

**MINUTES OF THE PLENARY MEETING OF
THE COUNCIL MEETING HELD AT
THE HILTON HOTEL, PUERTO MADERO
AT 2.00 p.m. ON FRIDAY, OCTOBER 12th 2007**

Present:

Mr. M.J.L. Froio	FONASBA President
Mr. T. Paulsen	President Designate
Mr. P.J. Wood FICS	Immediate Past President
Mr. C.P. Papavassiliou	Executive Vice President
Mr. P. Campbell	Vice President Americas
Mr. A. Mantrach	Vice President Africa
Mr. T. Iigaki	Vice President Asia
Mr. C. Génibrel	Vice President Europe/Chairman Liner & Port Agency Ctee.
Mrs. G.C. Noer	Chairman Chartering & Documentary Committee
Mr. A. Belmar da Costa	Acting Chairman ECASBA

In Attendance:

Mr. J.C. Williams FICS	General Manager
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Mr. R. Garcia Piñero	Argentina	Mr. R. Zuck	Israel
Mr. G. Hernandez	Argentina	Mr. U. Masucci	Italy
Mr. P. Marassi	Argentina	Mr. G-E Duci	Italy
Mr. M. Phillips	Australia	Mr. G. Masucci	Italy
Mr. L. Russell	Australia	Mr. M. Gorgoni	Italy
Mr. J. Hunter	Belgium	Miss. E. Masucci	Italy
Mr. G. Gordon Findlay	Brazil	Mr. V. Totorizzo	Italy
Mr. A. Zanin	Brazil	Mr. E. Itoh	Japan
Mr. J.E. Lopes	Brazil	Mr. M. Andrade Gomez	Mexico
Mr. M. Bonelli	Brazil	Mr. F. Bracamontes	Mexico
Mr. P.C. Rodrigues	Brazil	Mr. V. Banovic	Montenegro
Mr. J.C. Gomes	Brazil	Mr. M. Duin	Netherlands
Mr. M. Tudor	Croatia	Mr. J. van Zevenbergen	Netherlands
Mr. E. Kouzapas	Cyprus	Mr. H. Sander	Norway
Mr. A. Houtved FICS	Denmark	Mr. E. Bandelj	Slovenia
Mr. S. Lomberg	Finland	Mr. N. Warner	South Africa
Mr. R. Sandberg	Finland	Mrs. B. Blomqvist	Sweden
Mr. F. Le Bars	France	Mr. G. Wramfelt MICS	Sweden
Mr. K. Bültjer	Germany	Mr. R. Cooper	Uruguay
Mr. F. Naumann	Germany	Mrs. M. Collins	USA
Mr. J.A. Foord FICS	Great Britain	Mrs. J. Cardona	USA
Mr. B. Szalma	Hungary	Observers	
Mr. G. Knudsen	Intertanko	Mr. J. Contreras	Peru

Item

1. President's Welcome, Apologies for Absence

Action

The **President** welcomed those all present and thanked the representatives of Centro de Navegacion for having organised an excellent and enjoyable meeting.

The **General Manager** then listed all those delegates attending for the first time (list attached) and advised that apologies for absence had been received from Mr. Heinonen and the Bulgarian association.

2. **Minutes of the Last Meeting held Marrakech, November 3rd 2006**

With no comments having been received previously or made at the meeting, the minutes **were approved.**

3. **Matters Arising**

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

4. **Membership Report**

The **General Manager** summarised activity in this area since the last meeting including the resignations of Taiwan and Vietnam, the recent request for membership application information from the Lebanese Syndicate, the meeting with VRC in Rotterdam following the June Execom and the current situation in Greece and China.

Mr. Masucci advised that he now visited China regularly and offered to take on the role of liaising between FONASBA and CASA. As **Mr. Masucci** was President at the time of the initial visit to Beijing and therefore represented the “face” of FONASBA, it was felt his interventions would be of considerable benefit to the actions aimed at bringing CASA in to membership. His offer was therefore gratefully accepted and the **General Manager** undertook to brief **Mr. Masucci** ahead of his next visit.

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Mr. Masucci also advised that he had contacts with Albania through the recently formed Italian Adriatic Association and he would use these to promote FONASBA.

With regard to Greece, the **President** updated Council on his recent contacts with Mr. Pachoulis of the Hellenic Shipbrokers Association and his excellent reception on the occasion of the Hellenic Shipbrokers’ Forum.

The **President** then advised Council of the application for Full Membership that had been received from APAM of Peru. **Mr. Contreras** was asked to leave the room whilst Council voted on the application. With the application having been **approved unanimously**, **Mr. Contreras** was given a round of applause on his return to the meeting. He said that his association was very grateful to both CIANAM and FONASBA for their support and APAM looked forward very much to playing an active role in the activities of the Federation.

5. **FONASBA Quality Standard**

Before discussing the draft quality standard in detail, **Mrs. Cardona** gave a brief presentation on the need for charterers to vet agents.

