

**MINUTES OF THE
COUNCIL MEETING HELD AT
THE MELIA GRAND HERMITAGE HOTEL, VARNA
AT 2.30 p.m. ON FRIDAY, 15th OCTOBER 2010**

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. 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
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Mr. R. Garcia Piñiero	Argentina	Mr. G. Ranalli	Italy
Mr. J. Dulce	Argentina	Mr. G. Masucci	Italy
Mr. G. Hernandez	Argentina	Ms. C. Cavallo	Italy
Mr. L. Russell	Australia	Mr. G.E. Duci	Italy
Mr. R. von Söhsten	Brazil	Mr. M. Gorgoni	Italy
Mr. L. Oliveira da Silva	Brazil	Ms. T. Nomura	Japan
Mr. W. Rocha Junior	Brazil	Mr. T. Saita	Japan
Mr. N. Hristov	Bulgaria	Mr. J.W. van der Heul	Netherlands
Mr. I. Demirov	Bulgaria	Mr. M. Andrade Gomez	Mexico
Mr. Qian Longjun	China	Mr. J. Arriaga Vega	Mexico
Ms. Xin Sun	China	Mr. E. Pinzas Vidmar	Mexico
Capt. J. Karmelić	Croatia	Mr. J. Cutbara Parra Mendoza	Mexico
Mr. M. Tudor	Croatia	Mr. V. Banovic	Montenegro
Mr. P. Christodoulou	Cyprus	Mr. K.F. Eriksen	Norway
Mr. A. Houtved FICS	Denmark	Mr. L.P. Storfjord	Norway
Mr. J. Vikstrom	Finland	Mr. E. Bandelj	Slovenia
Mr. S. Lomberg	Finland	Mr. N. Warner	South Africa
Mr. K. Bültjer	Germany	Sñr. J. Fernandez	Spain
Mr. B. J. Stokes FICS	Great Britain	Mrs. B. Blomqvist	Sweden
Mr. P.J. Wood FICS	Great Britain	Mr. B. Tonguc	Turkey
Mr. P. Demeter	Hungary	Mrs. J. Cardona	USA
Mr. R. Zuck	Israel	Mr. T. Roberts	USA
Mr. U. Masucci	Italy	Mr. S. Larsen	BIMCO
Mr. F. Carlini FICS	Italy	Mr. G. Knudsen	INTERTANKO
Ms. G. Reghellin MICS	Italy	Mr. A. Jamieson	ITIC

Item

Action

1. President's Welcome

The **President** welcomed all those present to the Council Meeting, with a specific mention to all those attending an Annual Meeting for the first time (*see list on page 5*), and extended a particular welcome to **Mr. Qian** and **Ms. Sun** from China and **Mr. Tonguc** from Turkey. He said that the associations present represented more than 60% of the total FONASBA membership, which was an excellent attendance. Apologies for absence had been received from Mr. Campbell of Argentina.

The **President** also thanked **Mr. Hristov** and **Mr. Demirov** of BASBA for having organised a perfect meeting.

2. **Minutes of the Last Meeting held Cape Town, 9th October 2009**

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

3. **Matters Arising**

Mr. Russell proposed that a new range committee be established within FONASBA to cover the current membership and anticipated expansion in the Far East and Oceania. He suggested this could cover the Pacific Rim and Indian Ocean regions and asked the Executive Committee to consider this request at its next meeting. The **President** thanked **Mr. Russell** for his suggestion and confirmed it would be on the agenda for the next Executive Committee meeting.

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4. **Annual Meeting 2012**

The **President** invited **Mr. Masucci** and his colleagues from FEDERAGENTI and the Port of Venice to make their presentation to host the Annual Meeting in 2012. Following the presentation the delegates indicated their full support for the **2012 Annual Meeting** being held in **Venice** by a round of applause. The **President** thanked **Mr. Masucci** and his colleagues for their presentation and said FONASBA looked forward to meeting in Venice in two years time.

8. **Annual Meeting 2011**

The **President** then brought forward agenda item 8 and asked **Mr. Russell** to update the meeting on progress towards the 2011 meeting in Sydney. Apologising for the absence of Shipping Australia Chairman Mr. Phillips, **Mr. Russell** confirmed that all the arrangements were now in place for the meeting beginning the week commencing 10th October 2011. Sufficient sponsors had been confirmed to allow the registration fees to be held at the same levels as indicated previously but any major shift in the exchange rate between the Euro and the Australian dollar could result in the fees to be revised. Shipping Australia was confident, however that this issue would not arise.

Whilst discussing future Annual Meetings, **Mr. Carlini** said that in even dated years the second week in October clashed with a major forest products conference and he asked that consideration be given to another date for the FONASBA Annual Meeting in such cases.

