

# on line

with ivaran

No. 1/92



*We take on Europe*

Your bridge across the seas...

**IVARAN**  
*Lines*

## EDITOR'S NOTE

While the formation of the European Common market inflicts a series of trade challenges upon major industrial nations, such as Japan and USA, it is also reshaping the European business community as well. The opening of Europe's closed borders is granting the emergence of free trade, but more so, it reflects the transformation of political and economical autonomies into a collective single community, capable of becoming a global political, commercial and industrial force.

Europe is on the move. Structural and market changes expected to take place after the unification of Europe, have already happened, demanding rapid internationalization by future thinking European companies.

As a means of economical survival after World War II, many European companies established themselves as small company players in diverse international markets.

Through the years, these companies have built solid international operations, backed by expansive business networks and first-hand experience of foreign capital markets.

One such company is Ivarans Rederi, who in 1925 started to specialize in liner shipping to and from Brazil, Uruguay and Argentina, through its liner service, Ivaran Lines. Today, Ivaran Lines employs 13 container and semi-container ships with weekly sailings to the U.S. East Coast and to the Caribbean, U.S. Gulf and Mexico.

Now, some 67 years later, Ivaran Lines, similar to Europe, is making some structural changes, of its own. As from March this year, Ivaran Lines begins a new non-conference container service between northern Europe and Brazil/Uruguay/Argentina.

Through its long traditions, know-how and experience in operating liner services in South America and a solid understanding of European culture and business development, Ivaran Lines comprehends the market forces of both continents and will undoubtedly become one of Europe's most exciting shipping partners.

Ivaran Lines is ready to take on Europe!

Cordially yours,

Mark Fuhrmann



Vollsvn. 9-11  
P.O.Box 175  
N-1324 Lysaker, Norway  
Telephone: (02) 53 93 10  
Telex: 76727 IVARAN N  
Telefax: (02) 53 17 60

## CONTENTS

European service .....	2	Santa Victoria- ship launching .....	12
South American influence .....	4	Port of Santos .....	14
General Info-Europeans agents .....	5	Ivaran - container specifications .....	15
Transatlantic Carriers .....	6	The Ivaran fleet .....	16
Passenger Plattform - 1992 in Spain .....	8	Ports that we serve .....	17

*On Line with Ivaran* is published for office and ship personnel, agents, business connections and contacts of A/s Ivarans Rederi, by Lloyd's of London Press/Selvig Publishing A/s, P.O. Box 9070 Vaterland, 0134 Oslo 1, Norway.

Reproduction permitted with acknowledgement of source.

Printed at Euro Trykk A/s, Oslo.



# from the masthead

## Dear Friends,

To old friends and new friends; all of you becoming part of the ever-growing Ivaran family.

The year of 1992 has started with a new, exciting perspective for Ivaran Lines. As you know, Ivaran's, for the past 67 years, has been shipping specialists in the Inter-American liner trade; far away from its native European beaches, and we have adopted the Americas as our special field of operation. However, effective mid-March, we are expanding our activities by starting a new liner service between Brazil/River Plate and the European North Continent.

After conducting a lengthy and thorough analysis of the market and its trade potential, we are convinced that there is definitely a place for Ivaran Lines in this important trade. Initially, with three of our first-class container ships, we will be serving Europe on a semi-monthly basis, providing the special Ivaran service to our new clients in Europe.

At the headquarters in Oslo, we feel a particular excitement with the thought that maybe, just maybe, one day we might see Ivaran vessels calling their home port, Oslo. This would be a fulfillment of our longer perspective, to add more ships and possibly one day include a direct call at a Scandinavian port in our itinerary!

To "come home to Europe" after 67 years abroad sounds rather logical and right, doesn't it? At least to me it does!

Apart from the exciting news about the European service, the new year has also brought other good developments. Our new southbound service from the US East Coast to Venezuela has developed very well and our new-found friends in Venezuela have truly discovered the Ivaran service. Now, we are also carrying cargo northbound from River Plate and Brazil into Venezuela.

The remaining two of our four 1.732 teus newbuildings; "SANTA ROSA" and "SANTA VICTORIA" will be delivered to us during the first half of this year. But we don't stop there....: Ivaran, in cooperation with Reederei Claus-Peter Offen, have ordered four new container vessels of 1.400 teus capacity for delivery from Thyssen Nordseewerke at Bremen, Germany in 1993-1994. As you all can see, Ivaran Lines is well prepared for the future, ensuring a continued first class, quality service to our clients.



In closing, allow me to welcome our new, European agents into the Ivaran family, and to our new clients in the European trade, I hope you will like the way we take care of you and your business.

Yours sincerely,  
Erik Holter-Sørensen

# IVARAN around the world

1992

## NEW EUROPE IGNITES IVARAN'S LINER SERVICE

**Europe is on the move.** The rapid evolution ignited by European unification will, by the end of 1992, dismantle sacred trade barriers like fire to hay. The integration of commercial activity will unfold hidden consumer markets previously considered impossible to penetrate by the waiting and ready non-European manufacturer.

Other important EC events to be ticked off one by one by include, European stock market integration, the liberalization of capital markets, provisions for economic and monetary union (EMU) - the blueprint for a single currency, and economic and social cohesion ensuring poorer countries improved national productivity and further solidification of industrial infrastructures.

EC has specific goals for non-member countries which include the broadening of existing trade agreements on both sides of the Atlantic and improved cooperation with Third World nations including Latin America.

**Closely observing the development of Europe's political environment and business markets, Ivaran Lines commences its new liner service between Europe and the East Coast of South America on 18 March.**

The Europe/East Coast South America service will be a fully containerized service, carrying only containers or containerizable cargoes, with major emphasis placed upon maintaining a large degree of regularity and dependability of service to northern Europe and Brazil, Uruguay and Argentina.

Ivaran's will serve the trade with semi-container vessels, 'San Nicolas,' 'San Diego,' and 'Salvador,' offering a total capacity of 2,363 teus, but intend to add a fourth and fifth ship for extended service to Scandinavian ports and UK.

