

**MINUTES OF THE
COUNCIL MEETING HELD AT
THE PALAZZO DUCALE
VENICE
AT 1.30 p.m. ON FRIDAY, 12th OCTOBER 2012**

Present:

Mr. C. Papavassiliou	President
Mr. C. Génibrel	Executive Vice President
Mr. T.D. Paulsen	Immediate Past President
Mrs. M. Collins	President Designate/Chair, Chartering & Documentary Committee.
Mr. A. Mantrach	Regional Vice President for Africa
Mr. P. Campbell	Regional Vice President for the Americas
Mr. T. Iigaki	Regional Vice President for Asia
Mr. G.J. Heinonen	Regional Vice President for Europe
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. B.J. Stokes FICS	Vice Chairman, ECASBA
Mr. J.A. Foord FICS	Vice Chairman, Liner & Port Agency Committee

In Attendance:

Mr. J.C. Williams FICS	General Manager
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Mr. R. Garcia Piñero	Argentina	Mr. G-E. Duci	Italy
Mr. J. Dulce	Argentina	Mr. V. Totorizzo	Italy
Mr. G. Hernandez	Argentina	Mr. T. Saita	Japan
Mr. S. Diaz Mathé	Argentina	Mr. C. Bennett Lira	Mexico
Mr. L. Russell	Australia	Mr. V. Banovic	Montenegro
Mr. E. Vanfleteren	Belgium	Mr. T. Lund	Norway
Mr. M.J.L. Froio	Brazil	Mr. K.F. Eriksen	Norway
Mr. J.A. Pereira	Brazil	Mr. L. P. Storfjord	Norway
Mr. A. Zanin	Brazil	Mr. J. Contreras	Peru
Ms. M. Lachmann	Brazil	Mr. S. Zaconeta Torres	Peru
Mr. W. Rocha Jnr.	Brazil	Mr. A. Tablizo	Philippines
Mr. B. Lettieri	Brazil	Mr. O. Burmester	Portugal
Mr. M. Dos Santos	Brazil	Mr. E. Bandelj	Slovenia
Capt. N. Hristov	Bulgaria	Mr. N. Warner	South Africa
Capt. J. Karmelić	Croatia	Mr. J. Fernandez	Spain
Mr. A. Houtved FICS	Denmark	Mrs. B. Blomqvist	Sweden
Mr. J. Vikström	Finland	Mr. K. Turkantos	Turkey
Mr. S. Lomberg	Finland	Mr. W. Stewart	USA
Mr. C. Bele	France	Mrs. J. Cardona	USA
Mr. A. Gourdon	France	Mr. A. Jamieson	ITIC
Dr. A. Geisler	Germany	Observers	
Mr. B. Szalma Jnr.	Hungary	Mr. H. Ben Sedrine	Tunisia
Dr. Y. Sebba	Israel	Mr. W. Dziri	Tunisia
Mr. U. Masucci MICS	Italy	Mrs. M. Dziri	Tunisia
Mr. F. Gallo	Italy	Mr. A. Bouricha	Tunisia

This meeting was undertaken in compliance with FONASBA's Anti-Trust and Competition Policy and at no time were any discussions undertaken in relation to: fixing of terms, prices or rates, matters relating to particular customers or suppliers, boycotting or black listing particular customers or suppliers, dividing markets or customers or otherwise seeking to distort competition

Item**Action****1. President's Welcome**

The **President** welcomed all those present to the 2012 Council Meeting and thanked FEDERAGENTI securing such an impressive venue. He also extended a particular welcome to those delegates attending for the first time and to the representatives of CSNCN of Tunis, whose application for membership would be considered later during this meeting. The **General Manager** said that apologies for absence had been received from the Irish association and from delegates Eleftherios Kouzapas of Cyprus, whose e-mail was read to the meeting, and Göran Wramfelt of the Shipbrokers Register.

The **President** asked the meeting to observe a minute's silence in memory of the former President of the Israeli association, Rueven Zuck, who had passed away earlier in 2012.

The **General Manager** reminded those present that the meeting was being held in accordance with FONASBA's Anti Trust and Competition policy (see above).

2. Minutes of the Last Meeting held Sydney, 14th October 2011

With no comments having been received, the minutes **were approved**.

3. Matters Arising

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

4. Membership Ballot – CSNCN Tunisia

The **General Manager** explained the voting procedure, distributed ballot papers to the eligible delegations and introduced Mr. **Jamieson** as the scrutineer. Ballot papers would be collected, and the result announced, later in the meeting.

5. Annual Meeting 2014

Mrs. **Blomqvist**, representing the Swedish association, the only applicant for the 2014 Annual Meeting, gave a short presentation on the proposed venue (the Carlton Post Hotel in Gothenburg) and dates (6th – 10th October 2014) for the meeting together with some suggestions for the partners programme. The **President** advised the meeting that the ECASBA delegation attending the 2012 European Maritime Day event in Gothenburg had stayed at the proposed hotel and so could attest to its suitability for the Annual Meeting. At the end of the presentation the proposal to **hold the 2014 Annual Meeting in Gothenburg as guests of the Swedish Shipbrokers' Association**, was put to a vote and **approved unanimously**.

6. Membership Report

Written reports from messrs. **Heinonen** and **Mantrach** had been tabled and that from the **General Manager** had been circulated in advance. All three were summarised at the meeting and copies are attached to these minutes.

