



He then asked all delegates to rise as a mark of respect to those former members of FONASBA now deceased. In particular he mentioned former Presidents Edouard de Clebsattel and Heinrich Grammerstorff and delegates Dr. Borcic and Dr. Modesti.

Finally he particularly thanked **Mr. Karacelik**, his team at the Istanbul Chamber of Shipping and the hotel for their efforts in hosting a very successful and enjoyable meeting.

## 2. **Minutes of the Previous Meeting held October 11<sup>th</sup> 2002**

The minutes of the meeting had been circulated previously. As no comment had been raised previously or at the meeting, the minutes were taken as **approved**.

## 3. **Matters Arising**

There were no matters arising that were not otherwise covered in the agenda.

## 4. **Standing Committee Reports**

The **President** asked members of the standing committees, Chartering & Documentary, ECASBA and Liner & Port Agency, to provide brief verbal reports on the plenary meetings held during this Annual Meeting. Copies of the minutes of the plenary meetings of these committees have been circulated to all members.

On the conclusion of their reports, the **President** thanked the committee chairmen for the work undertaken by the committees over the past twelve months. Every meeting had covered a range of interesting issues and progress had been made in a number of areas. He also reminded delegates that in order to make substantive progress FONASBA needed the input of its members. The committee chairmen, their advisory panels and the Secretariat could only take issues so far and he urged national associations to contribute enthusiastically to ensure FONASBA both represented their interests fully and took their concerns into consideration when taking action on various issues.

## 5. **Member Association Reports**

Written reports from Cyprus and Spain had been circulated in advance of the meeting and a report from France was tabled, copy attached.

For Argentina, **Mr. Campbell** reported that Centro de Navegacion was now 100 years old and comprised 85 members covering ship owners and agents. Amongst the issues currently under discussion with government authorities was the need to ensure the ports in Argentina continued to be improved to allow access for larger vessels.

A copy of the verbal report provided by **Mr. Mantrach** on Morocco is also attached.

The **President** thanked both delegates for their reports he said both Argentina and Morocco were vital to the future expansion of FONASBA in Latin America and Africa respectively.

## 7. **Latin America**

As the recent developments in Latin America followed logically from the last item, the **President** asked Vice President **Mario Froio** to give a résumé of progress to date. **Mr. Froio** briefly outlined the reasons behind the formation of CIANAM, the body that would function as the Latin American range committee, and its efforts to progress membership in the region. He referred to the meeting of interested associations in Buenos Aires in June and the support provided by FENAMAR and Centro de Navegacion. He also acknowledged the agreement of the FONASBA Executive Committee to allow associations to join CIANAM before joining

FONASBA. He said the intention was for membership of CIANAM to act as a stimulus for local associations to join FONASBA in the future. In closing he thanked the **President, Immediate Past President** and **Mr. Campbell** for their assistance in the development of FONASBA in Latin America.

## 6. **Membership**

The **President** updated the meeting on progress towards a membership application from the Chinese Association of Ship Agents (CASA). He reported that the Executive Committee had decided to continue to seek to develop a strategy to allow both the Chinese Association and the Taiwanese Association to remain within FONASBA. He said the continually improving relations between China and Taiwan might in due course allow this aim to be achieved to the satisfaction of both Associations.

A formal application for membership had been received from AMANAC in Mexico just before the annual meeting and had been approved by the membership committee. The application was therefore placed before the 24 eligible member associations present at the Council meeting for a secret ballot. Following completion of the ballot the **General Manager** announced that the application had been **unanimously approved**.

## 8. **FONASBA Website**

At the request of the **President**, the **General Manager** gave a brief demonstration of the upgraded FONASBA website. He asked all member associations to review the site and pass back any comments, corrections or suggestions for improvements. Members were also asked to add the FONASBA site to the link pages of their own sites and also to ensure that any changes to addresses and contact details be passed to the London office as soon as possible in order to ensure the site, and the FONASBA records, were kept up to date.

## 9. **Articles and By Law Revision**

For the record, the **General Manager** formally advised the meeting of the proposal to amend By Law 10.3 relating to membership of the ECASBA Advisory Panel, details of which had been circulated previously. On a show of hands the proposal was **approved unanimously**.