The liner service will begin calling at Rotterdam, Hamburg, Bremen and



*«San Diego» to call Rotterdam on 9 April.*

# IVARAN around the world

Antwerp twice a month serving the Brazilian ports of Rio de Janeiro, Santos, Itajai, Rio Grande, Ilheus, Salvador and Buenos Aires in Argentina and Montevideo in Uruguay.

The transit time between last European port and first Brazilian port will be approximately 14 days.

**Ivaran's has appointed four General Agents in the Continent:** Detjen Schifffahrtsagentur, Germany; Dammers Agenturen B.V., The Netherlands; van Doosselaere & Achten b.v.b.a., Belgium. B; Thommen Intertrans AG, Switzerland, and one General Agent in the U.K. and Eire, Bahr Behrend & Co. Ltd. Representing Ivaran Lines in Norway is Heitmann Shipping A.S.

Cargo to and from England will be transhipped via daily feeder services to and from Tilbury. In Scotland and Ireland, Fred Olsen Agencies, Glasgow and Jenkinson Agencies, Dublin will act as sub-agents and cargo will be shipped to and from Grangemouth and Dublin.

**Serving as South American General Agents are:** Agencia Maritima Robinson, Argentina; Transatlantic Carriers (Agenciamentos) Ltda., Brazil and agent Maritima Ernesto J. Rohr SA, in Uruguay.



«Salvador» ready for European service.

## SAILING SCHEDULE

We will start serving Europe with the first sailing from South America on 18 March. The first vessel 'San Diego' will call Rotterdam on 9 April.

Port	San Diego	San Nicolas	Salvador
Buenos Aires	March 18	April 3	April 19
Montevideo	March 19	April 4	April 20
Rio Grande	March 20	April 5	April 21
Itajai	March 22	April 7	April 23
Santos	March 23	April 8	April 24
Ilheus/Salvador	March 26	April 11	April 27
Rotterdam	April 9	April 25	May 11
Hamburg	April 11	April 27	May 13
Bremen	April 12	April 28	May 14
Antwerp	April 14	April 30	May 16
Rio de Janeiro	April 28	May 14	May 30
Santos	April 29	May 15	May 31
Buenos Aires	May 2	May 18	June 3



# IVARAN around the world

## NEW EUROPE SERVICE BACKED BY SOUTH AMERICAN EXPERIENCE

The formation of new Europe and its prospective market opportunities makes an European business venture both logical and natural for Ivaran Lines. But its Ivaran's strong commercial platform in South America that supports a relatively smooth introduction of the new service into the European market.

Sixty-seven years of successful liner trade between North and South America has given Ivaran's an in-depth, personal knowledge of how to operate quality liner services between major nations. Today, Ivaran's has two separate weekly services to and from East Coast South America; one to the U.S. East Coast and the other to Caribbean/U.S. and Gulf/Mexico, and operates the largest fleet of container ships in this trade.

Ivaran's employment and ordering of modern tonnage, manned with officers and crew that know the ins-and-outs of shipping, and the established agency chain in South America are integral elements promoting long-term liner service between the Continent and South American ports.



«San Nicolas» – offering quality liner service.

Ivaran's highly qualified efficient personnel are an extremely important element in the kind of service Ivaran's will guarantee to clients in the Continent.



Responsible for the new European liner service (from left to right) are: Roar Lunde, Manager; Henning Faye-Schjøll, Traffic Manager; Cathrine Larson, Marketing and Sales, and Gudbrand Fløtaker, Cost Control.

# A NEW SERVICE TO AND FROM EUROPE

## General information to European Agents

---

### OWNERS

---

A/S Ivarans Rederi  
P.O. Box 175  
Vollsvn. 9-11  
N-1324 Lysaker  
Norway  
Telex : 76727  
Telephone : 47-2-539310  
Telefax : 47-2-531760  
Name-private phone:  
Mr. Roar Lunde, 47-2246370  
Ms. Cathrine Larsen, 47-2-134364

General Agents:

---

### GERMANY

---

Detjen Schiffahrtsagentur  
GmbH & Co.  
Kajen 6-8  
2000 Hamburg 11  
Tlf: (40) 36 14 0 - 02  
Tlx: 215 308 DSA D  
Fax:(40) 36 14 0 - 200  
Att: Mr. B. von Pfeil

---

### BELGIUM

---

Van Doosselaere & Achten bvba  
Van Meteenkaai 4 - bus 8  
3-2000 Antwerpen  
Tlf: (03) 220 02 11  
Tlx: 71863 Vando B  
Fax: (03) 234 03 61  
Att: Mrs. E. Achten  
/Mr. J.P.Verschueren

---

### THE NETHERLANDS

---

Dammers Agentur bv  
Debussystraat 2, 3161 Wd Rhoon  
P.O.Box 1030, 3160 Ae Rhoon  
Tlf: (01890) 30 500  
Tlx: 21 127  
Fax: (01890) 14 266  
Att: Mr Bob F. de Lange

---

### NORWAY

---

Heitmann Shipping A.S.  
Storgaten 39  
P.O.Box 378, Sentrum  
0102 Oslo  
Tlf: (2) - 429320  
Tlx: 76481  
Fax: (2) - 417484  
Att: Mr Bjørn Olafsen

---

### SWITZERLAND

---

Thommen Intertrans AG  
Gartenstrasse 120  
Ch-4002 Basel  
Tlf: (61) 272 6766  
Tlx: 964 717  
Fax: (61) 272 5409  
Att: Mr. H. Thommen  
Mr. P. Hofer

---

### UNITED KINGDOM

---

Bahr, Behrend & Co. Ltd.  
P.O.Box 28  
India Buildings, Water Street  
Liverpool, Merseyside L69 2BW  
Tlf: (51) 236-4871  
Tlx: 629234  
Fax: (51) 236-1126  
Att: Mr. Peter Copland  
Mr. Les Ferguson

