and confirms the order.

The voice of a member of the medical team cuts through: "We've found the missing person: it is the baker, suffering from asphyxiation. He is safe now, and we'll treat him as best we can."

From our place on the bridge of Ivarans 'Americana' we are witnessing - fortunately - not a real emergency, but one of the frequent fire and lifeboat drills held every week of the year on ships calling at Miami, the world's cruise capital.

To seafarers, a fire at sea is the ultimate nightmare. To make sure that everything works according to the book, the U.S. Coast Guard insists on fire and lifeboat drills every three months on

Drills are serious business

board every cruise ship sailing in American waters.

As DNV FORUM joined the Coast Guard for this fire drill, 'Americana' was calling to Miami on its way from New York to South America. The drill we witnessed proves that such an exercise isn't taken lightly. It also proves that such drills are inevitable if crew standards are to be maintained.

A fire on board any ship can be disastrous. Not only will it harm the ship and possibly cost a small fortune to repair, but the media and the authorities will scrutinize the event for weeks and months afterward. And then the crucial questions will be: Was this ship, its officers and crew prepared for an emergency? How was the fire handled? Were all procedures in place and followed?

The course of the event will be turned inside out in the usual search for scapegoats and explanations. At worst, reports of a fire, if not properly handled, may ruin the business of a cruise company. Even if no lives are lost.

On board the 'Americana', Ivarans' combined cruise ship and container carrier, all seems to go according to the book. Eventually, on the captain's order "Abandon ship!", crew members leave the ship for the lifeboats, which are lowered and set afloat.

The drill is over for the time being. Everyone seems to know what they are doing, and the Coast Guard, DNV's representative, and the Norwegian Maritime Directorate were pleased with what they saw. Though this was just a drill, and not the real thing, it augured well for the handling of any future emergency.

Reproduced from DNV
FORUM winter 1992/93.
© DNV 1992

IVARAN around the world

A HAPPY FAMILY *The Europe agents meeting*

DAY ONE

The first Europe agents meeting, where all agents involved in the Europe/South America Service were present, took place at the Marienlyst Conference Center in Elsinore, Denmark from 28 February to 2 March. Forty-six new and long-serving family members attended the meeting, where two and a half days of productive discussions were accomplished. Thanks to a well prepared team from Oslo, also our highly motivated and prepared agents, the meeting had a positive impact on everyone and will, confidently, result in more business to the line.

The first day was dedicated to summing up Ivaran's first year in the Europe/South America trade. Budgeted loadings were compared to actual loadings, last year's rate development was presented, as well as the 1993 budgets.

Ivaran is optimistic about the future, but the competition is tough and will get tougher as other newcomers enter the trade. However, Ivaran has come to stay and we will fight to gain our intended market shares.

Last year, Ivaran Lines was an uncommon name in Europe, but our impression today is that we are already conceived as the reliable carrier to South America by our European customers. We will, of course, continue to connect this slogan with Ivaran Lines, with the possible addition of 'most'.

Before meeting in Elsinore, all agents were asked to supply a short summary of their experience with various aspects of the service and market. Most things seem to be working well, however no one is perfect and there is always room for small improvements here and there.

DAY TWO

We began the second day with a presentation and subsequent review of our competitors. Further, we discussed various policy and market related matters. The Line's plans and strategies for 1993 were presented and an orientation of the equipment situation, policy regarding LCL and break-bulk cargoes was given. Pricing procedures and policy were, this year as last, an important part of the presentations and discussions. Finally, our public relation package was presented and discussed.



A happy family - a winning team



Martin Pons - Robinson; Bruno Mari, Didier Cothier - Scamar; Jimmy Rohr - Rohr

IVARAN around the world

- A WINNING TEAM

in Elsinore, Denmark

THE LAST DAY

The last day was dedicated to 'one-to-one' discussions, a concept adapted from sales seminars in our North/South America trades. The concept is built up around the idea that the agents at each end of the Atlantic Ocean get together - under four eyes - to discuss specific topics, be it commodity or customer related. The experience we have from our sales seminars in the USA is that these discussions usually generate new business ideas and a closer business relationship between the agents.

In closing it should be said that the meeting clearly had a positive 'aura' attached to it and contributed to a better understanding between the agents themselves, and between the agents and head-office. The slogan for the meeting, suggested by our Dutch agents, sums up the philosophy behind such a gathering in a very good way: it was indeed a **happy family** gathered at Elsinore. And, we will continue to be a **winning team**.

PICTURES - (from top to bottom and left to right)

*Gudbrand Fløtaker - Ivarans Rederi; Peter Hofer - Thommen; Jaques Schoenmaeckers - Van Dooselaere en Athen; Patrick Fischer, Lakis Sgouridis - Thommen; Kari Ekerholt - Ivarans Rederi; Bob de Lange - Dammers.

*Jimmy Rohr - Rohr; Maria Lindgren - Van Ommeren; Roar Lunde - Ivarans Rederi; Alex Rohr - Rohr.

*Henning Faye-Schjøll, Cathrine Larsen - Ivarans Rederi; Carlos Pacheco - CSA; Fernando Mello - Transcar.

*John Taylor - Mac Andrews; Kari Ekerholt - Ivarans Rederi; Peter Copland - Bahr Behrend.

*Les Ferguson - Bahr Behrend; Denise Candido - Transcar; Bjørn Olafsen - Heitmann.

Bottom Picture

Brazilian agents for Ivaran's Europe service gathered outside Novotel Hotel in São Paulo. The meeting took place six months after the first call of the Europe service at a Brazilian port.



IVARAN around the world

IVARAN'S FIRST YEAR OF SERVICE BETWEEN EUROPE AND SOUTH AMERICA

In March this year, Ivaran's Europe/South America Service commemorated its first year of commercial operation.

The service's first vessel, 'San Diego' left Buenos Aires 18 March, 1992, on her first northbound voyage. During 1992, Ivaran's had a total of 22 northbound and 21 southbound sailings.

NEW PORTS OF CALL

On 17 December, 1992, Ivaran Lines made its first call in **Bilbao**, Spain. Docking at the port was 958 teu semi-container vessel 'Savannah'. Having a direct call of every 24 days means that we will be serving this port with every other vessel.

We have also decided to switch ports from Tilbury to **Felixstowe** in the UK. The first vessel to call at the port of Felixstowe was 'Salvador' on 13 January, 1993.

The change of port to Felixstowe will directly benefit our customers through its quicker operation, as there will not be any lock delays.

As from March this year, we began

servicing **Le Havre**, France on our southbound leg. Le Havre will be called upon every 12 days.

NEW VESSELS

For most of 1992, Ivaran's service to Europe employed four vessels, two 447 teu (400) vessels 'Salvador' and 'Santa Fe', and two 960 teu (650) vessels 'San Nicolas X' and 'San Diego'. To provide an even better service for our customers, the two smaller vessels will be taken out of the Europe Service. Vessels 'Salvador' and 'Santa Fe' will end their service in March, at Buenos Aires and Hamburg, respectively.

To substitute these two vessels, we have negotiated charter arrangements for two larger ships, 'Santander' - a brand new 895 teu (690) vessel freshly delivered from a German shipyard - and 'Noble', a 1010 teu (647)vessel built in 1991.

