

**MINUTES OF THE
COUNCIL MEETING HELD AT
THE TABLE BAY HOTEL CAPE TOWN
AT 9.30 am. ON FRIDAY, OCTOBER 9th 2009**

Present:

Mr. T.D. Paulsen	President
Mr. C. Génibrel	Executive Vice President
Mr. C.P. Papavassiliou	President Designate
Mr. M. Froio	Immediate Past President
Mr. A. Mantrach	Vice President Africa
Mr. P. Campbell	Vice President Americas
Mr. T Iigaki	Vice President Asia
Mr. G.J. Heinonen	Vice President Europe
Mrs. M. Collins	Chairman, Chartering & Documentary Committee
Mr. A. Belmar da Costa	Chairman, ECASBA
Mr. G. Gordon Findlay	Chairman, Liner & Port Agency Committee
Mr. B. Szalma	Vice Chairman Chartering & Documentary Committee
Mr. J.A. Foord FICS	Vice Chairman, ECASBA
Mr. M. Duin	Vice Chairman, Liner & Port Agency Committee

In Attendance:

Mr. J.C. Williams FICS	General Manager
------------------------	-----------------

Mr. R. Garcia Piñiero	Argentina	Ms. G. Reghellin	Italy
Mr. J. Dulce	Argentina	Mr. V. Totorizzo	Italy
Mr. G. Hernandez	Argentina	Ms. C. Cavallo	Italy
Mr. M. Phillips	Australia	Mr. G.E. Duci	Italy
Mr. L. Russell	Australia	Mr. M. Gorgoni	Italy
Mr. X. van Engelen	Belgium	Miss. T. Nomura	Japan
Mr. J. Hunter	Belgium	Mr. S. Ahardane	Morocco
Mr. L. Oliviera da Silva	Brazil	Mr. J.W. van der Huel	Netherlands
Mr. W. Rocha Junior	Brazil	Mr. K.F. Eriksen	Norway
Mr. J. Gomes	Brazil	Mr. A. Tablizo	Philippines
Mr. E. Adamczyk	Brazil	Mr. E. Bandelj	Slovenia
Mr. A. Zanin de Oliviera	Brazil	Mr. N. Warner	South Africa
Mr. J.E. Lopes	Brazil	Mr. P. Scannell	South Africa
Mr. N. Hristov	Bulgaria	Sñr. J. Fernandez	Spain
Capt. J. Karmelić	Croatia	Mrs. B. Blomqvist	Sweden
Mr. E. Kouzapas	Cyprus	Mrs. J. Cardona	USA
Mr. A. Houtved FICS	Denmark	Mr. M. Ogle	USA
Mr. E. Holma	Finland	Mr. A. Jamieson	ITIC
Mr. S. Lomberg	Finland	Mr. G. Wramfelt MICS	Shipbrokers' Register
Mr. B. J. Stokes FICS	Great Britain		
Mr. P.J. Wood FICS	Great Britain	Observers	
Mr. R. Zuck	Israel	Mr. B. Ingpen	
Mr. U. Masucci	Italy	Students from	
Mr. F. Carlini FICS	Italy	Simonstown School	

Item

Action

1. President's Welcome

The **President** welcomed all those present to this his first Council Meeting as President and also the 40th Anniversary Meeting of FONASBA, He also thanked **Mr. Warner** and his colleagues from the South African Association of Ship Operators and Agents for having organised such an excellent meeting. He then welcomed all those attending an Annual Meeting for the first time (*see list on page 5*), extending a particular welcome to **Mr. Tablizo** of the Philippines.

The **General Manager** said that apologies for absence had been received from Germany, Ireland, Mexico, INTERTANKO and personal apologies from messrs. Demeter and Tudor.

2. **Minutes of the Last Meeting held Opatija, October 17th 2008**

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

3. **Matters Arising**

None

4. **Annual Meeting 2011**

The **President** invited **messrs. Philips and Russell** of Shipping Australia Ltd., to make their presentation to host the Annual Meeting in 2011. Following the presentation on the draft programme and events schedule a short video was shown, after which the delegates indicated their full support for the **2011 Annual Meeting** being held in **Sydney, Australia** by a round of applause. The **President** thanked **messrs. Philips and Russell** for their presentation and said FONASBA looked forward to meeting in Sydney in two years time.

5. **President's Report**

The **President** said that his written report had been published in the Annual Report that had previously been despatch to all member associations and was available from the website (www.fonasba.com). He then highlighted the impact of the financial crisis on the first year of his Presidency, but also voiced his confidence that the agency and broking sectors would adapt and survive as they had done previously. Following a short summary of his visit programme for the past year, the **President** said that FONASBA still needed to raise its external profile and this was an issue the Executive Committee would be taking forward in the coming year. The significant expansion in Asia was extremely welcome and he congratulated all those involved for their efforts. Clearly increasing membership was a prime objective of FONASBA and so this would remain a major focus of activity for the coming year.

The Quality Standard was developing well, both in the number of associations applying for it and in its international recognition. He had hoped BIMCO would have given its endorsement at the Liner & Port Agency Committee meeting but he now hoped that would be forthcoming after BIMCO's Executive Committee meeting in November.