---

### ARGENTINA

---

Agencia Maritima Robinson SAC-  
FeI  
25 De Mayo 277, 8th Floor  
1002 Buenos Aires  
Tlf: (1) 331 1696, 331 1482  
Tlx: 21983, 17996, 23205  
Fax: (1) 334 0109  
Att: Mr. Andrew G. Robinson



---

### BRAZIL

---

Transatlantic Carriers  
(Agenciamentos) Ltda.  
Pca. Barao Rio Branco 14,  
9th Floor  
P.O.Box 1126  
11001 Santos Sp  
Tlf: (132) 33 4281  
Tlx: 131028, 131554,  
131315, 131629, 131850  
Fax: (132) 343365, 323968  
Att: Mr. Feliciano Poco  
Mr. Willy Maxwell  
Mr. Orlando Casado  
Transatlantic Carriers  
(Argenciamento) Ltda.  
Rua Jeronimo Da Veiga, 164,  
14th Floor  
04536 taim Bibi  
Sao Paulo Sp  
Tlf: (11) 881 3077  
Tlx: 1125705, 1122258  
Fax: (11) 852 8022, 852 2841  
Att: Mr. Helge Mortensen  
Mr. Fernando Mello

**IVARANS**  
*Lines*

## TRANSATLANTIC CARRIERS

April 1st is known around the world as fool's day. In light of the complete lack of a firm foundation in the very beginning, it was probably not totally inappropriate that Helge Mortensen picked that day in 1970 to establish the first of what was to become eight individual companies composing the Transatlantic Carriers Group, or more simply, Transcar. The first company, Transatlantic Carriers (Afretamentos) Ltda., was located in Sao Paulo and its purpose was to act as chartering brokers. Through the subsequent seven companies, the Group would offer such additional services as liner and tramp agencies, stevedoring, hire of stevedoring material, special projects, sale and purchase of ships and finally tourism.



*Mr. Helge Mortensen.*

### IN THE BEGINNING

The first office was located in the residence of Helge Mortensen at Santos, the telephone was borrowed from a friend and as to the first two partners, one was working full time in Agencia de Vapores Grieg (the late Mr. Edgard Hutchinson Hentschel), and the other was a young banker without any prior knowledge of shipping (the late Mr. Andrew Nigel Thomas). One could be forgiven to think that the new company would not last the year out. To make things worse the company, Transatlantic Carriers (Afretamentos) Ltda., was trying to make a living as a chartering broker in Sao Paulo at a time when the little chartering actually done in Brazil was practically all concentrated at Rio de Janeiro.

### ENTER IVARAN LINES

In 1981 a very important milestone was reached by the Transatlantic Carriers Group with the appointment as general agents for Ivaran Lines' new liner service to the U.S. Gulf.

At that time the agency and chartering activities of Transcar had already grown to the point where it had opened up its own offices at Rio de Janeiro and Paranagua, in addition to Sao Paulo and Santos, and was employing about 80 persons. However, the association with A/S Ivarans Rederi, Oslo, should soon prove to be a very happy and beneficial one. Starting with the old M/V "SANTOS" and later on joined by some chartered vessels, including amongst others the "EDITA" and the "BALUNDO", Ivaran Lines were in the beginning to run a monthly outsider service to the U.S. Gulf with three ships - a far cry from the fast, frequent and highly sophisticated seven ships' service that Ivaran Lines offers the trade today. The Caribbean ports were switched from the U.S.E.C. line to the U.S. Gulf service and better and faster ships were introduced by Ivaran Lines.

### LAND-BRIDGE TO U.S.W.C. AND SERVICE TO MEXICO

Another step forward was taken

when Ivaran's Gulf Line became a member of the inter-American Freight Conference without however committing itself to the freight pool, which would otherwise have imposed severe restrictions on its subsequent growth, but now things started to move fast and year after year the cargo share northbound as well as southbound, became bigger and bigger. A land-bridge from Houston to the U.S.W.C. was added at the original initiative of Transcar who had hoped to see this as merely a step towards a direct water service by Ivaran Lines, linking up the East Coast of South America and the Pacific Coast of North America, a dream still to be realized one day. And finally in 1991 came the real "break through" with the liberation of the trade to Mexico (which until then had been restricted to Brazilian and Mexican flag carriers only) and the growing container traffic from the Far East countries, which would fill the vessels southbound as never before.

With seven modern ships employed in the Caribbean/U.S. Gulf/Mexican service Ivaran Lines have unquestionably become the prime carrier in this trade and with its 3-4 calls per month at Santos in each direction it has become the most important representation of Transcar.

### THE FUTURE

The objective of Transcar from the very beginning has according to Helge Mortensen, always been to try to become the best in its field, which continues to be the target towards which the Group's management and employees (now totalling about 220 persons) are persistently and confidently working. Reliability, creativity and dedication are still the corner stones of Transcar's philosophy as it was 21 years ago when the company was founded.



## IVARAN LINES' MAN ON THE SPOT – THE AMAZON REGION

Inside the Brazilian territory near Manaus and Santarem, rivers Solimoes and Rio Negro River join to form the famous Encontro das Aguas (the meeting of waters). Here the lighter coloured waters of Solimoes meet the darker water of Rio Negro forming a dividing line for several miles before blending into the pale-brownish Amazon River.

### BELEM

In this vast area of water and virgin forest are the Brazilian cities and ports of Belem, Manaus and Santarem. Belem was founded in 1616 and is located some 80 miles up river from the Atlantic. At the turn of the century, Belem was known for its prosperous, but short-lived, rubber boom. Today its 1.5 million inhabitants live mainly from forestry, trading, manufacturing and fishing. Exports from the area: sawn lumber, plywood, Brazil nuts, pepper, palm-hearts, are transported to worldwide destinations.

### MANAUS

Manaus is the capital state of Amazonas and is known for its 'free zone' which provides a good basis for assembly plants covering electronics, consumer goods and motorcycles. Adjusting to low and high season tide levels, which differ by some 35 meters between July and December, Manaus's port is built on floating pontoons.

Manaus is 1,000 nautical miles upriver from the Atlantic coastline and it takes a vessel some three to four days to reach it from Belem.

