

203-011426-008

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West Coast of South America  
Discussion Agreement  
FMC Agreement No. 203-011426-008  
Fifth Revised Page No. 1

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ARTICLE 1: FULL NAME OF THE AGREEMENT

The full name of the Agreement is the West Coast of South America Discussion Agreement (the "Agreement").

ARTICLE 2: PURPOSE OF THE AGREEMENT

The purpose of the Agreement is, through authorization of discussion, consultation and development of consensus, to foster commerce, service and stability in the trade while maintaining the parties freedom of competitive action.

ARTICLE 3: PARTIES TO THE AGREEMENT

The parties to the Agreement are:

Conference Parties

West Coast of South America Agreement  
and its Member Lines  
67 Broad Street  
Suite 3005  
New York, NY 10004

Independent Carrier Parties

Dole Ocean Liner Express  
9000 Regency Square Blvd.  
Suite 203  
Jacksonville, FL 32211

Naviera Consolidada S.A.  
8355 N.W. 53rd Street  
Manchester Building  
Suites 112 and 114  
Miami, FL 33166

Mediterranean Shipping Company, SA  
18 Chemin Rieu  
1208 Geneva, Switzerland

Flota Mercante Grancolombiana, S.A.  
Carrera 13 No. 27-75  
Apartado 4482  
Santa Fe de Bogota  
D.C. 1 Colombia  
(Membership effective January 31, 1996)



West Coast of South America  
Discussion Agreement  
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SIGNATURE PAGE

IN WITNESS WHEREOF, the parties listed below have caused the foregoing Amendment to Agreement No. 203-011426 to be executed this 16th day of January, 1996 on their behalf by their respective duly authorized officer or agent.

WEST COAST OF SOUTH AMERICA  
DISCUSSION AGREEMENT

By: Nathan J. Bayer  
Nathan J. Bayer  
Counsel to Agreement  
Authorized to Execute  
Modification Pursuant to  
Article 6 of the Agreement

West Coast of South America  
Discussion Agreement  
FMC Agreement No. 203-011426

PARTY: FLOTA MERCANTE GRANCOLOMBIA, S.A.  
 BY: Juan Gaviria  
 NAME: Juan Gaviria Valenzuela  
 TITLE OR AUTHORITY: Vice President America and Far East  
 DATE: \_\_\_\_\_