He also said he was very pleased with the way FONASBA had handled the DA-Desk issue as well as promoting the interests of the members, including within Europe, and this was a tribute to the efforts made by the various committees and working groups.

Concluding his remarks he thanked all those within FONASBA for their help and support over the previous year and pledged to continue to support their working over the next twelve months.

6. **Membership Report**

The four Regional Vice Presidents gave a brief resume of membership activity in their areas of responsibility over the past year.

Mr. Mantrach said he hoped that the newly formed Senegalese association would join as a Full member shortly, and another company in Tunisia would join as an Associate member.

Mr. Campbell said that he hoped that both Panama and Chile would soon apply for membership of FONASBA.

Mr. Iigaki thanked those responsible for assisting in bringing China and the Philippines into membership and said he hoped this would assist in encouraging other associations in the region to join. He was maintaining his canvassing activity and would be making much use of the Quality Standard and also the new booklet that the **General Manager** was in the process of finalising. (*Done, copy sent to all member associations Nov. 10*).

JCW

Given that ECASBA was responsible for operational issue in Europe, **Mr. Heinonen** said he viewed his role as both bringing new members into FONASBA and also reactivating those that had become less involved with the work of the Federation. Unfortunately both Lithuania and Romania had recently ceased membership as their associations had disbanded and this had reduced FONASBA's European coverage. As a guard against further contraction of the European membership, he had initiated contact with a number of landlocked countries with a view to establishing a forum, linked to FONASBA but not formally part of it, which would allow an exchange of views across the region in a similar manner to CIANAM. He said that were the forum to become a reality, Hungary would act as the bridge between FONASBA and the forum. A copy of Mr. Heinonen's report to Council is attached.

He also briefly mentioned the attendance by FONASBA at the Annual Meeting of the French association in June which all sides thought very useful. He therefore intended to undertake similar visits in the coming months and asked interested associations to extend an invitation to himself for FONASBA to attend a meeting of their association.

Assns.

Finally he referred to his European Membership survey – circulated previously – and asked all European associations to review the contents and notify any changes as appropriate.

Assns.

In an open discussion that followed, **Mr. Masucci** recommended that all associations try and increase the level of their attendance at the Annual Meeting as the events of the past week had shown there were major issues for FONASBA to confront and the support of the membership was vital. He also commended **Mr. Heinonen** for producing the European membership report. **Mr. Hunter** also commended the European report and asked when the other Regional Vice Presidents were going to undertake a similar exercise. **Mr. Phillips** said he hoped that Australia could participate in one of the Range Committees as his association wanted to play a more active role in FONASBA. **Mr. Masucci** also asked about developments in India. The **President** advised that India was now the first priority nation and FONASBA was in contact with FEDSAI and MANSA directly and the former association would be discussing the merits of applying for membership at its Executive Meeting in November. Full information had been passed to the association to inform their deliberations. **Mr. Masucci** recommended a visit by FONASBA to India and the **President** said this was under consideration. He also advised that **Mr. Iigaki** had excellent contacts within India and was already in contact with colleagues there.

**Reg.
VP's**

7. Finance and Funding

The formal accounts for 2008/9, draft budget for 2009/10 and the proposal to hold membership fees unchanged for 2010/11 had been circulated in advance.

On behalf of the **President**, the **General Manager** presented the formal accounts for the year to June 30th 2009. No comment was made on the formal accounts and on a show of hands they were **approved unanimously**.

The draft budget was also introduced and on request the General Manager clarified the content of a number of items. Following this, and on a show of hands the budget for 2009/10 was **approved unanimously**.

The proposal to hold membership fees for 2010/11 at the 2009/10 level was also **approved unanimously**.

The proposal to re-elect messrs. Blain Pritchard Ltd. as FONASBA's auditors for the current year was **approved unanimously**.

On the question of membership fees, **Mr. Hunter** said that it would be more transparent if a list of the membership fees paid by all associations was circulated to the membership. This suggestion generated a degree of concern amongst some members, with **Mr. Zuck** voicing his opposition on the grounds that this could lead to larger associations claiming increased influence within the organisation through enhanced voting rights etc. The **General Manager** reminded the meeting that other than a small number of associations that are paying **more** than the schedule

fee (and this was being eroded as overall membership fees increased) all other member associations were now paying fees strictly in accordance with the published fee scale. The **President** thanked both **Mr. Hunter** and **Mr. Zuck** for their views and said the Executive Committee would look at the issue at its next meeting.

Mr. Masucci said that the **General Manager** and **Executive Committee** had made good progress in regularising the membership fees, a duty they had been tasked to do by Council, and this would now stand the association in good stead for the future. Council should now allow the Executive Committee to manage the Federation's finances as appropriate and only seek the approval of Council for changes in subscriptions or for any additional actions that may be required.

On the issue of attendance at the ECASBA seminar, **Mr. Masucci** once again raised the issue of attendance. **Mrs. Blomqvist** asked if the registration fee for that event, when compared to the fee for the Annual Meeting, could be seen as a disincentive. **Mr. Belmar da Costa** said ECASBA would look at the issue and may offer some form of incentive for additional delegates through the registration fee.