**Situated in these beautiful, scenic surroundings is Paulo Roberto Brandao, founder and president of Transnav-Transportes e Representacoes Ltda., the agents of Ivaran Lines at Belem and Manaus.**

Mr. Brandao was born in the state of Alagoas 45 years ago, but moved to Manaus to start up a shipping agency in 1972. In 1975, Mr Brandao moved down-river to Belem



*The director, Mr. Brandao.*

where he opened another office. In 1984 he added a third shipping office at Vila do Conde to handle the agency and stevedoring of the vessels calling at the new marine terminal of Albras.

The activities of Transnav are mainly concentrated around shipping agency, stevedoring and freight forwarding. In addition to serving Ivaran, Transnav attends to a large number of tramp owners and operators.

## TRANSCAR CURITIBA



*The team from left to right: Miss Danielle Andrea Fabri, Mr. Reinaldo Manoel Pereira and Mr. Luiz Eduardo Rosa Gomes.*

In quiet, progressive Curitiba during March 1985, Agencia Maritima Transcar Ltda. opened a small, aggressive office, Transcar Curitiba, with the main purpose of marketing the state of Parana for Ivaran's Caribbean/U.S. Gulf service. The office is located in one of the most modern and well structured buildings in the centre of Curitiba.

Commercial manager for the office, Reinaldo Manoel Pereira, began his shipping career in the agency of Expresso Mercantil before moving to Braship-Curitiba and finally to Transcar Curitiba as assistant manager.

Last year, Mr. Pereira was promo-

ted to manager and together with Eduardo Rosa Gomes, commercial assistant, and Danielle Andrea Fabri, secretary, are marketing Ivaran's services to local exporters and importers.

The enthusiasm and dedication of this young team have greatly contributed to making Paranagua (the port serving Curitiba) the second most important loading port of Ivaran Line's Caribbean/Mexican Gulf service.

Transcar Curitiba enjoys a close and harmonious market cooperation with Cranston Woodhead S.A., Paranagua.



# passenger platform

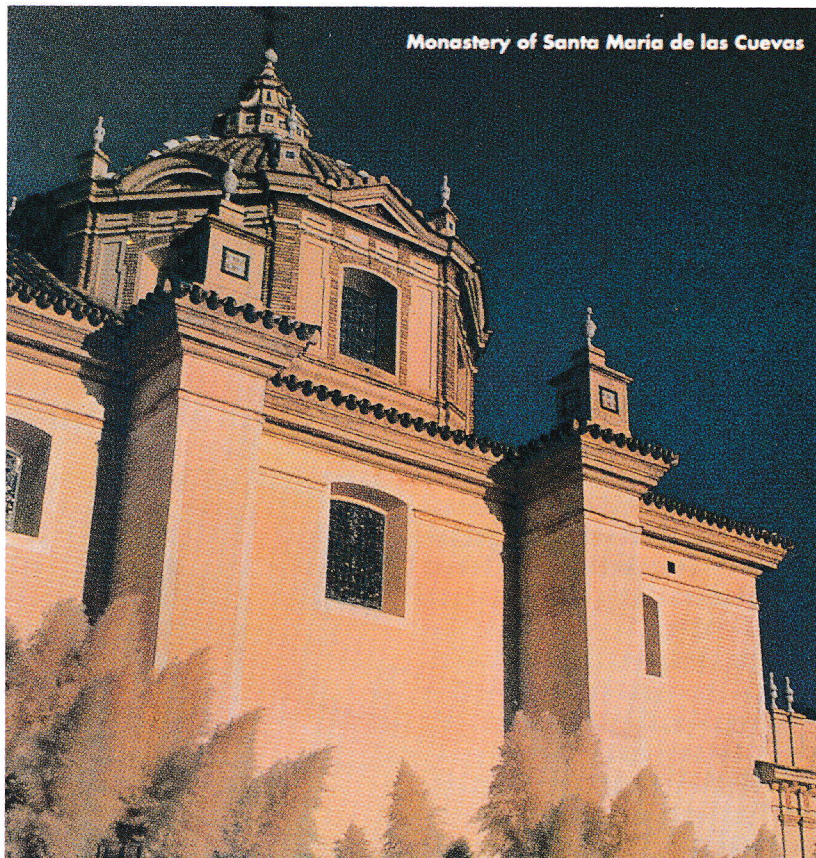
## THE YEAR OF SPAIN

Throughout the whole of 1992, Europe will be the center of attraction for millions wanting to experience the world's major sport and cultural events taking place in Albertville, France and Barcelona, Seville and Madrid of Spain.

In the winter of 1992 - the last time winter and summer Olympics will take place in the same year - it all happened in Albertville, a small French town of 18,000. Here, over 2,000 athletes from 70 countries gathered for the winter Olympics to compete for 57 medals in 13 sporting events covering some 600 square miles of France's premier ski terrain.

*But this summer, its all happening in Spain.* It's the year of Spain, as Barcelona hosts the Olympics, Seville hosts World Expo, and Madrid is exhibited as this year's European city of culture.

Where else for the world traveller in quest of adventure, but Spain!



## SUMMER OLYMPICS

For two weeks, 25 July to 9 August, the summer Olympics will command full concentration by the world's best athletes.

Just Barcelonian inhabitants, a mere two million, and the city's thousands of visitors will enjoy the energetic atmosphere, while an estimated 3.5 billion will be glued to their television sets.

Barcelona, said to have all the buzz, vitality and confidence of old world New York, is spending an estimated \$605 million on the main Olympic site, alone. The site's architect, Federico Correa, admits that he

has no idea as to what million digit the final cost will reach.

Serious about the Olympics, Barcelona has built a new airport and Spain's foremost entrepreneurs are financially backing high-tech hotels, seemingly piercing the city's skyline daily.

## EXPO '92

While only a mere 400,000 visitors are expected to fill the streets of Barcelona during the summer Olympics, some 20 million are expected to throng the Universal Exposition in Seville, the capital of Andalusia in southwest Spain.

