

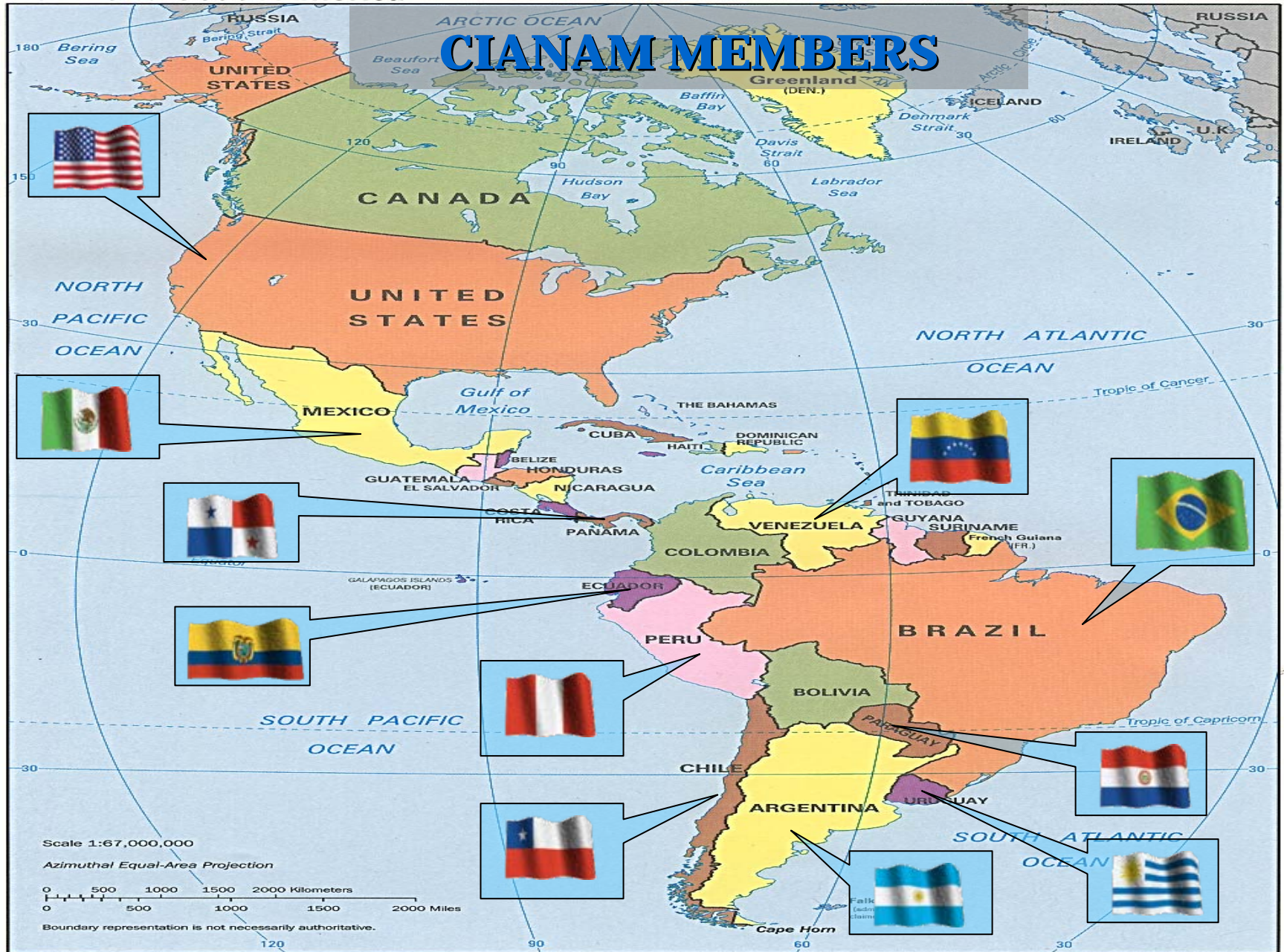
***FONASBA Annual Meeting
Sydney 2011***