ABdC

8. **External Relations**

The **General Manager** updated Council on the current excellent state of FONASBA's relationships with IMO, the European Commission, the Baltic Exchange, BIMCO, INTERTANKO, Intercargo and ITIC. Delegates suggested a number of possible other organisations with whom FONASBA should collaborate. On the question of enhanced cooperation with the freight forwarders and shippers associations, **Mr. Foord** said that this had been considered on a number of occasions previously but on many issues those associations has taken significantly differing viewpoints to FONASBA/ECASBA and so care was required in that direction.

The **President** reminded Council of the significantly improved relations with BIMCO over the past year (as indicated by the presence at this meeting and enthusiastic participation of **Mr. Larsen**) and said that he and **Mr. Houtved** held regular meetings with BIMCO management. As one of the foremost global maritime organisations who also represented FONASBA member's principals, it was necessary to remain on excellent terms with BIMCO. As a result, its approval for the FONASBA Quality Standard was important for the standing of the initiative and he would continue to press BIMCO to give its approval as soon as possible.

TDP

9. **Annual Meeting 2010**

Mr. Hristov updated the meeting on progress towards the 2010 Annual Meeting in Varna. He said the Melia Grand Hermitage hotel had been booked for the week 11 – 16 October and the programmes were now being put together. He thanked **Mr. Warner** and SAASOA for having hosted an excellent meeting this year and vowed to match it in 2010. He added that it was the intention of the Bulgarian association to invite a number of non-member associations from the region, including southern Russia, the Ukraine and Georgia to attend and would make particular efforts to secure attendance from Greece. Turkey would also be encouraged to be present.

The **President** thanked **Mr. Hristov** for his presentation and on behalf of Council said that everyone looked forward to an excellent meeting in Varna.

10. **Any Other Business**

None

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

The **President** advised the next meeting would be held in Varna, Bulgaria as part of the 2010 Annual Meeting.

There being no further business to discuss, the President brought the meeting to a close.
JCW/11.2009

DELEGATES ATTENDING FOR THE FIRST TIME

NAME	ASSOCIATION	NAME	ASSOCIATION
Mr. Eduardo Adamczyk	Brazil	Mr. Abraham Tablizo	Philippines
Mr. Ye Weilong	China	Ms. Thato Tsautse	South Africa
Mr. Qian Longjun	China	Mr. Paul Scannell	South Africa
Mr. Barry Stokes FICS	Great Britain	Mr. Grant Stevenson	South Africa
Ms. Gabriella Reghellin	Italy	Mr. Grant Gorton	South Africa
Ms. Tomoko Nomura	Japan	Sñr. Julio Fernández	Spain
Mr. Saad Ahardane	Morocco		

REPORT TO THE COUNCIL ON 9.10 2009 IN CAPE TOWN
REGIONAL VP EUROPE

The role of the a Regional VP is to deal with all matters concerning the Membership in his/her area. In particular, the VP should endeavour to increase Membership, to activate "quiet" Members and, in general, to be available and ready to support and advise Members if and when so required.

In the case of Region Europe the bulk of the activities is concentrated around and dealt with by ECASBA. I am grateful for having been invited, by ECASBA Chairman Antonio Belmar da Costa, to attend ECASBA meetings as an observer.

Since the Annual Meeting in Opatija there are no new European Members. We have lost Lithuania, due to the dire economic circumstances there.

In order to enlarge participation of Associations in countries adjacent to European inland waterways, the Executive Committee, at my suggestion, decided to create a "Forum of European Landlocked Countries' Shipbrokers and Agents" (FELCSA). The structure of this Forum is very light and informal and the Forum is expected to be active in matters relating to the development of inland waterways, but also in any matter of relevance to Members of FONASBA, ECASBA and the Forum. The Forum will not be a formal Member of FONASBA or ECASBA but will have access to documentation, have the right to participate at our meetings and functions but, obviously have no voting rights. There will be a nominal annual fee to cover costs. Hungary will act as co-ordinator and principal contact of the Forum. The Forum is expected to be up and running by the end of this year. The viability of the Forum will be reviewed before the end of 2012.

By the kind invitation of the Chairman and the Board of AMCF in France, the President, the Chairman of ECASBA, the General Manager and the Regional VP Europe had the opportunity to give a presentation about FONASBA/ECASBA at the Annual Meeting in Nice in June. The presentation was well received by the participants, some 40 of them, and a lively discussion ensued. I believe this is a useful and working formula which we will endeavour to take to other National Associations, too. An action plan will be developed and Members contacted in due course. Please do not hesitate to get in touch with myself or my colleagues should you want to discuss and develop such a meeting with your Association.

You have all received the "European Members Survey 2009" which was produced to share information about European Members – not only among themselves but among the entire FONASBA Membership. As this is the first attempt I would very much welcome comments and suggestions and also

urge you to keep the survey updated, i.e. to inform the Secretariat of all occurring changes

I look forward to another year of service and hope that you will let me know what I can do for you and for your Members.

Cape Town, 9.11 2009
Gunnar J Heinonen