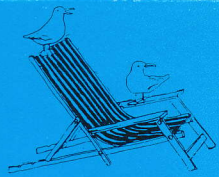
Heralded as a non-stop celebration

and gigantic cultural fiesta, Expo '92 is not only an exhibition of great scientific and technological discoveries, but is also an immense exhibition of theatre, dance, opera, cinema and sport.

On 20 April, some 110 countries will open the doors to the world's most modern, glamorous pavilions and for six months each land, marketing their cultural individuality, will seek to influence the world tourist to make their country the next travel destination.

The Australian desert and storms in the North Sea, Antarctic ice and the Amazonian; they're all there at Expo '92.

In the heart of the Expo site is the Royal Pavilion, a 15th century monastery, now in the final stages of restoration. Withstanding the troops of Napoleon, the monastery stands as a monument of Spanish tradition and religious heritage. Some \$30 million is being spent to give the monastery a face lift, which includes \$9 million for tiles.



# passenger platform

Five times the amount of money being spent on Expo is being spent on Seville itself and this legendary Roman, Arab and Christian city is slowly transforming into her former glory, now lovelier than ever.

"Millions would not have been available without Expo. It seems as though the investment is getting out of hand," said one financial advisor. He added that the criticism of Expo died once the benefits started rolling in.

If Barcelona and Seville hasn't grasped your attention, don't put off visiting Europe's most charming capital city of 1992, Madrid.

Home of one of the world's greatest museums, Prado - where the works of Velazquez, Goya and El Greco, hanging in silence, command the utmost of respect - Madrid offers the treasure of traditional Spain.

To wander about the streets of Madrid is like walking into the past. Here, one can exchange the dusty and exhaust filled cities for cultural beauty, rich and living.

## Kilometre 0

All roads leading out of Madrid originate from the large open-air square, Puerta del Sol. In the middle of the square lies subscribed on a

## MADRID: EUROPE'S CULTURAL CITY



copper plate, Kilometre 0, and then, it's only to let your adventure begin.

Those travelling to Madrid should prepare themselves for a shopping extravaganza. Dated back to the 15th century, El Rastro is one of the city's two major open markets and a must for shoppers.

Originally the center for Madrid's main slaughter houses, El Rastro, on a cold day, is a hot sizzling shopping

bazaar where one can bargain for practically anything, including spices from Sri Lanka or treasures pillaged from the tombs of Egypt.

With some 54,000 shopping stores crammed into city limits, Madrid will satisfy all the requirements of the most thriftest shopper. For antique buffs, the best buys in town will be found around Plaza Mayor and the streets San Jeronimo and Prado.

## SAILING SCHEDULE FOR ADVENTURE

### M/S «AMERICANA»

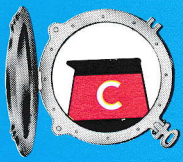
Voyage 32 - Leaving	New Jersey	o/a Feb.	29, 1992
	Miami	o/a March	4, 1992
Voyage 33 - Leaving	New Jersey	o/a April	15, 1992
	Miami	o/a April	19, 1992
Voyage 34 - Leaving	New Jersey	o/a May	31, 1992
	Miami	o/a June	4, 1992
Voyage 35 - Leaving	New Jersey	o/a July	16, 1992
	Miami	o/a July	20, 1992
Voyage 36 - Leaving	New Jersey	o/a August	31, 1992
	Miami	o/a Sept.	4, 1992
Voyage 37 - Leaving	Miami	o/a Oct.	23, 1992
Voyage 38 - Leaving	New Jersey	o/a Dec.	1, 1992
	Miami	o/a Dec.	5, 1992

### M/S «SANTA FE»

VOY.	LV/HOUSTON
Santa Fe 91	April 22, 1992
Santa Fe 92	June 16, 1992
Santa Fe 93	August 10, 1992
Santa Fe 94	October 4, 1992
Santa Fe 95	November 28, 1992

**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) 201-798-2233**



## IVARAN FLAG TO SOUTH POLE



*From left to right: Monica Kristensen, Captain Leif Barane ('Aurora') and Captain Alfred Kummernes ('Santa Fe').*

a team of explorers, retraced the footprints of the great adventurer Roald Amundsen to the South Pole in February, and took with them the Ivaran flag.

The decision to take Ivaran's flag and to officially stamp it at the South Pole was taken while the crew of Ivaran's vessel 'Santa Fe' visited the expedition's ship, 'Aurora,' in Montevideo.

Ship 'Aurora' will transport the flag back to Norway and deliver it to Ivarans Rederi upon arrival in Oslo.

During 'Aurora's' stay at Montevideo, Ms Kristensen and Captain Barane surprised 'Santa Fe' passengers with a small presentation about their forthcoming expedition to the South Pole, which was followed by an impromptu question and answer period.

The expedition had made plans to locate Roald Amundsen's tent, believed to be buried some 15 metres under the ice, but due to severe winter conditions, the plans were later aborted.

Ivaran's thanks Ms Kristensen and the members of the expedition for a very pleasant visit.

Accustomed to the high swells of the warm South Atlantic, the Ivaran flag visited a cold place where few, if

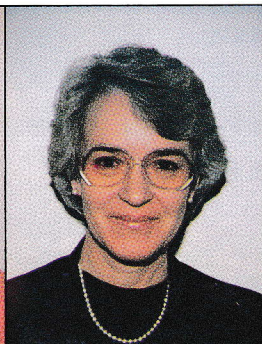
any, shipping flags have been, the South Pole.

Norway's Monica Kristensen and

## NEW EMPLOYEES



Kristin Hagnaess  
- accounting dept.



Inger-Lise Tømt  
- housekeeper



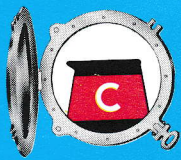
Alice Rossmann  
- system applications  
- IT services



Tore Mengshoel  
- chartering



Aud Sissel Niebuhr  
- chief accountant



# inside IVARAN

## IN MEMORY



Chief-steward Steinar Johansen, born 2 February 1948, died in a hospital in Santos on 30 December 1991.