These two new vessels allow our Europe Service to operate a fleet of four almost equally sized vessels. This, we believe, will be an advantage to our customers and the markets they are serving.



A special presentation to remember Ivaran's first call at Bilbao. Pictured (left to right) are: Camilo Alvarez - MacAndrews; Captain Makowka - "Savannah"; Sr. Gabiola - commercial manager of Bilbao Port; Keith Sessions - MacAndrews.

"WELCOME TO THE PORT OF FELIXSTOWE AND WELCOME TO IVARAN LINES' MAIDEN CALL"

That was the message at the gates of what used to be a very small operation - a dock basin that could accept nothing bigger than a coaster or sailing barge.

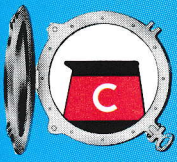
Felixstowe, the UK port operation of Hutchison Whampoa, probably now handles more containers than anywhere else in the British Isles 1,063,828 of them (1,529,915 teu) in 1992.

"This figure exceeds the combined box throughput of our nearest UK competitors Southampton, London and Liverpool," said a port spokesman.

As an international port, Felixstowe ranks fourth in Europe and 15th or 16th in the world and was the first British port to concentrate upon the potential of containerization. Languard terminal at Felixstowe came into operation in July 1967 and has been kept up to date ever since. At this terminal, the Ivaran ship, 'Salvador' was worked one very rainy day in January. By the middle of this year there will four ships of around 1,000 teu on the lines' independent service between Europe and the east coast of South America, predicted Peter Copland, freight director of UK agent Bahr Behrend, at a reception on board the Salvador. Presently, the route is serviced by two ships with 1,000 teu capacity and two ships of 958 teu, making calls every 12 days.

Mr. Copland said Ivaran had chosen Felixstowe because of its geographic advantages which gave considerable time and cost savings, but, despite improved political and commercial environments, a downward movement of freight rates was causing concern.

-Thanks to Don Black, public relations, Port of Felixstowe



NO LIMITS!

when it comes to Ivarans' customer service

On 28 December, 1992, a downpour of snow and sleet hit the New York metropolitan area bringing it to a virtual standstill. Black ice conditions caused hundreds of accidents and motorists had to fight frozen hills, stranded cars and stalled traffic. A normal driving time of 15 minutes turned into four hours as was true for Bill Ryan, assistant operations manager at Ivaran Agencies, New Jersey.

Instead of letting the weather defeat them, the Ryan family began helping stranded car commuters forced to evacuate their vehicles.

The following story, of which *On Line* is proud to feature, appeared in *The Staten Island Advance* newspaper and tells of a different type of New Yorker (hopefully symbolic of many), than the one often making headline news on a daily basis.....

A warm place on icy morning

By Kiawana Rich
Advance staff writer

Last Monday morning's icy frost that paralyzed Island rush hour traffic didn't stop Bill and Judy Ryan from opening the warmth of their Castleton Corners home and their hearts to others.

Roberts Tranchina was being driven to work that morning by her 18-year-old son, Andrew. The two hadn't made it very far when the icy roads caused their car to slide down Brielle Avenue, stopping directly in front of the Ryan's home.

Mrs. Tranchina initially wasn't sure what to make of the Ryan's kindness.

"At first I didn't want to go," said Mrs. Tranchina of

New Dorp. "I was petrified....but all she (Judy) kept doing was making coffee and saying 'come in and have a cup of coffee.' They are just really nice people."

The Ryans opened their home to other stranded people as well.

"How do you let people stand out there?" she said. "You couldn't even stand up, you couldn't even move." She and her husband began serving coffee to stranded motorists.

Stranded people began coming in at 6:45 a.m. The last one left at 11:30 a.m. Even when a motorist hit the car of her brother-in-law, Mrs. Ryan was just really glad no one was hurt.

"You can replace a car but you can't replace a life or a limb."

Mrs. Tranchina was so impressed by the Ryan's kindness she sent them a bouquet of flowers.

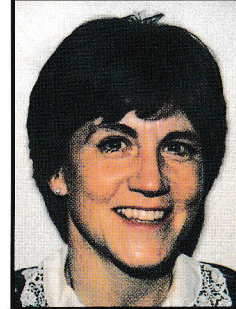
"Even during the holiday season," she said, "this is the most holiday feeling I ever felt."

NEW EMPLOYEES

Oslo



Terje Breili
Liner Department



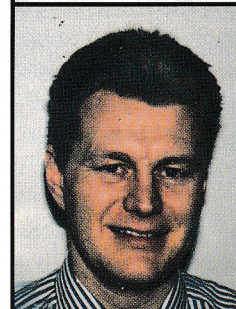
Wenche Røstøen
Housekeeper



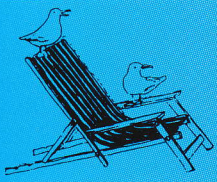
Øivin Daae
Computer Dept.



Tove Finneide
Accounting Dept.



Håkon Dahl
Computer Dept.



passenger platform

BRAZIL

There are lively beaches, deserted beaches, beaches with dunes, beaches with coloured sands, all sorts of beaches and all of them are blessed with warm waters, a clear sky and sunshine year-round.



Some 1,800 species of birds and 250 varieties of mammals are sheltered by an infinite assortment of trees and plants.

Before reaching the sea, the Amazon divides into two branches. Located on the southern branch is Belém, the capital of Pará and a main point of entry to the Amazon region. Belém, once the main port in the region during the 19th century rubber boom, houses the Mèrces Church. Built in the late 17th century, the church designed in the purest baroque style and represents one of the city's most beautiful architectural monuments.

Northeast

The Northeast of Brazil, with its golden coast, has a population of 45,000,000 people and today is a region rich in folklore and tradition. The area's first economic activity was the exportation of a type of red wood known as brazilwood used in making dyes, therefore the name Brazil. Under colonization millions of African slaves were brought here to work on plantations and today the people and culture are an inextricable mixture of Portuguese, African, Dutch and French origins.

Salvador is the capital of the state of Bahia and was Brazil's capital until 1763 (Brazil's capital is Brasília and is one of the world's youngest capital cities). The 'Lower City' is at sea level and contains the old port and the commercial district. The 'Lower City' is the best place to witness a demonstration of 'capoeira', a martial art developed by African slaves in Brazil, originally as a form of combat and later as a type of dance and folklore tradition. The 'Upper City' contains the old government buildings, the residential districts, museums, and churches. Located 519 miles from Salvador is Brazil's Venice, the city of Recife. The city has many canals and waterways and is famous for its music and rhythms, its festivals and folklore celebrations.

If you are looking for some of the best beaches in the world, or an exotic destination guaranteed to provide a spectacle of colours and sounds, all roads do not lead to Rome, but to Brazil. Touching every South American country except Chile and Ecuador, Brazil makes up nearly half the total area of South America. Home to soft, sandy shores - 4,600 miles of South Atlantic coastline - millions of square miles of lush tropical forests and cities bursting with colonial architecture, culture and folklore, Brazil beckons the world to its doorstep, to taste, to love and to experience a little bit of everything, and then probably a little bit more.