The **President** thanked **Mr. Russell** for his report and said delegates thoughts were already turning towards to the Sydney meeting. With regard to **Mr. Carlini's** request, he said the Executive Committee would note this and discuss with future hosts.

5. **Membership Reports**

Before asking the Regional Vice Presidents to report on membership activity, the **President** took the opportunity to address the meeting.

He said that FONASBA's actions to increase its profile, both within the shipping industry and without, had begun to take effect with an increased awareness of the Federation becoming noticeable during his travels over the past year. More required to be done, however, but he was aware of the resource limitations available for this task. He was certain, however, that the excellent forward momentum would be continued. A press release would be issued immediately following this meeting and he hoped that all members would distribute same widely amongst the local maritime press and their members. Overall, the recent membership increases, including China, the Philippines and in Turkey, were very welcome and he looked forward to a positive outcome to the two ballots being held later in this meeting.

Further support from member associations and their member companies for the Quality Standard was vital, he said, in order to ensure this initiative had the maximum impact on the shipping industry. In closing, he said that FONASBA was making excellent progress but needed to look at developing additional strategies for specific issues. Amongst these was the need to try and encourage landlocked countries to join and participate in the Federation's activities and **Mr.**

Heinonen would speak further on this in his report.

He then asked **Mr. Belmar da Costa** to summarise the ECASBA Plenary meeting held on Tuesday, 12th October. *(A copy of the minutes of that meeting has been circulated previously).* Following this brief summary, **Mr. Masucci** reiterated his concerns that having ECASBA effect its relations with the European Commission and other bodies from London should only be a short to medium term solution with a full representative office in Brussels being the long term aim.

The **President** then invited the Regional Vice Presidents to report on membership activity in their regions.

Africa: **Mr. Mantrach** mentioned the return of Dubai to Full membership and thanked the **President** for his contribution to this effort through his meeting with the President of the Dubai association. He said the presence of Dubai in FONASBA was vital to expanding FONASBA's membership in the Gulf Region. In addition, FONASBA was in contact with the association in Qatar following an approach for Associate Membership from the local GAC office. The **President** would be visiting Doha in November to follow this up. Actions to bring other associations in the Middle East into membership, including Jordan and Lebanon, were continuing.

Asia: **Mr. Iigaki** said that following the recent success in bringing China and the Philippines in to membership – and the ballot for Indonesia to take place at this meeting – he had concentrated his efforts on former members Korea and Vietnam, as well as Thailand and he had visited all three with the **President** in recent months. All three associations appeared very interested in FONASBA, with particular emphasis on the benefits of the Quality Standard. **Mr. Iigaki** would remain in close contact with all three associations, as well as others in the region, and report back.

Europe: **Mr. Heinonen** reported that in the past year, Malta had upgraded its membership from Associate to Full following a visit by himself and **Mr. Papavassiliou**, the Turkish Shipbrokers' Association had been elected to membership and a third potential member from that country, the Maritime Association of Shipowners and Agents, would be balloted later in this meeting. Regrettably his initiative to encourage landlocked countries to join had not generated sufficient interest to make it viable, although the offer remained open and he would maintain a watch for potential new members. He advised that the Executive Committee had proposed offering landlocked countries a 50% reduction in membership fees, this being subject to ratification by this meeting. A copy of **Mr. Heinonen's** report is attached to these minutes.

The Americas: **Mr. Rocha** referred back to the CIANAM Range report given to the Liner & Port Agency Plenary meeting the previous day and reaffirmed efforts were being made to bring Chile into membership shortly. He also confirmed that CIANAM was stepping up its efforts to ensure other members of that association also joined FONASBA at the earliest opportunity.

The **General Manager** then updated the meeting on efforts to bring the Indian association, FEDSAI, into membership. These could be best described as “ongoing”.

The **President** then sought Council's approval to grant a **50% reduction in the applicable FONASBA and ECASBA membership fees, as appropriate, for landlocked countries.** There being no adverse comments voiced by Council, **this proposal was approved.**

The meeting was then asked to vote in a secret ballot to elect both the Indonesian Ship Agents Association of Jakarta and the Maritime Association of Shipowners and Agents of Istanbul to Full Membership. The **General Manager** instructed the delegates in the correct voting procedure and the votes were collected, scrutinised and counted by **Mr. Jamieson**, assisted by **messrs. Larsen and Knudsen**. Following completion of the process, **Mr. Jamieson** announced that both associations had been elected unanimously. The **President** said both associations would be notified immediately. *(Done)*

6. Finance and Funding

The formal accounts for 2009/10, draft budget for 2010/11 and the proposal to hold membership fees unchanged for 2011/12 had been circulated in advance.