He started in our company on board 'Santa Fe' in December 1986 as a cook, but already by January 1987, he had been promoted to chief-steward.

May he rest in peace.

T.B.P.



*'Santos' - calling for the first time in Altamira, Mexico*



*'Santa Monica'*

*- the second of Ivarans' four newbuildings, ready for service in the US East Coast trade.*

# IVARAN around the world

## 'SANTA VICTORIA' - ANOTHER SUCCESSFUL LAUNCHING



*The ship's Godmother  
Mrs. Alejandra Robinson.*

The fourth and last container vessel of 1,732 teus capacity ordered from German shipyards was christened and launched at Flender Werft, Lübeck on 31 January.

The godmother, Mrs. Alejandra Robinson of Buenos Aires, carried out her duties perfectly, naming the

vessel and expressing good wishes both in English and in Norwegian, on behalf of herself and the owners, Ivaran Shipping AS.

Attending the ceremony and festivities were numerous guests and it was duly noted that Ivaran, in addition to building ships in Europe, was

also starting a new liner service between the East Coast America and Europe.

Vessel 'Santa Victoria' will be delivered from the yard about 10 June and will join her three sister-vessels: 'Santa Barbara,' 'San Monica' and 'Santa Rosa'.



*'San Martin'  
- Ivaran's first vessel in  
Venezuela*

## BRAZIL'S OLYMPIC COFFEE BLUES

*The story of how Brazil's Olympic team financed their way to the Olympics in Los Angeles, USA, in the summer of 1932, has been told throughout each passing decade in Brazil. The tradition continues as Transatlantic Carriers' Newton Antonio Martins shares this historical account (as told to him by his father) to On Line.*

Old memories sometimes supply us with good stories. In 1932 the world was in the midst of a deep depression and travel distances were hard to be covered since planes were not yet so popular.

Amidst the depression, Los Angeles was dressing up to receive athletes for the 1932 Olympics, even though it was well known that a large number of nations would not be attending. While Amsterdam in 1928 had 3,015 entries, Los Angeles, some four years later, had a mere 1,500 entries from 37 countries. Only one sprinter was sent by China.

In addition to surviving the world depression, Brazil was also forced to survive a price cut-back in its main export product, coffee. The coffee price fell from 25 cents per pound to 7 cents. No one was in a position to sponsor Brazil's Olympic team.

But creativity saved the day. To cover the costs of sending an Olympic team to Los Angeles, the government proposed an idea. A ship

would be loaded with some coffee bags and the athletes, in addition to working their passage, would try to sell the coffee while calling at the main ports between Rio de Janeiro and Los Angeles.

The idea was accepted immediately by Brazil's Olympic team and soon theory became practise. As the vessel 'Itaquice' departed the coast of Brazil, she was filled not only with a large supply of coffee, but with 68 men and one woman all filled with commercial and Olympic hopes.

The vessel made several calls before reaching the Panama Canal, but not enough coffee was sold to pay the canal fees.

But the Brazilians did not give up hope. The master, who had heard that warships did not have to pay toll and as 'Itaquice' had some guns on the stern, tried to convince authorities that 'Itaquice' was a warship! It was a great story, but the authorities still insisted on the money.

After receiving funds through the Bank of Brazil the vessel made its way to Los Angeles and upon arrival the vessel still had a large supply of coffee but a short supply of funds; only \$24.00.

Twenty-four dollars wasn't sufficient when US Immigration Service demanded a one dollar head tax to allow the athletes ashore. Therefore,

the teams only alternative was to pick out the real best and only 69 of 24 reached the Olympic village.

Hoping to sell some coffee, the vessel sailed north to San Francisco and Portland, but no sales!

On the way back, the vessel picked up the athletes who had taken part in the Olympics.

But going home was not the end of the odyssey. During the course of the Games a revolution had started in Brazil forcing some of the athletes to travel by train from Rio to Sao Paulo, but the train was halted. After several attempts to find a way home, the athletes were offered free passage on a freighter bound to Sao Sebastiao.

Among those heroes, and the only woman of the group, was Maria Lenk, the 17 year old swimmer. As there was no transportation up to the hills, she and others had to march one day and night to reach a connecting railway station.

Finally, they arrived to Cacapava where there was a train to Sao Paulo. On route to Sao Paulo, the train journeyed through several combat zones and was forced to stop several times before reaching its final destination.

Although that group of athletes did not return with the Olympic gold, they certainly brought home the gold of determination.

## «SAO PAULO» WITH IVARANS



On 18 December 1991, A/S Ivarans Rederi took delivery of the 1983 German built 'Sao Paulo' and registered her under the laws and of the Republic of Vanuatu. She is the second Ivarans vessel to sail the Vanuatu flag.

The 13,3474 grt vessel has a container capacity of 1152 teus and will continue to be under the technical and maritime management of shipping company, Reederei Claus-Peter Offen, Hamburg.

'Sao Paulo' will be used on one of Ivarans' lines after redelivery from her present charterer early this summer.

## PORT OF SANTOS CELEBRATES 100 YEARS

Santos was founded in 1532, three decades after Brazil was discovered by the Portuguese navigator Pedro Alvares Cabral in 1500. But development of the city was slow and by 1765, the city's population was only 1,500.

The flat terrain and dense tropical vegetation surrounding Santos exposed the city to seasonal flooding and epidemic diseases, such as yellow fever, smallpox, dysentery, impaludism, typhoid fever and others.

The expansion of a railway system linking the state with Santos in 1867 and the emergence of the coffee culture, gave the struggling city an extra boost.

On 2 February 1892, a 260 metre continuous quay was inaugurated at the Port of Santos, thus ending cargo handling operations through wooden jetties.

Builders of the port had considerable trouble with the project despite high wages given to labourers. In a final attempt to construct the port, authorities were forced to bring in labour from two of Portugal's ports: Lisbon and Leixoes.

At the onset of this century, Santos built better drainage canals and improved the city's public works program, especially the treatment of water and sewage which had caused the deaths of many foreign sailors.

