

FROM : <

PHONE NO. :

Apr. 23 2002 03:43PM P1

Islamic Republic of Iran
Shipping Lines



In The Name of Allah

Date : 23.04.02

Ref. No. : 14400/770

Encls. :

SHIPPING AUSTRALIA LTD.
KIND: ATT: MR LLEW RUSSELL
CHIEF EXECUTIVE OFFICER

Dear Sir,

At the outset, I would like to thank you for the meeting held in your office on 18.03.2002, in which the matter of high towage tariff set by messer adsteam discussed extensively.

As you are aware Islamic Republic of Iran Shipping Line (IRISL) is the national line of Iran, owning over 100 ocean going vessels, trading world wide and having approximately 200 calls per annum at Australian ports, by which messer adsteam is enjoying steady and reliable business, whereas due to high running costs of ships and low market owners are experiencing difficult time.

It is obvious that the high towage tariff and subsequent unjustifiable increase imposed in recent years has even worsen the situation for owners who are frequently trading Australia and we are of the opinion that all created primAriLy as a result of strong monopoly in towage service built by messers adsteam over the years in Australia.

We of course, appreciate the timely and professional service which are being provided by Messer adsteam to ship owners and wish them all success to continue to be a good partner of shipping industry during coming years. But it should be noted that in todays world, they have to value for the customer satisfaction by offering a most efficient and economical service, as same is the main issue in



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international trade and must be taken into account, when such vital decisions I.E increasing traiffs are being made.

Considering above we view the situation with deep concern and hereby request you to pursue and continue your good efforts to bring the towage tariff at the reasonable level.

Trust the outcomes will be beneficial for all.

BEST REGARD

N.PIRBAGLOU
G.M. BULK DIV-1

CC: INCHCAPE SHIPPING LTD

KIND ATT: MR MC GOOGAN – OPEARATION MANAGER



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