The **General Manager** then reminded Council of the discussions at the Liner & Port Agency Committee Plenary meeting and the amendments that had been discussed and endorsed at that time. Following a brief discussion on the subject of quality standards – and in particular the initiative recently launched in Italy to approve agents in conjunction with RIN, the Italian classification society – Council voted **unanimously to approve** the amended draft standard. The **General Manager** thanked Council for its support and undertook to circulate the amended draft to all member associations immediately following the meeting (*Done*).

Mr. Papavassiliou suggested member associations should consider charging their members for vetting and approving their quality compliance and for issuing certificates, with the implication that the associations should then remit a proportion of the fees generated back to FONASBA. Whilst there was some support for this proposal, the general feeling was that this was a service to members and should therefore be undertaken free of charge.

Mr. Wramfelt said that he would be very happy to make reference to the quality standard – and highlight associations and members that achieved it – in the next edition of the Shipbrokers' Register and **Mr. Knudsen** said he would liaise with the **General Manager** in order to publicise the development amongst the INTERTANKO membership. Both were thanked for their offers.

6. Articles and By Laws Revision

A draft revision to By Law 4.2 had been circulated in advance and the **President** explained the reasoning behind the proposal and the need for two Nominating Committees. He also confirmed that the Executive Committee had agreed to extend the period for giving notice of nominations for election from within the membership (By Law 4.2.3, para. 1, lines 3 and 4) from one week to two. Council discussed the proposals at some length, following which the proposal was **approved by a majority decision**. The **General Manager** advised that with the current Nominating Committee having been elected to serve this current term, the new arrangements would only come into effect from the end of the Council Meeting in 2008 so would not influence the election of officers for 2008/10.

7. FONASBA Standard Port Agency Conditions

The **General Manager** reiterated the reasons behind the decision to add the two new paragraphs and also the substance of the discussion during the Liner & Port Agency Committee Plenary meeting on October 11th. As the document was a FONASBA Standard Document, approval from Council was sought to apply the changes. Council **unanimously approved the changes** as proposed.

8. External Relationships

The **General Manager** summarised the state of the relationships between FONASBA and other organisations. It was agreed that in order for FONASBA to function effectively it required close cooperation with all relevant international, regional and local organisations and authorities.

9. Finance and Funding

The formal accounts, draft budget for 2007/8 and a proposal for membership fees for 2008/9 had been circulated in advance.

Mr. Sander queried the significant discrepancy between actual membership fees received in 2006/7 and those projected for receipt in 2007/8. The **General Manager** explained that the formal accounts did not include the membership fees due from the Institute of Chartered Shipbrokers (as these were offset against office accommodation costs) whilst the budget did, that in 2007/8 both Brazil and Argentina would significantly increase their contributions to reflect the actual number of members in each association, that in 2006/7 a number of members had resigned without paying their fees – including Taiwan and Vietnam – and finally that the new members who had only paid pro-rata in 2006/7 were liable for full fees in 2007/8. He also added that the issue of budgeting for expected new members had been discussed at the February 2007 Execom and it had been agreed that, in order to give a realistic expectation of income, future budgets would be based on current membership income only.

Mr. Phillips enquired if FONASBA charged interest on outstanding membership fees. The **General Manager** said that the nature of FONASBA's membership precluded such an option.

With no further questions, Council **unanimously approved the formal accounts for 2006/7**.

With regard to the budget for 2007/8, **Mr. Sander** suggested that the format of the budget should mirror that of the accounts to allow close scrutiny of the performance against budget. The **General Manager** advised that it was his intention to align the two with effect from the current

financial year.

With no more questions, Council **unanimously approved the budget for 2007/8.**

The **General Manager** then explained the rationale behind the decision to propose a 4% increase in the basic FONASBA and ECASBA membership fees for 2008/9 and advised that this amounted to an overall increase of Euros 60.00 per FONASBA member and Euros 32.00 per ECASBA member. All other membership fees would remain unchanged.

Council **unanimously approved the membership fees for 2008/9.**

Finally, the **General Manager** reminded Council of the need to appoint auditors for 2007/8. He said messrs. Blain Pritchard were prepared to undertake the audit function again in 2007/8 and Council **unanimously re-appointed Blain Pritchard as auditors for 2007/8.**

10. Annual Meetings 2008/9

At the request of the **President, Mr. Tudor** (Croatia), and **Mr. Warner** (South Africa) made presentations on the 2008 and 2009 Annual Meetings. Both presentations were very well received. For the sake of good order, Council voted **unanimously to endorse the proposal by SAASOA** to hold the 2009 meeting in Cape Town.

11. Any Other Business

None.

12. Date and Place of Next Meeting

The **President** advised that the next meeting of the Council would be held in Opatija, Croatia, during the 2008 Annual Meeting, the exact date will be notified in due course

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

JCW/10.2007