Brazil's 26 states are divided into five

regions. The marked social, cultural and geographical contrast among these regions sometimes make it seem that each of them is a country within the country.

North

The states of Amazonas, Pará, Acre, Roraima, Amapá, Rondônia and Tocantins make up Brazil's northern region. The northern region is almost entirely covered by the broad expanse of the Amazon rain forest. The Amazon and its tributaries make up 20% of the world's supply of fresh water and its rain forest is directly responsible for the production of 50% of the world's replenishable supply of oxygen. The Amazon represents 40% of Brazil's territory.

passenger platform

SAILING SCHEDULE FOR ADVENTURE

M/S 'AMERICANA'

Voyage 41 Leaving New York o/a April 7, 1993
Miami o/a April 14, 1993

Voyage 42 Leaving New York o/a May 23, 1993
Miami o/a March 29, 1993

Voyage 43 Leaving New Jersey o/a July 7, 1993
Miami o/a July 13, 1993

*Ivaran Agencies Inc.
Newport Financial Center
111 Pavonia Avenue
Jersey City, N.J. 07310
U.S.A.
Telex: 430238
Telephone: (1) 201-798-5656
Telecopier: (1) 210-798-2233*



PRIZE WINNING CAPTION!

What is the funny phrase for this cartoon? Send your caption to:

*Editor, On-Line
Ivarans Rederi
Vollsvn. 9 - 11
P.O.Box 175
N-1324 Lysaker,
Norway*

The person sending the winning caption will receive an olympic pin commemorating the 1994 Winter Olympics to be held in Lillehammer, Norway. Captions must be received before May 30, 1993. The winner will be announced in On Line 2/93.

Central-West

The central-west of Brazil has an area of 725,658 square miles and contains the beautiful Araguaia River and one of the most incredible wildlife reserves in the world - the Pantanal marshlands. This region is an ideal place for the visitor.

Hours of leisure can be spent fishing or simply admiring the wildlife and incredible vegetation in an ideal environment. Like the Amazon, the Pantanal is one of the last major reserves of untouched wildlife on the face of the earth. Rare species of birds and other animals - bobcats, wild boars, alligators, etc. - seek shelter along their shores. Brasília, the country's capital, is a dazzling city of daring architecture and bold design. Buildings like the Alvorada Palace, the Metropolitan Cathedral or the National Congress are of an unusual but harmonious design.

Southeast

The southeast comprises the states of Rio de Janeiro, São Paulo, Minas Gerais, Espírito Santo and is the main port of entry to Brazil. Brazil's two lar-

gest cities, São Paulo and Rio de Janeiro are located in the southeast, giving the region a more dynamic pace than in other parts of Brazil. The region includes two other major cities, Vitória and Belo Horizonte, also many fascinating smaller towns like Ouro Preto, Petrópolis and Guarapari.

In February or March, Brazilians celebrate the world's most famous carnival. In Rio, the highlight of the carnival is the samba 'school' parade. Samba schools are neighborhood associations that organize a parade each year based on some themes of Brazilian history or folklore. Each school defends its colors with floats, a percussion section, and an original samba (a song with lyrics).

South

The states of Paraná, Santa Catarina and Rio Grande do Sul comprise Brazil's southern region that lies south of the Tropic of Capricorn. It is the only region where all the seasons are clearly defined. Many European immigrants settled in the region towards the latter part of the 19th century and today their influence is felt in the region's architecture, culture,

customs and cooking.

The world's largest falls, Iguassu Falls are located at the point where the borders of Brazil, Paraguay and Argentina meet. The falls are formed by the meeting of the Paraná and Iguassu rivers. The region's three capital cities are Curitiba, Florianópolis, and Porto Alegre. Wide, tree-lined avenues, pretty squares and parks, grace the beautiful capital of Paraná, Curitiba. The capital of Santa Catarina, Florianópolis is connected to the mainland by two bridges. From Florianópolis, the visitor can travel inland to the lovely Itajaí Valley to the German settlements of Blumenau, Brusque and Joinville. Porto Alegre is the capital of Rio Grande do Sul and is located on the banks of the Guaíba River.

Visitors interested in 'gaúcho' culture should visit the Gaúcho Cultural Center. Boat tours along the Guaíba River are enjoyable and possibly a glimpse of the legendary 'gaúcho'; a man dressed in 'bombachas' - baggy pants tied at the ankle -, a poncho draped over his shoulders, broad-brimmed hat, bandanna tied at the neck and a large knife in his belt.

the shipping scene

EUROPE'S SINGLE MARKET

All is not as it seems!

The lack of member unity on the Maastricht Treaty sent a ripple of caution across the European Community, once again fueling the fears that EC legislation makers are moving too quickly through vital political and trade issues. A leading European shipping executive described the situation by saying, "All (the EC) is not as it seems. It is obvious that the 'New Europe' is having growing pains of its own."

Rapid solidification of the "New Europe" - under the banner, the European Community - was temporarily delayed when Denmark voted down the Maastricht Treaty. Maastricht, which barely made it through France's polls and has yet to find favor in England, is Brussel's attempt to speed up EC monetary union and state harmonization, but some member states believe the treaty has not considered the different industrial and economic levels of member states. Before the treaty can reach a high level of effectiveness, new orientations are needed including, detailed plans supporting trans-European networks and cohesion, safety, industrial competitiveness, and the obligation to integrate environment protection requirements and subsidiarity.

Decisions made within the EC have immediate and long-lasting consequences upon international shipping. As On Line went to press, the European Commission was about to embark upon informal talks with Latin America countries about new banana import regulations. EC's plans to impose a limit on how many bananas Latin America can export to the EC and to institute an Ecu 100 (\$120) duty on every ton as from July, will have a large effect upon reefer trades.

Costa Rica, Columbia, Guatemala, Nicaragua and Venezuela have, under GATT rules, delivered a formal complaint to the EC and sharply rejected EC proposals to impose a punitive duty of Ecu 850 (\$1020) on every ton of bananas shipped to the EC above the two-million-ton-limit.

Germany, which currently imports

Latin America bananas duty-free and accounts for one-third of the EC's total banana consumption, has criticized the EC's (farm council) proposals.

"If they (the Council) do not change the regulation proposal, thousands of people would lose jobs in banana-exporting countries," said Carl-Dieter Spranger, Germany's economic cooperation minister. He maintained that the current proposal violated GATT standards and contradicted the commitments made by the EC during the Uruguay trade talks.

Of major interest to the international shipping industry is EC's maritime transport policy. EC shipping policy, particularly cabotage and the EUROS shipregister, has been opposed by nations with large shipping interests.

"We and also many member countries find the EUROS to be incapable of answering challenges that the maritime transport industry is faced with," said Jon Naalsund, State Secretary, Norway. Norway, which has been monitoring the development of the EC shipping policy since 1977, disagrees with EC policy on cabotage, saying that EC, by allowing different restrictions for cabotage among the member states, has compromised in one of its main maritime objectives; the improvement of competitiveness of EC shipping lines by way of non-protector policy - within the EC, in relations between EC and third countries, and in cross trades.

