



Ian Taylor & Company Shipping Agencies

Profile

Ian Taylor & Co. was founded in Chile in 1965 by Mr. Ian B. Taylor, with the purpose of offering quality agency services to foreign and national ship owners. Its first office was located in the port of Valparaiso and shortly after, a commercial office was established in Santiago.

Over the years, the Company received the acknowledgement of ship owners, who welcomed its reliability, efficiency and loyalty due to which the number of Principals and ships attended increased significantly. This growth brought as a consequence, the need to expand geographically and soon port agencies were established in Talcahuano, Coronel, Antofagasta, Mejillones, Iquique, Arica, San Antonio and Punta Arenas in Chile. At the same time, the requirements of some of these Principals inspired the entry into ship agency activity in Peru and later in Ecuador.

As a complement to its agency activities, Ian Taylor & Co. developed a stevedoring division, attending to a wide variety of cargoes at every major port in the countries in which it operates. Today, the company acts in stevedoring of bulk cargoes, cars, containers, project cargoes and steel.

The company also operates a fleet of tugs and launches to give service to its principals and has tugs stationed in the ports of Callao and Paita in Peru and San Antonio and Coronel in Chile.

Ian Taylor & Co. is a privately owned group which is fully independent of any outside shareholding. This independence allows the Group to offer services to the majority of the world's Ship owners and Operators. In the three countries in which it operates, the Company employs over 200 people in Agency and related services.

As a company in the services industry, the main objective of all the personnel in the Ian Taylor Group of companies is to ***provide excellent service to all our customers.***

Qualifications

Ian Taylor & Co., with the purpose of ensuring the highest quality service to its principals, obtained ISO9002 certification in 1998 for its following services:

Ship and Port Agency; Stevedoring and Tallying; Liner Agency; Tug and Launch services;
Bunker trading; Admiralty Charts sales; Project Cargo Management and Logistics.

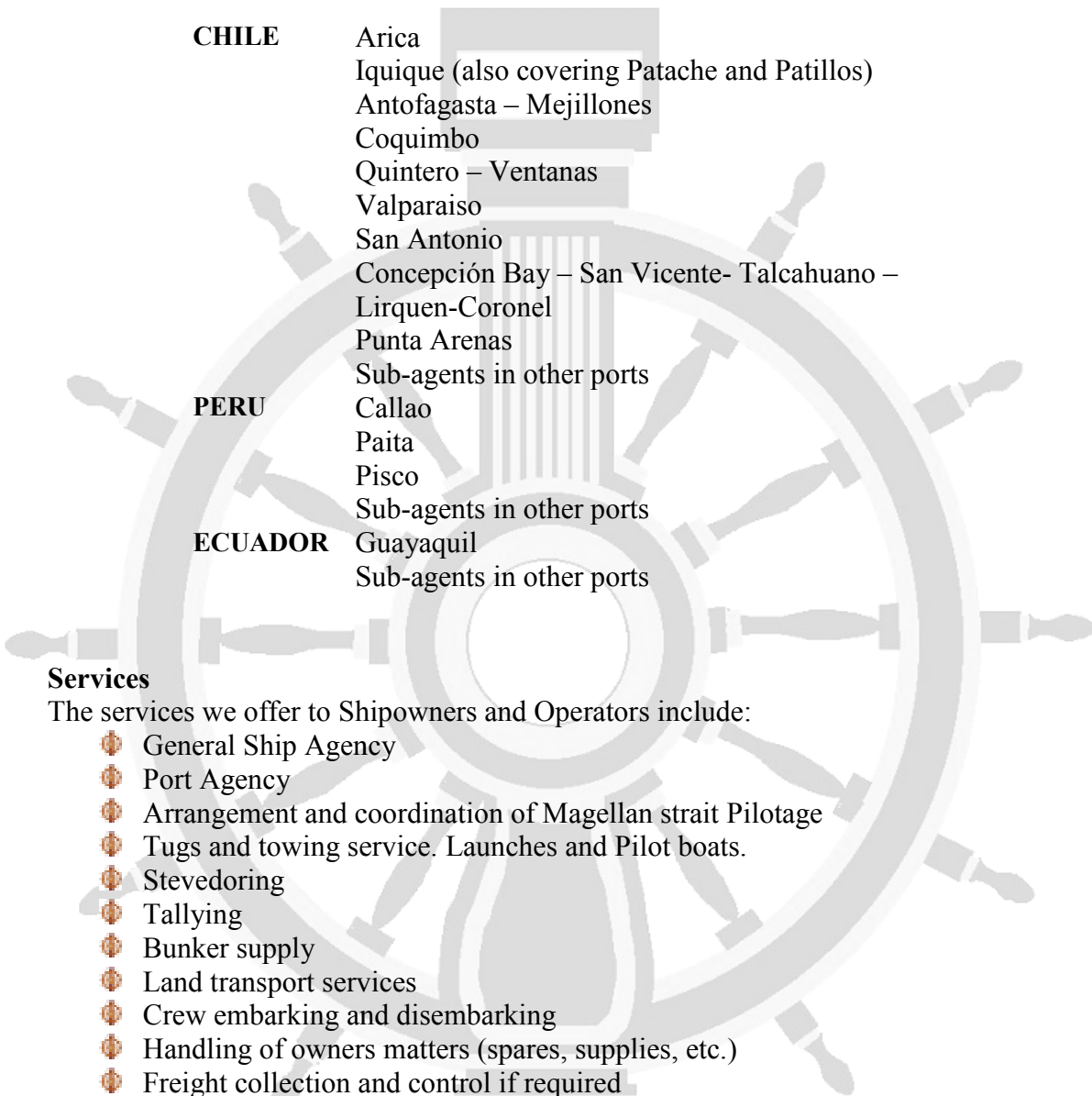
In 2001, these services were certified to the ISO9001:2000 standard. In 2007, the Company was certified to ISO 14001 and 18001 (OHSAS).

Ian Taylor & Company

Shipping Agencies

Operations

The Company has its fully owned offices in the following ports:



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| CHILE | Arica Iquique (also covering Patache and Patillos) Antofagasta – Mejillones Coquimbo Quintero – Ventanas Valparaiso San Antonio Concepción Bay – San Vicente- Talcahuano – Lirquen-Coronel Punta Arenas Sub-agents in other ports |
| PERU | Callao Paita Pisco Sub-agents in other ports |
| ECUADOR | Guayaquil Sub-agents in other ports |

Services

The services we offer to Shipowners and Operators include:

- General Ship Agency
- Port Agency
- Arrangement and coordination of Magellan strait Pilotage
- Tugs and towing service. Launches and Pilot boats.
- Stevedoring
- Tallying
- Bunker supply
- Land transport services
- Crew embarking and disembarking
- Handling of owners matters (spares, supplies, etc.)
- Freight collection and control if required

The Ian Taylor Group has over 45 years experience in all these activities.

Strengths and capabilities of the Ian Taylor Group

- All staff “Committed to Providing Excellent Service”
- Excellent reputation and relationship with authorities and suppliers
- Regional Agency service on the West Coast South America
- Financially sound
- Not dependent on any single Principal
- High level of Organization and Procedure structure (ISO9001:2000)
- Flexible to adapt to the needs and requirements of Owners and Operators
- Flexible, Creative and Proactive organization.