## 10. **IMO Membership Application**

The **President** reminded the meeting of the background to the proposal to seek consultative status with IMO. He said the granting of such status would considerably enhance the standing of FONASBA as a major force in the international shipping industry and also allow closer consultation between the agency and broking industries and the major international shipping policy making body. Regrettably, however, the matter of the continued membership of Taiwan within FONASBA as a separate sovereign state precluded FONASBA from making formal application to join IMO at this time. He reiterated FONASBA's support for the retention of the Taiwanese Association as a member and so confirmed that in spite of the advantages to FONASBA the matter would remain under review until such time as it was possible to resolve all the issues.

The President reported that just prior to the meeting he had been informed that another worldwide shipping association had recently resolved a very similar problem with IMO and he was following the matter up.

## 11. **ICS and FEPOR Relationships**

The **President** advised that the Institute of Chartered Shipbrokers had, earlier this year, called for a revision of the current contract that included a request for a significant increase in the fee

paid by FONASBA. The request had been discussed by FONASBA in considerable detail, both by a small committee comprising the **President, President Designate** and the **Chairman of ECASBA**, and also by the full Executive Committee. Following a prolonged discussion at the Executive Committee meeting held at the commencement of the Annual Meeting, it had been agreed that FONASBA would not accept the revised contract and hold ICS to the current contract, which expired on December 31<sup>st</sup> 2004. The **President** said the Executive Committee was unanimous in its belief that the Secretariat should be providing a higher level of service to the members than could currently be provided by the **General Manager** in the three days a week he was presently committed to. As a result, it had been agreed that the **General Manager**, in conjunction with the **President, President Designate** and the **Chairman of ECASBA**, should undertake to employ a full-time assistant to carry out the administration of FONASBA, thus freeing the **General Manager** to improve the level of service to current members, to take a more proactive role in the search for new members and provide the high-level support to the Executive Committee and ECASBA Advisory Panel in the development of policy, relations with other bodies and other similar activities. The **President** said FONASBA was in a strong position financially and it was time to invest some of the reserves in improving the level of service to members.

With regard to the relationship with FEPORT, **Mr. Heinonen** said that FEPORT had agreed to withdraw its previous request for a significant increase in its annual fee and negotiations were still underway with a view to improving the level of service provided to ECASBA in Brussels.

The meeting fully supported the concept of improving the level of service provided by both the London Secretariat and the Brussels representative office and the use of financial reserves for this purpose. On a show of hands Council **unanimously approved** the plan of action proposed by the Executive Committee.

## 12. External Relationships

Although neither the BIMCO nor Intertanko representatives were present at the meeting, the **President said** it was clear that relations between FONASBA and both bodies were very good. Both had sent representatives to the Annual Meeting and had made useful contributions to the discussion during the Liner & Port Agency and Chartering & Documentary committee meetings. **Mrs. Noer** said that she felt the relationships with both organisations could only continue to improve. The **President** advised that both he and **Mrs. Noer** would be attending the BIMCO General Meeting in Barcelona in late October.

## 13. Finance/Funding

The formal accounts of FONASBA for the year to June 30<sup>th</sup> 2003 had previously been circulated to all members and the **President** asked for comments from the meeting. With no comment having been received, and on a show of hands, the accounts to June 30<sup>th</sup> 2003 were **approved unanimously**.

The **General Manager** advised that the FONASBA auditors, messrs Whitmill Prescott of Bishop's Stortford, UK, being eligible to do so, had offered themselves for re-election. On a show of hands, the proposal to re-elect Whitmill Prescott as FONASBA auditors for the current financial year was **approved unanimously**.

The Executive Committee had proposed an increase of 2.5% in both FONASBA and ECASBA membership fees for the year July 1<sup>st</sup> 2004 to June 30<sup>th</sup> 2005 and details of the proposed new subscription levels had previously been circulated to member associations. No comment was made on the proposal and on a show of hands the proposal to increase FONASBA and ECASBA membership fees for 2004/5 by 2.5% was **approved unanimously**.

A draft budget for 2003/4 had been circulated previously. The **President** advised that progress on registering FONASBA for VAT in the United Kingdom was underway although, being a voluntary registration and with a significant refund due, it was taking time to conclude. He said the figures shown in the budget for the VAT refund for previous years and the current year were based on an analysis of previous expenditure so in practice the amounts received could differ from those shown. With no comment received from the meeting, and on a show of hands, the draft budget for 2003/4 was **approved unanimously**.