The EC has not stipulated a common shipping policy toward third countries under the European Economic Area agreement, but instead has established a protocol which states that parties agree

to cooperate on common positions toward third countries.

In general, owners feel that the EC needs to get its act together regarding to shipping. One owner, as reported by trade journal, Lloyd's Ship Manager, said that while the EC transport directorate is generally supportive toward shipping, the competition directorate is very suspicious of any co-operation among shipowners that could be interpreted as a cartel. Liner operations, in particular, are worried that some tough restrictions imposed in the USA may be followed in Europe. The heavy fine imposed by the EC on CMB Transport for anti-competitive activities in African trades will reinforce that view.

Coastal shipping, responsible for more than one-third of total intra-Community transport, is expected to become a leading mode of transportation in the future.

Dr. William Blonk, director of maritime transport and ports for the Commission of the European Communities, said that short sea shipping on the Continent would increase throughout this decade and the next. He said that coastal shipping contributed to sustained mobility and stimulated, in economic terms, the peripheral ports and their hinterlands (regional impact).

"Transport on the Continent will rise by 25 - 30% during the next 7 years," said Dr. Blonk. But before shipping can consume most that demand, many problems must be solved - the inability to supply door to door services, long travel time compared to road or rail traffic and turnaround delays in ports due to lack of port infrastructure and connecting links to inland infrastructures.

EUROS will protect in intra-EC trade European short sea shipowners in competition against ships under open registers. The Community will develop the full potential of each mode (short sea shipping) and maximize the benefits derived from intermodal transport, said Dr. Blonk.

EC LINES: PROBING THE FAR EAST

The government of China has promised EC lines greater access into the Chinese market during 1993.

A delegation from the EC Commission visited Peking and received support by the Chinese government that EC lines could canvass for cargo, issue their bills of lading and transfer their freight earnings out of the country, stated Cargoworld (CW) in a recent newsletter. European lines will not be permitted to set up their independent shipping operations in China. Feeder services and coastal shipping will be strictly reserved for Chinese ships.

The Chinese authorities stipulated that they will not sign bilateral cargo sharing agreements with individual countries.

Similar agreements have become a feature of the African trade and are strongly opposed by the EC, reported CW.

South Korea has agreed to give EC shipping lines access to its home market.

By summer 1993, EC lines will be allowed to set up their inland trucking and transport operations in South Korea instead of being forced to use local companies, stated CW. This follows Seoul's permission to allow US operators access to its heavily protected market in 1992.

EC lines are also permitted to set up their agency organizations and from late 1994 will be allowed to operate cross-trade services, carrying South Korean cargo to Far East destinations.

WARNING! TO SHIPS ENTERING EUROPEAN WATERS

The European Commission's Common Policy on Safe Seas' directive is seeking to enforce a tough crackdown on ships entering European waters.

The new directive will help eliminate problems resulting from: low standards of certain flag states, the ageing fleet, lack of vessel maintenance and human negligence.

A commission official representative told London-based shipping/finance newspaper, Lloyd's List(LL), that EC should adopt measures to ensure convergent application by the 12 states of the IMO standards and that there should be measures to draw up the infrastructure to help coastal states to control traffic.

Included in the commission's directive

are:

- A review of the International Convention on Standards of Training, Certification and Watchkeeping;
- Mandatory EC-wide vessel traffic system (VTS) reporting;
- The eradication of low quality classification societies by limiting the issuing of statutory certificates to IACS members;
- Strengthening and harmonizing through EC law, port state control inspections.

Brussels is hopeful that the measures - affecting classification societies, IMO resolutions, marine equipment, port state control, seafarer training qualifications and making mandatory the codes on dangerous goods - will be acted on this year, reported LL.

BREAKING THE ICE AT MONTEVIDEO

A major port reform process continues to sweep along the coasts of South America. On 1 January, a day when most South American ports would remain idle due to a lack of public employees to man the terminals, Ivaran vessel 'Santa Fe' - in the wee hours of the morning - discharged and began loading at port of Montevideo, Uruguay.

LANDMARK

"This is a landmark to highlight and we consider it prestigious that it was an Ivaran vessel that broke the ice," said a spokesperson for shipping agents and brokers, Agencia Maritima Schandy S.A.

South America has pushed for a smoother trade environment and many countries have opted to privatize their state ports. In the past, South American ports have lacked labor stability and flexible working hours.

CHANGE

A leading Montevideo newspaper described the event as 'change' and said 'that the tradition (port idleness) was broken for the good'.

The Captain of 'Santa Fe' praised the port for its effectiveness.

"This is the first time that this occurs in this port and we being the only vessel that attempted the achievement."

The vessel berthed at dawn and worked normally, discharging and loading, until noon before departing the port of Montevideo later that evening.

"This is another milestone to show the depth of changes occurring in Montevideo," said the Captain.



PREPARING FOR TOUGHER MARKET CONDITIONS

Faced by constant shifts in politics and increasing demands for quality, Ivaran Agencies is pressing for reliable service and a safe course for clients. To clarify recent market trends and challenges, executive vice president, Bjorn O. Tønberg speaks to *On Line*.

Q. Can you describe the last year for Ivaran Lines?

A. The year of 1992 proved to be a year full of challenges and changes for the trade between North America and the East Coast of South America. Now, more than ever, we are beginning to see the results of a trade that has steadily moved away from the days when a small number of national flag lines had the right to carry most cargo irrespective of capability and capacity.

Q. How must Ivaran prepare itself for 1993?

A. Ivaran Lines is entering 1993 in a marketplace with practically open competition. The key issues for success will be the quality of the total service product offered to the trade.

Q. What do you mean by total service product?

A. The Lines' success will be dependent upon the quality of the ships, frequency of sailing, transit times, quality and supply of containers, customer service, ability to communicate and forward documents to customers

through EDI. Lastly, the total service product means efficiency and cost control to afford offering a reasonable transportation cost to the clients.

Q. Just how important is efficiency and cost control in today's liner trade and how can profitability be maintained.

A. In a market with increased competition and overcapacity of shipping space, efficiency and cost control will be essential for carriers to stay competitive and to retain profitability. I think the trade between the Americas in 1993 will see cooperation and rationalization between carriers to reduce overcapacity, to reduce operating costs and to enhance the service product to benefit the trade.

Q. What partnerships do you foresee and why?

A. Partnerships will be formed between ocean carriers and shippers. These partnerships will be guided by quality control guidelines. Strict quality guidelines are necessary to ensure prompt and timely delivery of the product to the next link in the chain and to



".....the total service product means efficiency and cost control to afford offering a reasonable transportation cost to the clients."

Bjorn Tønberg

facilitate production planning and delivery to the end user as cost efficiently as possible.

Q. Is Ivaran Lines prepared to meet the future challenges of the maritime industry?

A. Ivaran Lines is well prepared to meet the challenges of the years to come. Today, it has the most modern fleet of ships in the trade. This will be further fortified during 1993 and the first quarter of 1994 when Ivaran takes delivery of four new ships of 1,425 teu. These ships are not only safe, but with a speed of 20 knots can increase the frequency and reduce the transit times between ports the Line is servicing.