Now, some 100 years later, the port has over 15,000 metres of quay-side and is one of Brazil's leading ports. The port handles all types of goods at specialized terminals, including containers, bulk fertilizers, bulk citrus juices, salt, grains, petrochemicals, steel etc.

Establishing a long-term market emphasis to place Brazilian products on a competitive cost level with the

rest of the world, port officials are reviewing all areas of port operation, placing special consideration upon

the improvement of cargo handling activities.









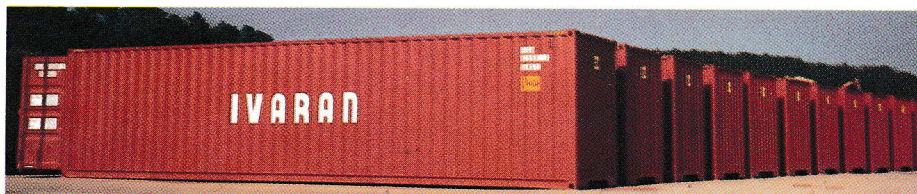
*The port of Santos.*



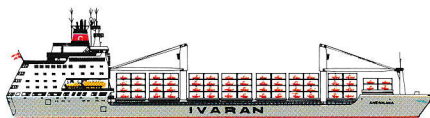
# IVARAN

## Container Specifications

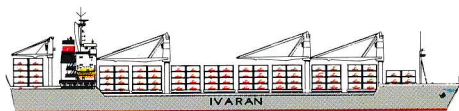
EQUIPMENT	INTERIOR DIMENSIONS	DOOR OPENING	TARE WEIGHT	CUBIC CAPACITY	PAYLOAD	
40' Dry Freight Container		L: 12.034m 39' 5 25/32" W: 2.352m 7' 8 19/32" H: 2.395m 7' 10 5/16"	W: 2.343m 7'8 1/4" H: 2.280m 7'5 7/8"	3.880 kgs. 8.550 lbs.	67.0 cbm 2.394 cu.ft.	26.600 kgs 58.650
40' High Cube Container		L: 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: 2.581.5m 8'5 41/64"	3.875kgs. 8.5431bs.	76.2kgs. 2.690cu.ft.	26.606kgs. 58.6571bs.
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 47.00lbs
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.



# 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. Accommodation for 80 passengers.



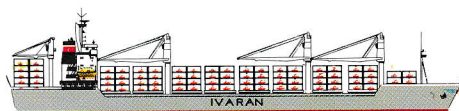
"SANTA VICTORIA" - Containervessel, built 1992. About 30.000 dwt/1.732 TEUs (cellular). Speed: about 19 knots.



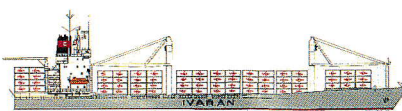
"SAVANNAH" - Semi-containervessel, built 1984. 13.800 dwt/958 TEUs + 2 coiled/coated deep tanks for liquid cargo, of 11.300 cbft each. Speed: about 17 knots.



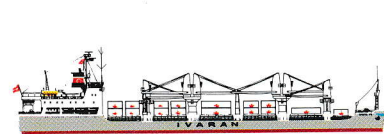
"SANTA FE" - Semi-containervessel, built 1978. 14.770 dwt/447 TEUs + 2 coiled/coated deep tanks for liquid cargo, of 11.410 cbft each. Speed: about 16,5 knots. Accommodation for 12 passengers.



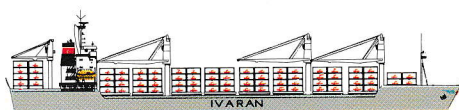
"SANTA ROSA" - Containervessel, built 1992. About 30.000 dwt/1.732 TEUs (cellular). Speed: about 19 knots.



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



"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.

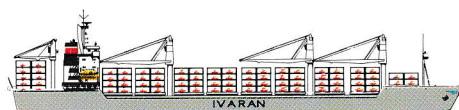


"SANTA MONICA" - Containervessel, built 1991. 30.010 dwt/1.732 TEUs (cellular). Speed: 19 knots.



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

## Newbuildings



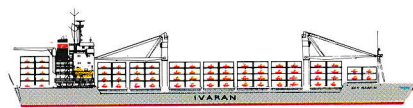
"SANTA BARBARA" - Containervessel, built 1991. 30.007 dwt/1.732 TEUs (cellular). Speed: 19 knots.



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



TNSW 501 - Containervessel, delivery 1993/94. About 20.000 dwt/1425 TEUs (cellular). Speed: about 19,5 knots.



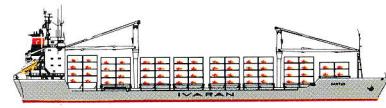
"SAN MARTIN" - Containervessel, built 1985. 19.898 dwt/1.192 TEUs (cellular). Speed: about 19 knots.



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



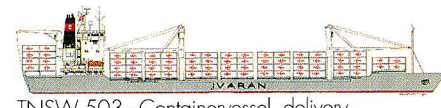
TNSW 502 - Containervessel, delivery 1993/94. About 20.000 dwt/1425 TEUs (cellular). Speed: about 19,5 knots.



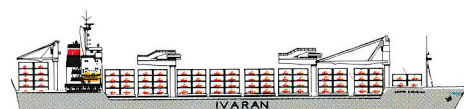
"SANTOS" - Containervessel, built 1985. 17.212 dwt/1.132 TEUs (cellular). Speed: about 17,5 knots.



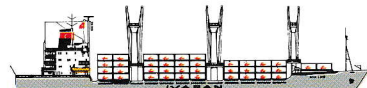
"SAN JUAN" - Semi-containervessel, built 1978. 13.993 dwt/958 TEUs. Speed: about 18 knots.



TNSW 503 - Containervessel, delivery 1993/94. About 20.000 dwt/1425 TEUs (cellular). Speed: about 19,5 knots.