**14. Annual Meeting 2004/5**

**Messrs. Finkei** and **Szalma** gave a brief presentation on the 2004 Annual Meeting in Budapest and **Mr. Iigaki** confirmed that the Japanese association wished to host the 2005 meeting in Tokyo. He said a full presentation on the Tokyo Annual Meeting would be made during the Budapest meeting.

The **President** proposed that FONASBA formally endorse the offer to hold the 2005 Annual Meeting in Tokyo and on a show of hands the proposal was **approved unanimously**.

Representatives of Greece, Argentina and Morocco indicated their associations interest in hosting annual meetings and these were gratefully received. The **President** said that an increase in interest in hosting annual meetings was one beneficial side effect of the expanding FONASBA membership. He said the Executive Committee would consider the offers in conjunction with the host nations and respond in due course.

**15. Any Other Business**

**Mr. Penduroff** advised that since the last Annual Meeting the two associate members in Bulgaria, TNS and the Regional Association of Ship Brokers and Agents, Varna, had joined forces to establish the Bulgarian Association of Ship Brokers and Agents and confirmed this new body would be applying for full membership of FONASBA. He said that the ship broking and agency industries in Bulgaria were undergoing significant change and the support and assistance of FONASBA would be required to assist in the aims of improving the levels of service in these fields, increasing the knowledge and professional standards of staff and introducing better working practices.

The **President** assured him FONASBA was ready to assist in very possible way and also looked forward to receiving the formal membership application.

**16. Date and Place of Next Meeting**

The **President** advised that the next Council Meeting would take place in Budapest in October 2004, with the exact dates of the meeting to be confirmed in due course.

**17. President's Closing Remarks**

Before the **President** made his closing remarks, **Mr. Pérez-Maura** expressed the thanks of the Executive Committee and membership of FONASBA to him for his commitment to ensuring the continued expansion and efficient administration of the Federation, a view confirmed by applause from the delegates.

The **President** then thanked **Mr. Pérez-Maura** for his remarks but reminded those present that FONASBA was a team effort and to continue to develop it needed the fullest possible support of all member associations. He therefore asked all of those present to ensure that they played their part in the on-going development process. He also thanked **Mr. D'Orey** for his support over the past year and also acknowledged the significant contribution already being made by **Mr. Wood**.

Finally he once again thanked **Mr. Karacelik** and his team for a very enjoyable and well-organised meeting. **Mr. Karacelik** responded by thanking FONASBA for agreeing to hold the meeting in Istanbul. He said it had been a pleasure to act as host on this occasion.

**There being no further matters to discuss, the President brought the meeting to a close.**

**JCW/10.03**

**DELEGATES ATTENDING THE ISTANBUL ANNUAL MEETING FOR THE FIRST TIME**

<b>DELEGATE</b>	<b>ASSOCIATION</b>	<b>COUNTRY</b>
Mr. Patrick Campbell	Centro de Navegacion	Argentina
Mr. Rodolfo Garcia Piniero	Centro de Navegacion	Argentina
Mr. Aljenadro Wolf	Centro de Navegacion	Argentina
Mr. J.C. Ribiero Gomes	FENAMAR	Brazil
Mr. R.F. Machado	FENAMAR	Brazil
Mr. O. Casado	FENAMAR	Brazil
Mr. D. Pendjuoff	TNS/RASBA	Bulgaria
Mr. E. Kouzapas	Cyprus Shipping Association	Cyprus
Mr. A. Ellinas	Cyprus Shipping Association	Cyprus
Mr. G. Sarris	Cyprus Shipping Association	Cyprus
Mr. S. Angelopolou	Hellenic Federation	Greece
Mr. T. Theologitis	Hellenic Federation	Greece
Mr. P. Katsinas	Hellenic Federation	Greece
Mrs. T.K. Halldorsdottir	Associate Member	Iceland
Mr. A. Guadalupi	FEDERAGENTI	Italy
Mr. M. Gorgone	FEDERAGENTI	Italy
Mr. S. Plaisant	FEDERAGENTI	Italy
Mr. T. Saita	JAFTSA	Japan
Mr. A. Mantrach	APRAM	Morocco
Mr. O. Lazarashvili	ARMA	Russia
Mrs. B. Blomqvist	Swedish Shipbrokers Assn.	Sweden