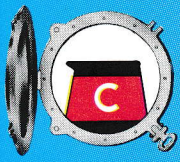


ILNYC SALES/MARKETING DEPARTMENT

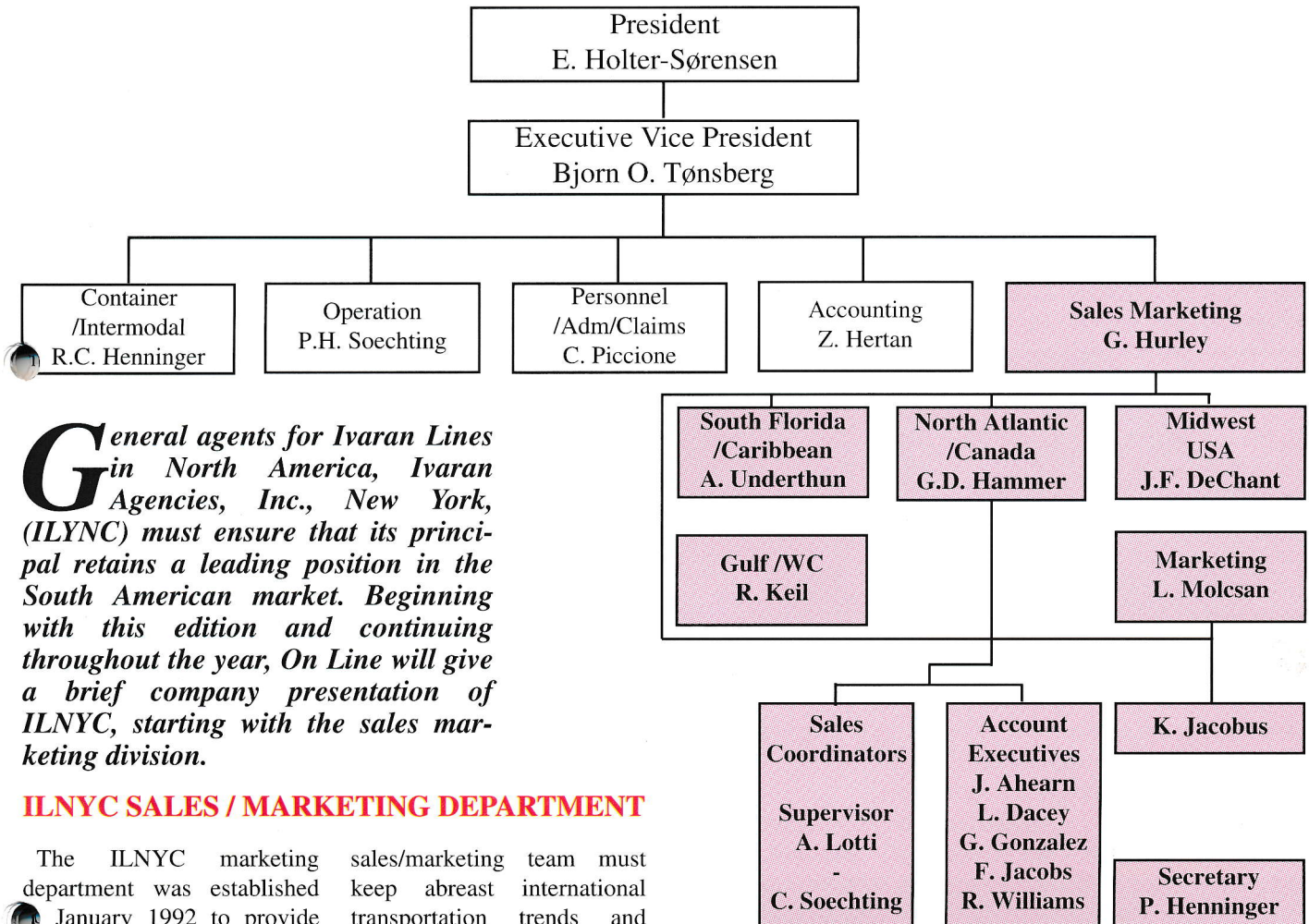
Standing (left to right): Pat Henninger, Judith Ahearn, Gary Gonzalez, Gary Hurley, Lorraine Molcsan, Gordon Hammer

Sitting (left to right): Lisa Dacey, Christine Soechting, Francene Jacobs, Audrey Lotti, Robert Williams

Missing: Jim DeChant, Atle Underthun, Kathy Jacobus, Roy Keil



IVARAN AGENCIES, INC. NEW YORK



General agents for Ivaran Lines in North America, Ivaran Agencies, Inc., New York, (ILNYC) must ensure that its principal retains a leading position in the South American market. Beginning with this edition and continuing throughout the year, *On Line* will give a brief company presentation of ILNYC, starting with the sales marketing division.

ILNYC SALES / MARKETING DEPARTMENT

The ILNYC marketing department was established January 1992 to provide Ivaran account executives with up-to-date market information on: competition, market shares, commodities, production, revenue and cost structures. By its indepth market research, the department assists account executives in fully preparing for business meetings with the customers.

International companies require more professionalism and business sense from their transportation departments and we at Ivaran are requiring the same from our account executives, says department head, Gary Hurley. He maintains that a

sales/marketing team must keep abreast international transportation trends and fully understand the business of each client.

Many changes have occurred in the last year for Ivaran Lines and the sales and marketing team was no exception. The following personnel changes have further advanced the department into becoming a highly skilled and professional sale team in New York:

Gary Hurley -vice president, sales and marketing;

Lorraine Molcsan, manager marketing;

Kathy Jacobus - marketing;

Audrey Lotti - supervisor inside sales;

Christine Soechting - inside

As the trade between North America and the East Coast of South America increases, so will available market tonnage. The sales team at Ivaran Agencies believes that the difference for customers in choosing a carrier comes down to the people they are dealing with. This is where the sales force of Ivaran Agencies excels, says Mr. Hurley. We help Ivaran to become shipping partners with their customers based upon the knowledge and preparation each brings to the trade. On the hardware side,

Ivaran Lines offers the most frequent sailings and the newest fleet to the trade. On the software side, Mr. Hurley said that commitment to the customer and trying to meet their needs would also continue to improve.

"The industry's toughest critics are the customers themselves. Therefore, at Ivarans, we try to give our customers the most qualified group of professionals the trade has to offer. Without the customer, the containerization industry does not exist."

IVARAN around the world

TNSW CHRISTENED

Hull No. 501 - the first of four vessels in the 'Thyssen 1500' series - was christened at Emden, Germany, on 22 February, 1993, to the name 'San Lorenzo'. The godmother for this happy event was Mrs. Karin Staperfeld (picture to the right).

Traditionally at the Thyssen shipyard, ships are christened and then launched immediately upon the breaking of the bottle. This time, not so! With a nasty gale blowing, it was obvious that the weather gods were not at all cooperative and, for the safety of the ship, Thyssen postponed the launching of the vessel to the following day. On 23 February, the successful launching of 'San Lorenzo', between the squalls, took place.

Delivery of the 'San Lorenzo' to her owners will take place on 7 May, whereafter, she will most probably enter into our USEC service.