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

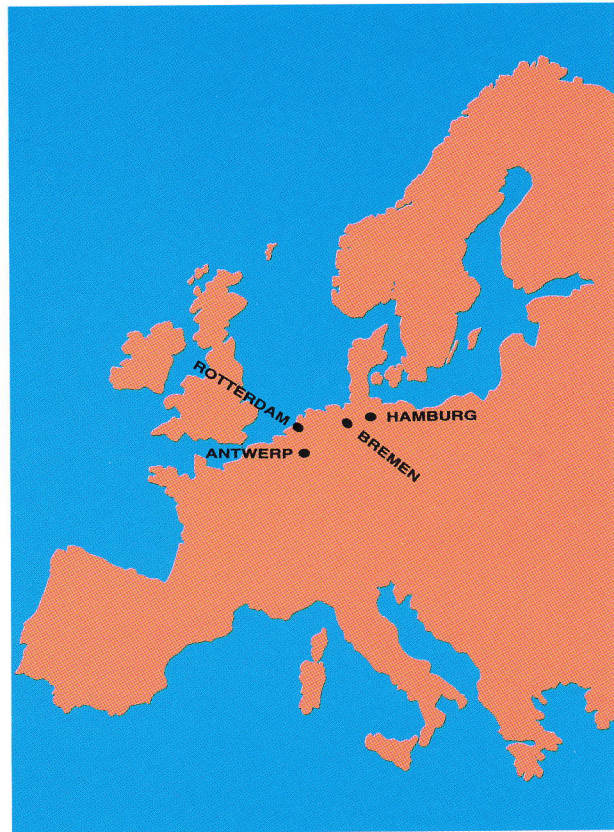


"SAN LUIS" - Semi-containervessel, built 1978. 12.430 dwt/672 TEUs. Speed: about 18 knots.



TNSW 504 - Containervessel, delivery 1993/94. About 20.000 dwt/1425 TEUs (cellular). Speed: about 19,5 knots.

# FREQUENCY OF SERVICE – SHORT TRANSIT TIMES.



## GULF SERVICE:

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

- New Orleans
- Houston (transfer of cargo to/from US West Coast)
- Tampico
- Veracruz
- 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
- Paranagua
- 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 USEC Service offers weekly sailings to and from following ports:

- Norfolk
- Baltimore
- Philadelphia
- New York (transfer of cargo to/from the Far East)
- Jacksonville
- Miami (transfer of cargo to/from Europe and the Caribbean)
- Puerto Cabello (fortnightly)
- La Guaira (fortnightly)
- 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
- Paranagua
- Santos
- Salvador
- Fortaleza
- Norfolk
- Baltimore, etc.

## SOUTH AMERICA/EUROPE SERVICE:

- Buenos Aires
- Montevideo
- Rio Grande
- Itajai
- Santos
- Ilheus/Salvador
- Rotterdam
- Hamburg
- Bremen
- Antwerpen
- Rio de Janeiro
- Santos
- Buenos Aires

# 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, N.C.: World Shipping Inc.; Chile Service only: Tricom Shipping Agencies, Inc.; Cincinnati, Ohio: **World Shipping Inc.**; Cleveland, Ohio: World Shipping Inc.; Curacaop: 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., La Gualira: Becoblohm La Guaira C.A.; 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; Puerto Cabello: Becoblohm Puerto Cabello, C.A.; San Juan, P.R.: Antilles Shipping Corps.; San Francisco, Ca.: Tricom Shipping Agencies 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.; 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 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:* Bahiaship Agencia Maritima Ltda.; *Itajai:* NAVDE-Agenciamentos, Despachos, Embarques e Seguros Ltda.; *Joinville:* Agencia de Vapores Grieg A/S; *Natal:* Representacoes Ruy Paiva Ltda.; *Paranagua:* Agencia de Vapores Grieg SA; *Porto Alegre:* Cranston Woodhead A/S Maritima e Comercial; *Recife:* Agencia Continental de Navegacao Ltda.; *Rio Grande:* Cranston Woodhead Agenciamento Maritimo Ltda.; *Rio de Janeiro:* Agencia de Vapores Grieg A/S; *Salvador (Bahia):* Bahiaship Agencia Maritima Ltda.; *Santos:* Agencia de Vapores Grieg A.S.; *Sao Paulo:* Agencia de Vapores Grieg SA; *Victoria:* Victoria Aduaneira Ltda.

**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:* Bahiaship Agencia Maritima Ltda.; *Itajai:* NAVDE – Agenciamentos, Despachos, Embarques e Seguros Ltda.; *Itaquí:* Pedreiras Transportes de Maranhao Ltda.; *Natal:* Representacao Ruy Paiva Ltda.; *Paranagua:* Cranston Woodhead Agenciamento Maritimo Ltda.; *Alegre:* Cranston Woodhead Agenciamento Maritimo Ltda.; *Recife:* Agencia Continental de Navegacao Ltda.; *Rio Grande:* Cranston Woodhead Agenciamento Maritimo 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:* NAVDE-Agenciamentos, Despachos, Embarques e Seguros Ltda.; *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.; 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 Maritima Ernesto J. Rohr SA (East Coast Service only); *Agencia Maritima Schandy SA (Gulf Service only);* La Paz: Anbol Ltda.; *Santiago:* A.J. Broom & Cia. S.A.C.

---

## THE FAR EAST:

---

**General Agents: Ivaran Agencies, (Far East) Ltd., Hong Kong:**

*Hong Kong:* Ben Line Agencies (Hong Kong) Ltd.; *Manila, Philippines:* Overseas Agency Services; *Osaka, Japan:* Ben Line Agencies (Singapore) Ptd Ltd.; *Taiwan:* United Shipping Corporation; *Tokyo, Japan:* Ben Line Agencies (Japan) Ltd.

---

## EUROPE

---

*BELGIUM:* van Doosselaere & Achten bvba, Antwerp; *GERMANY:* Detjen Schifffahrtsagentur GmbH & Co., Hamburg; *THE NETHERLANDS:* Dammers Agentur bv, Rotterdam; *SWITZERLAND:* Thommen Intertrans AG, Basel *NORWAY:* Heitmann Shipping A.S, Oslo *UK:* Bahr, Behrend and Co. Ltd., Liverpool

– Your local agent –