***Waldemar Rocha Junior
President of CIANAM***

North and South America

CIANAM MEMBERS



Latest Annual Assembly CIANAM Buenos Aires (Argentina) - April 2011 Delegations

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CIANAM PRESIDENT

Waldemar Rocha Junior

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APAM - PERU

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ASBA – USA

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Camara Maritima - Chile

Jorge Rivera

Camara Maritima - Ecuador

Emilio Aguiar

CAMARA MARITIMA - PANAMA

Ermesto Mock

CENTRO NAVEGACIÓN - ARGENTINA

Javier Dulce; Patricio Campbell
Rodolfo García Piñeiro; Guillermo Hernandez
Roberto Barrero

CENTRO DE NAVEGACIÓN - Uruguay

Mario Baubeta Colffield; Leticia Gallareta

FENAMAR - Brasil

Mario Fróio; Glen Gordon Findlay;
André Zanin Oliveira; Jose Carlos Gomes;
Durval Gama Menezes; Leo Dorneles Silva;
Sergio Adao; Jose Roque;
Fabio Nunes; Moacir Bonelli;
João Carlos Matar; Marianne Lachman;
Ageu Almeida Monteiro; Luiz Cesar Medeiros;
Gonzalo Jorin; Renato Miranda Freitas

Agenda of the VIII Annual Meeting

- ✓ Presentation of National Associations' reports.
- ✓ CIANAM Bylaws Legal Personality
- ✓ Visit of the president of CIANAM to the Shipping Fair and Conference at Panama
- ✓ DA Desk – Port Direct
- ✓ Rotterdam Rules.
- ✓ FONASBA Port Procedures Survey
- ✓ Fonasba Quality Standard
- ✓ Requisites for working as a shipping agent
- ✓ CIANAM strategic plan
- ✓ CIANAM's Treasury report
- ✓ Choice of the next host to hold the IX Meeting of CIANAM
- ✓ Closing event

NEW CIANAM BOARD OF DIRECTORS

- President, Mr Waldemar Rocha Junior, of FENAMAR (BRAZIL).
- 1st Vicepresident, Mr Mike Ogle, of ASBA (USA).
- 2nd Vicepresident, Mr Estenio Pinzas, of AMANAC (MEXICO).
- Committee members,
 - Mr Jorge Contreras, of APAM (PERU).
 - Mr Ernesto Mock, of Cámara Marítima de Panamá (PANAMA).
 - Mr Javier Dulce. of Centro de Navegación (ARGENTINA).
- Treasurer, Mr, Mario Baubeta, of Centro de Navegación (URUGUAY),

Conclusions



- The national associations gave information related to economic and trade indicators of each country. They emphasized the need to improve ports infrastructure in order to adapt them to the new scene in view of the increase in vessels size that in the near future will operate in regional ports.
- We would like to mention that in 2010 the most important ports in Latin American grew almost 20.9% in tonnage handling volume and this year 2011 volumes continue to grow meaning also we are seeing bigger vessels in the region



Conclusions



- CIANAM Strategic Plan agreed to be created in the last Annual Meeting. An institutional management document was presented in order to determine the priorities of the activities of the Chamber in the short and medium term. This document consists of a matrix consolidated on CIANAM's problems, strategic goals and the activities to be performed.
- Deep concern of the high influence workers and Unions are getting in Port Decisions in many Latin America Countries which not only increase costs but introduce bureaucracy. Here members agreed to request Fonasba assistance if possible to tackle these problems before International Workers Organizations. In the meantime procedures will be taken before local Port Authorities thru CIANAM.
- Brazil was selected as Host Country for the 2011 Annual Assembly.

Future tasks of CIANAM Members

- 
- ❖ **Maintain ports and cost competitive.**
 - ❖ **Support investments and facilities to attend growing foreign trade.**
 - ❖ **Avoid labour conflicts in the region.**
 - ❖ **Support free trade agreements (Mercosur-EU).**



Panama Canal







C.I.A.N.A.M.

*Cámara Interamericana de Asociaciones
Nacionales de Agentes Marítimos*

THANKS FOR YOUR ATENTION !!