FUNDAE HELPS THE NEEDY

The FUNDAE (Fundacion de Asistencia Educativa - the Foundation for Educational Assistance) organization in Argentina is helping the needy, poor families and children in Buenos Aires.

FUNDAE was founded in 1984 in Martinez, on the outskirts of Buenos Aires. Since its foundation, the organization has become an important center of compassion and has fulfilled many support projects for the needy.

The organization is divided into three areas: High Risk Assistance, Family Assistance Center and Educational Center and has helped many needy people through the support of its founding members, local institutions and economic support from foreign collaboration.







Under FUNDAE's High Risk Assistance program mothers and children, in homes with severe family problems, are given help. Foster homes are located for the children and support is given to help the children during the adjustment period. The center also provides counseling and tuition for family planning and pregnancies.

The Family Assistance Center helps educate families to achieve a better standard of living. Each year, over 100 families and 500 children are attended to. Mothers receive assistance in legal, medical and educational matters.



A container stuffed with blankets, used clothes and toys.

IVARAN container specifications

EQUIPMENT	INTERIOR DIMENSIONS	DOOR OPENING	TARE WEIGHT	CUBIC CAPACITY	PAYLOAD
40' DRY FREIGHT CONTAINER					
	L: 12.034m 39' 5 25/32" W: 2.352m 7' 8 19/32" H: 2.395m 7' 10 5/16"	W: 2.343m 7' 8 1/4" H: 2.280m 7' 5 7/8"	3.88kgs 8.550lbs	67.0cbm 2.394cu ft	26.600kgs 58.650lbs
40' HIGH CUBE CONTAINER					
	L: 12.033m 39' 5 3/4" W: 2.348m 7' 8 3/16" H: 2.688m 8' 9 27/32"	W: 2.338m 7' 8 3/64" H: 2.581m 8' 5 41/64"	3.875kgs 8.543lbs	76.2cbm 2.690cu ft	26.605kgs 58.675lbs
20' DRY FREIGHT CONTAINER					
	L: 5.900m 19' 4 5/16" W: 2.352m 7' 8 19/32" H: 2.393m 7' 10 7/32"	W: 2.343m 7' 8 1/4" H: 2.280m 7' 5 7/8"	2.230kgs 4.920lbs	33.2cbm 1.173cu ft	21.770kgs 47.990lbs
20' REEFER CONTAINER					
	L: 5.450m 17' 10 9/13" W: 2.285m 7' 6" H: 2.260m 7' 5"	W: 2.220m 7' 3 3/8" H: 2.255m 7' 4 7/8"	3.200kgs 7.050lbs	28.1cbm 992.4cu ft	21.800kgs 48.060lbs
40' FLAT RACK CONTAINER					
	L: 12.042m 39' 6" W: 2.934m 7' 9" H: 2.034m 6' 8"		4.400kgs 9.700lbs		40.600kgs 89.507lbs
20' FLAT RACK CONTAINER					
	L: 5.932m 19' 5 3/4" W: 2.394m 7' 9" H: 2.319m 7' 6 3/4"		2.200kgs 4.850lbs		27.800kgs 61.290lbs

CONTAINER INDUSTRY UPDATE

Despite an austere trading environment, new tonnage is still being ordered and operators are continuing to upgrade to larger vessels, though the total slot capacity of vessels on order has declined from 350,000 teu at the end of 1991 to 275,000 teu at the end of 1992.

A Containerization International spokeswoman said that the market could expect more strategic alliances between major operators in 1993 as carriers view this as the only means by which they can economically secure a global presence and offer frequent sailings.

The world's container fleet now totals over 5,100 vessels with a combined total of 3.6 M teu capacity. The number of orders for fully cellular vessels has fallen by one-third between 1991 and 1992, while slot capacity on order has fallen by a mere 20%.

The Europe Community is the world's biggest trading partnership. At the end of 1991, EC exports alone accounted for about 24% of world exports, and 90% of the Community's external trade is carried by sea, reports Intermodal Asia.

At the Children's Educational Center managers are given guidance and financial support to continue their education. As well, the center provides advice in social behavior. FUNDAE has provided schoolbooks and stationary for over 230 children and has donated a complete library to a local education center, Villa Liniers School.

Education is a main directive of FUNDAE. Mothers partaking in FUNDAE's 'Workshop' learn the basic simple sewing techniques and are trained to operate industrial sewing machines. At the Workshop facility, mothers are able to achieve a satisfactory level of economic independence.

The employees of A/S Ivarans Rederi in Oslo decided to make a joint effort to help FUNDAE and to give their support to this organization. A container stuffed with blankets, used clothes and toys left

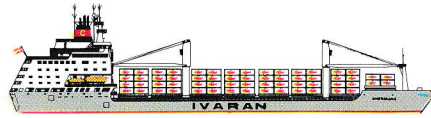


Trying out for a good fit!

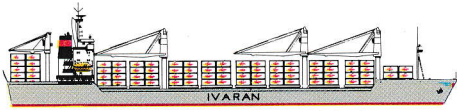
Lysaker in November, 1992 and was well received in Buenos Aires the following month. We would like our

fellow friends 'on the sunny side of life' to take up the challenge and, also, contribute to this charity organization.

the IVARAN fleet



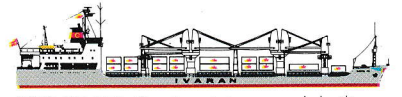
"AMERICANA" - Container-/passengervessel, built 1988. 19.818 dwt/1.120 TEUs (cellular) + 3 coiled/coated deep tanks for liquid cargo of 11.785 cbft each. Speed: about 19 knots. Accomodation for 80 passengers.



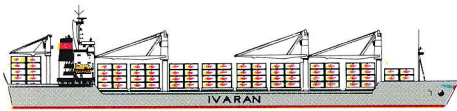
"SANTA VICTORIA" - Containervessel, built 1992. About 30.000 dwt/1.732 TEUs (cellular). Speed: about 19,5 knots.



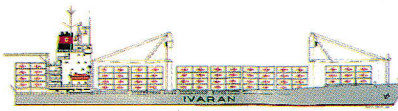
"SAVANNAH" - Semi-containervessel, built 1984. 13.800 dwt/958 TEUs + 2 coiled/coated deep tanks for liquid cargo, of 11.300 cbft each. Speed: about 17 knots.



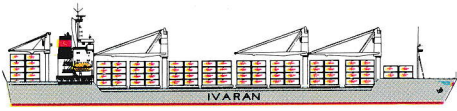
"SANTA FE" - Semi-containervessel, built 1978. 14.770 dwt/447 TEUs + 2 coiled/coated deep tanks for liquid cargo, of 11.410 cbft each. Speed: about 16,5 knots. Accomodation for 12 passengers.



"SANTA ROSA" - Containervessel, built 1992. About 30.000 dwt/1.732 TEUs (cellular). Speed: about 19,5 knots.



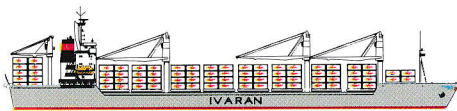
"SAO PAULO" - Containervessel, built 1983. 19.700 dwt/1134 TEUs. Speed: about 17 knots.