On behalf of the **President**, the **General Manager** presented the formal accounts for the year to June 30th 2010. **Mr. Foord** asked why the detailed breakdown on membership fees paid by association, requested the previous year by Belgium had not been circulated. The **President** advised that with all associations now paying strictly in accordance with the fee schedule, there was no reason for this information to be provided. With no further comment forthcoming on the formal accounts, Council was asked to vote and, on a show of hands, **approved the accounts unanimously**.

The draft budget was also introduced and on request the General Manager clarified the content of a number of items. **Mr. Karmelic** asked why, if FONASBA was going to increase its PR activities, no provision had been made for this in the budget. The **President** advised that the exact nature of the activities in this area remained to be determined and once this was agreed an item would appear in the 2011/12 budget. It was also confirmed that the increase in membership income was due solely to the increased number of Federation members. **Mr. Masucci** enquired as to the reasons behind the significant increase in salaries. In reply the **President** advised that this was due to an adjustment of the **General Manager's** salary and benefits to a level broadly commensurate with those in other similar bodies. With no further questions, and on a show of hands, the budget for 2010/11 was **approved unanimously**.

The proposal to hold membership fees for 2011/12 unchanged at the 2009/10/11 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**.

7. 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.

9. Any Other Business

Mrs. Blomqvist reported on the excellent Secretaries meeting held the previous evening. She said a number of issues relating to the administration of member associations had been discussed and a survey to quantify those issues would be issued after the meeting, the results being circulated later in the year. It was hoped that making the meeting a permanent fixture at the Annual Meeting may encourage other associations to participate. The **President** thanked **Mrs. Blomqvist** and **Mrs. Cardona** for having coordinated the meeting and said he looked forward to further progress on the issues under discussion. *(The minutes of this meeting have been circulated previously).*

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The **General Manager** then updated Council on the reasons behind the impending office move and gave details of the new accommodation at the Baltic Exchange. The **President** said this opened a new chapter in FONASBA's ongoing development and should allow it to function more effectively in the future, especially as the new office could accommodate another staff member when the opportunity arose.

10. Election of Officers 2010/12

The **President** reminded Council that the nominations for officers put forward by the Nominating Committees had been sent to all members associations in conformity with the schedule laid down in the By Laws. As no other nominations had been received from the membership there was no need for a secret ballot. He then read out the names of the nominees and asked Council to signal their election by acclamation, which it did. The **President** therefore confirmed that the nominees were **elected to serve on the FONASBA Executive Committee for the coming two years**. The Committee Vice Chairmen would be nominated by the

Chairmen in due course and the membership advised.

The President then thanked the Executive Committee, the **General Manager** and the membership for their help, friendship and support over the past two years and asked them all to give the same support to **Mr. Papavassiliou** during his term as President. He also thanked **Mr. Froio**, who was stepping down from the Executive Committee at this meeting, for his dedication to FONASBA during his time as an officer. He then handed the meeting over to **Mr Papavassiliou**.

The newly elected **President** thanked Council for having elected him and said he looked forward to the challenges ahead. He said that **Mr Paulsen** and previous Presidents had set the bar very high but he was confident that with the support of the Executive Committee and the members he could maintain the upward progress of FONASBA. Much remained to be done, he said, but he was looking forward to the challenge.

11. Date and Place of Next Meeting

The **President** advised the next meeting would be held in Sydney, Australia as part of the 2011 Annual Meeting.

There being no further business to discuss, the President brought the meeting to a close.
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DELEGATES ATTENDING FOR THE FIRST TIME

Gabrielle Rocha	Brazil	Ms. Sun Xin	China
Ricardo von Söhsten	Brazil	Panayotis Christodoulou	Cyprus
Ivan Demirov	Bulgaria	Jan Vikström	Finland
Yuri Stankov	Bulgaria	Guisseppi Ranalli	Italy
Kosyo Angelov	Bulgaria	Taishi Saita	Japan
Diyani Chekelov	Bulgaria	Jesús Cutberto Parra Mendoza	Mexico
Capt. Nikolay Tsonev	Bulgaria	Estenio Pinzas Vidmar	Mexico
Atanas Andreev	Bulgaria	Nikola Banovic	Montenegro
Krasen Georgiev	Bulgaria	Lars Petter Storfjord	Norway
Georgi Pehlivanov	Bulgaria	Bahadir Tonguc	Turkey
Mrs. Milena Pehlivanov	Bulgaria	Kenan Turkantos	Turkey
Plamen Georgiev	Bulgaria	Thomas Roberts	USA