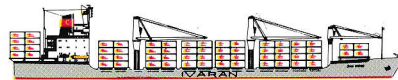
"SANTA MONICA" - Containervessel, built 1991. 30.010 dwt/1.732 TEUs (cellular). Speed: 19,5 knots.



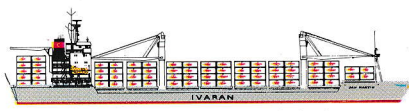
"SAN NICOLAS" - Semi-containervessel, built 1981. 14.450 dwt/958 TEUs. Speed: about 18 knots.



"SANTA BARBARA" - Containervessel, built 1991. 30.007 dwt/1.732 TEUs (cellular). Speed: 19,5 knots.



"SAN DIEGO" - Semi-containervessel, built 1980. 14.198 dwt/958 TEUs. Speed: about 18 knots.



"SAN MARTIN" - Containervessel, built 1985. 19.898 dwt/1.192 TEUs (cellular). Speed: about 19 knots.



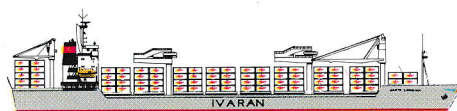
"SAN PEDRO" - Semi-containervessel, built 1980. 14.450 dwt/958 TEUs. Speed: about 18 knots.



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



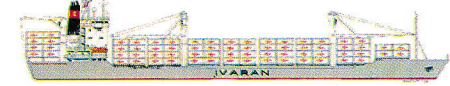
"SAN JUAN" - Semi-containervessel, built 1978. 13.993 dwt/958 TEUs. Speed: about 18 knots.



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



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



"SAN LORENZO" Containervessel, delivery 1993/94. About 20.000 dwt/1425 TEUs (cellular). Speed: about 20 knots.



"SAN VICENTE" Containervessel, delivery 1993/94. About 20.000 dwt/1425 TEUs (cellular). Speed: about 20 knots.



"SAN ISIDRO" Containervessel, delivery 1993/94. About 20.000 dwt/1425 TEUs (cellular). Speed: about 20 knots.



TNSW 504 - Containervessel, delivery 1993/94. About 20.000 dwt/1425 TEUs (cellular). Speed: about 20 knots.

Frequency of service – short transit times



GULF SERVICE

Our Gulf Service offers weekly sailings to and from the following ports:

- * New Orleans
- * Houston (transfer of cargo to/from US West Coast)
- * Veracruz
- * Altamira
- * Puerto Cabello
- * La Guaira
- * Rio de Janeiro
- * Santos
- * Buenos Aires (transfer of cargo to/from Bolivia,Chile and Paraguay)
- * Montevideo (transfer of cargo to/from Paraguay)
- * Rio Grande do Sul
- * Imbituba
- * Itajai
- * Paranagua
- * Santos
- * Rio de Janeiro
- * Ilheus
- * 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 USEC Service offers weekly sailings to and from the following ports:

- * New York (transfer of cargo to/from the Far East)
- * Baltimore
- * Norfolk
- * Philadelphia
- * Savannah (transfer of cargo to/from the Caribbean)
- * Jacksonville
- * Miami (transfer of cargo to/from the Caribbean)
- * Puerto Cabello
- * La Guaira
- * Rio de Janeiro
- * Santos
- * Buenos Aires (transfer of cargo to/from Bolivia,Chile and Paraguay)
- * Montevideo (transfer of cargo to/from Paraguay)
- * Rio Grande do Sul
- * Imbituba
- * Itajai
- * Paranagua
- * Santos
- * Rio de Janeiro
- * Ilheus
- * Salvador
- * Recife
- * Fortaleza
- * New York
- * Baltimore, etc.

EUROPE SERVICE

Our Europe Service offers 12 day sailings to and from the following ports:

- * Rotterdam (transfer of cargo to Ireland and Switzerland)
- * Felixstowe
- * Hamburg (transfer of cargo to/from the Far East, Scandinavia and Finland)
- * Bremen
- * Antwerp (transfer of cargo from Ireland and Switzerland)
- * Le Havre
- * Bilbao
- * Rio de Janeiro
- * Santos
- * Buenos Aires (transfer of cargo to/from Bolivia,Chile and Paraguay)
- * Montevideo (transfer of cargo to/from Paraguay)
- * Rio Grande do Sul
- * Imbituba
- * Itajai
- * Paranagua
- * Santos
- * Rio de Janeiro
- * Ilheus/Salvador
- * Fortaleza
- * Rotterdam
- * Felixstowe, etc.

Ivaran Lines: Our agents - your guarantee:

U.S.A., CANADA, CARIBBEAN, VENEZUELA 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.:* Patterson, Wylde & Co. Inc.; *Bridgetown:* Sea Freight Agencies (Barbados) Ltd.; *Caracas:* Despachos Becoblohm C.A.;
Charleston, S.C.: Palmetto Shipping and Stevedoring Co., Inc.;
Charlotte, N.C.: Palmetto Shipping and Stevedoring Co., Inc.;
Chicago, Ill.: World Shipping Inc.; Tricom Shipping Agencies, Inc. (Chile Service only); *Cincinnati, Ohio:* World Shipping Inc.;
Cleveland, Ohio: World Shipping Inc.; *Curacao:* Dammers & Van der Heide Shipping & Trading (Antilles) Inc.; *Dearborn, Mich.:* World Shipping Inc.; *Houston, Texas:* Riise Shipping Inc.; *Jacksonville and Brunswick, Fla.:* Palmetto Shipping and Stevedoring Co., Inc.; *Kingston:* Jamaica Freight & Shipping Co. Ltd.; *La Guaira:* Becoblohm La Guaira, C.A.; *Long Beach, Ca.:* Tricom Shipping Agencies Inc.; *Mexico City:* Transpac Representaciones SA de CV; *Miami, Fla.:* Farovi Shipping 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; *Puerto Cabello:* Becoblohm Puerto Cabello, C.A.; *San Juan, P.R.:* Antilles Shipping Corp.; *San Francisco, Ca.:* Tricom Shipping Agencies Inc.; *Santo Domingo:* Maritima Dominicana SA; *Savannah, Ga.:* Palmetto Shipping and Stevedoring; *Seattle, Wa.:* Tricom Shipping Agencies Inc.; *St. Louis, Mo.:* World Shipping Inc.; *Syracuse, N.Y.:* World Shipping Inc.; *Tampa, Fla.:* Eller Company, Inc.; *Tampico:* Transpac Representaciones Transpacificas SA de CV; *Toronto:* Seabridge International Shipping Inc.; *Veracruz:* Transpac Representaciones Transpacificas SA de CV; *Wilmington, N.C.:* Wilmington Shipping Company.

BRAZIL:

General Agents US East Coast Service: Agencia de Vapores Grieg S.A., Santos
Belem: Transnav Transportes e Representacoes Ltda.; *Cabedelo:* Agencia Ultramar Exportacao Ltda.; *Fortaleza:* Marnosa Navegacao Ltda.; *Ilheus:* Bahiaship - Agencia Maritima Ltda.; *Itajai:* Agencia Vapores Grieg S.A.; *Itaquí:* Pedreiras Transportes do Maranhao Ltda.; *Joinville:* Agencia de Vapores Grieg S.A.; *Natal:* Representacoes Ruy Paiva Ltda.; *Paranagua:* Agencia de Vapores Grieg S.A.; *Porto Alegre:* Cranston Woodhead Agenciamento Maritimo Ltda; *Recife:* Agencia Continental de Navegacao Ltda; *Rio Grande:* Cranston Woodhead Agenciamento Maritimo Ltda.; *Rio de Janeiro:* Agencia de Vapores Grieg S.A.; *Salvador (Bahia):* Bahiaship Agencia Maritima Ltda.; *Santos:* Agencia de Vapores Grieg S.A.; *Sao Francisco do Sul:* Agencia de Vapores Grieg S.A.; *Sao Paulo:* Agencia de Vapores Grieg S.A.; *Vitoria:* Vitoria Aduaneira Ltda.

General Agents US Gulf and Europe Service: Transatlantic Carriers (Agenciamentos) Ltda., Santos
Belem: Transnav Transportes e Representacoes Ltda.; *Belo Horizonte:* Transatlantica de Afretamentos e Agenciamentos Ltda.; *Cabedelo:* Agencia Ultramar Exportacao Ltda.; *Curitiba:* Agencia Maritima Transcar Ltda.; *Fortaleza:* Marnosa Navegacao Ltda.; *Ilheus:* Bahiaship - Agencia Maritima Ltda.; *Imbituba:* Agencia Maritima Transcar Ltda.;
Itajai: Agencia Vapores Grieg S.A.; *Itaquí:* Pedreiras Transportes do Maranhao Ltda.; *Natal:* Representacoes Ruy Paiva Ltda.; *Paranagua:* Agencia Maritima Transcar Ltda.; *Porto Alegre:* Agencia Maritima Transcar Ltda.; *Recife:* Agencia Continental de Navegacao Ltda.; *Rio Grande:* Agencia Maritima Transcar Ltda.; *Rio de Janeiro:* Transatlantica de Afretamentos e Agenciamentos Ltda.; *Salvador (Bahia):* Bahiaship Agencia

Maritima Ltda.; Santos: Transatlantic Carriers (Agenciamentos) Ltda.; *Sao Francisco do Sul:* Agencia de Vapores Grieg S.A.; *Sao Paulo:* Transatlantic Carriers (Agenciamentos) Ltda.; *Vitoria:* Vitoria Aduaneira Ltda.

ARGENTINA, URUGUAY, PARAGUAY, CHILE AND BOLIVIA:

General Agents: Agencia Maritima Robinson SACFeI, Buenos Aires
Asuncion: Remar S.R.L.; *Buenos Aires:* Agencia Maritima Robinson SACFeI; *Ciudad del Este:* Trape Transportes Rodoviaros Ltda.; *Montevideo:* Agencia Maritima Ernesto J. Rohr SA (US East Coast Service, Europe Service); *Agencia Maritima Schandy SA* (US Gulf Service only); *La Paz:* Anbol Ltda.; *Santiago:* A.J. Broom y Cia. S.A.C.

ASIA:

General Agents: Ivaran Agencies, (Far East) Ltd., Hong Kong.
Amman, Jordan: T. Gargour & Fils; *Aqaba, Jordan:* T. Gargour & Fils; *Baghdad, Iraq:* Middle East Shipping Services; *Bangkok, Thailand:* The East Asiatic Company (Thailand) Ltd.; *Beirut, Lebanon:* T. Gargour & Fils; *Bombay, India:* Marine Container Services (I) Pvt. Ltd.; *Busan, Korea:* Bongam International Co. Ltd.; *Calcutta, India:* Marine Container Services (I) Pvt. Ltd.; *Colombo, Sri Lanka:* Pership (Shipping) Ltd.; *Dammam, Saudi Arabia:* Barberlines Arabian Navigation and Shipping Co. Ltd; *Doha, State of Qatar:* Qatar National Navigation & Forwarding & Transport Co.; *Dubai, United Arab Emirates:* Barber Dubai Shipping Agencies Pvt. Ltd.; *Hong Kong:* Ben Lines Agencies (Hong Kong) Ltd.; *Jeddah, Saudi Arabia:* Nagliat Al Saudia Co. Ltd.; *Karachi, Pakistan:* United Marine Agencies (PVT) Ltd; *Kobe, Japan:* Ben Line Agencies (Japan) Limited; *Kuwait:* Alghanim Sahara Trans W.L.L.; *Madras, India:* Marine Container Services (South) Pvt. Ltd.; *Manama, State of Bahrain:* Almoayed Barwil Ltd.; *Manila, Philippines:* Overseas Agency Services Inc.; *Mersin, Turkey:* Lyonel A Makzume Shipping Agencies; *Muscat, Sultanate of Oman:* Barwil - WJ Towell & Co. LLC Shipping Div.; *Osaka, Japan:* Ben Line Agencies (Japan) Ltd.; *Penang, Malaysia:* Bendera (Penang) Sdn. Bhd.; *Port Klang, Malaysia:* Bendera Shipping Agencies Sdn. Bhd.; *Sanata, Yemen:* Gargour Shahr Shipping Co. Ltd.; *Seoul, Korea:* Bongam International Co., Ltd.; *Singapore:* Ben Line Agencies (Singapore) Pte Ltd.; *Taipei, Taiwan:* United Shipping Corporation; *Tehran, Iran:* Iran Marine Services; *Tokyo, Japan:* Ben Line Agencies (Japan) Ltd.

EUROPE:

Aarhus, Denmark: Transocean Shipping Agency A/S; *Antwerp, Belgium:* van Doosselaere & Achten bvba; *Basel, Switzerland:* Thommen Intertrans AG; *Bilbao, Spain:* MacAndrews & Co. Ltd.; *Bremen, Germany:* Detjen Schiffsagentur (GmbH & Co.); *Copenhagen, Denmark:* Transocean Shipping Agency A/S; *Dublin, Ireland:* Jenkinson Agencies Ltd.; *Düsseldorf, Germany:* Reedereiagentur Josef Rossi GmbH; *Felixstowe, UK:* Bahr Behrend & Co. Ltd.; *Frankfurt, Germany:* Hans-Joachim Leue Schiffsagentur GmbH; *Glasgow, Scotland:* Fred Olsen Agencies Ltd.; *Gothenburg, Sweden:* Van Ommeren Shipping Agency AB; *Hamburg, Germany:* Detjen Schiffsagentur (GmbH & Co.); *Helsingborg, Sweden:* Van Ommeren Shipping Agency AB; *Helsinki, Finland:* OY Hanseatic Shipping AB; *Le Havre, France:* Scamar; *Lisboa, Portugal:* CSA; *Liverpool, UK:* Bahr Behrend & Co. Ltd.; *Oslo, Norway:* Heitmann Shipping A.S.; *Paris, France:* Scamar; *Rotterdam, The Netherlands:* Dammers Agenturen bv; *Stockholm, Sweden:* van Ommeren Shipping Agency AB.