Mr. **Iigaki** reported on the establishment of the Westpac and Indian Ocean range committee and thanked the Chairman, Mr. **Russell**, and those members present for their efforts to expand FONASBA membership in the region and he congratulated the Philippine Association on its promotion to Full Membership. He then raised the issue of the Indonesian association's ongoing failure to settle membership fees since their election in October 2010. Both he and the **General Manager** had been in regular contact with the association but no responses had been received. In August he had notified the association that unless the outstanding funds were received by the start of the meeting, its conduct would be reported to Council with a view to seeking approval to expel Indonesia from FONASBA. No funds had been received and so the proposal to **withdraw membership from the Indonesian Shipping Agents Association** was put to Council and was **approved unanimously**. The **General Manager** was therefore instructed to notify Indonesia of the decision of Council as soon as possible (*done*).

Mr. **Campbell** said that he himself and CIANAM had continued to promote FONASBA in the Americas and said he was confident that a number of new applicant members would come forward in the short term. He said that holding an extraordinary meeting of CIANAM in

conjunction with the FONASBA Annual Meeting in Lima would allow those members of CIANAM that were not yet members of FONASBA to gain first-hand experience of the issues covered, and actions being taken, by FONASBA and he was certain this would prove very beneficial in increasing membership in the region. He also announced that his nominated successor as Regional Vice President for the Americas, Mr. **Dulce**, had been elected as President of CIANAM.

The President thanked all those who had provided reports for their efforts in maintaining and expanding FONASBA's membership and on behalf of all those present congratulated Mr. **Dulce** on his election as President of CIANAM

7. **Finance/Funding**

The **General Manager** opened the discussion on the formal accounts for 2011/12 which had been circulated previously. As there were no questions the **President** proposed that **the accounts for 2011/12 be approved** and on a show of hands **the motion was carried unanimously**.

Mr. **Masucci** asked why no analysis of the accounts for 2011/12 against the budget had been provided. In reply, the **General Manager** said that this had not been done for some years, although it could certainly be reinstated for 2012/13. The **President** said that henceforth this analysis would be provided and asked the **General Manager** to take note for the next Council Meeting. (*Done*).

The **General Manager** then presented the draft budget for 2012/13. Following a brief discussion, the **President** proposed that **the budget for 2012/13 be approved** and on a show of hands **the motion was carried unanimously**.

The proposal to **hold membership fees unchanged for 2013/14** was also put to Council and on a show of hands **was carried unanimously**.

Finally, the **General Manager** advised that FONASBA's auditors, messrs Blain Pritchard, had once again offered their services and it was **proposed that they be reappointed for 2012/13**. On a show of hands the proposal **was carried unanimously**.

8. **Articles and By Laws Revision**

The **General Manager** reminded the meeting of the need to amend the Articles and By Laws in order to allow for the election (if approved) of the Vice President for Education and that the proposed amendment had been circulated previously. For the avoidance of doubt he read the proposed wording to Council, following which the **President** proposed the **amendment be approved**. On a show of hands the proposal was **approved unanimously**.

Membership Ballot CSNCN

Following scrutiny, Mr. **Jamieson** announced that CSNCN had been **elected unanimously**. The **President** welcomed CSNCN to FONASBA and said he looked forward to their active participation in its activities. Mr. **Ben Sedrine** thanked the meeting for their unanimous support and said the association would indeed participate enthusiastically in FONASBA's activities. He also expressed particular thanks to Mr. **Gourdon** of the French association for suggesting CSNCN join FONASBA and to Mr. **Mantrach** for his ongoing support and encouragement during the application process.

9. **FONASBA Development Issues**

The **President** introduced a discussion on the current development issues being undertaken by FONASBA, and specifically the PR campaign with Navigate, the employment of the Administrative Assistant for the London Secretariat and the new website.

With regard to the **PR campaign**, he said that overall the Executive Committee was pleased with the results and the press releases issued to date had certainly enhanced FONASBA's public profile. It had been agreed, however, that Navigate needed to be rather more pro-active, instead

of reactive as they had been to date. The Committee had agreed, however, that the contract, which had expired at the end of September, should be continued.

The appointment of Amanda Thomas as **Administrative Assistant** to the **General Manager** was proving very successful. She had been introduced to the Execom at the June meeting and the **General Manager** confirmed that she would be playing an increasingly active role in the organisation in the coming months. As well as the duties traditionally required of the role, the **General Manager** said that Miss Thomas would assume responsibility for maintaining the new website and in due course would also take the minutes of meetings held in London and possibly elsewhere.

Moving on to the **website**, the **General Manager** gave a brief demonstration of the new version and overall Council felt it was a major improvement on the preceding version. It was agreed that the site would henceforth become the main information hub for the Federation and that the content would be expanded and enhanced in the coming months. Following Council's approval, the **General Manager** was instructed to take the site live on Monday 15th October. (*Done*).

10. **FONASBA Handbook**

Mr. **Campbell** gave the meeting an update presentation on the Handbook project (copy attached). He said that at the time of the meeting all but seven FONASBA member associations had provided country data and the editor of the book was in touch with the outstanding associations in order to obtain the required information.

He then detailed the anticipated rates and terms for advertising based on each country taking a minimum of four pages, sub-divided as necessary. A presentation to assist associations to sell the required volume of advertising would be distributed early in 2013. Mr. **Campbell** stressed that securing sufficient advertising revenue was vital to the success of the project – and thus to enable FONASBA to obtain as much income as possible – and therefore encouraged all national associations to be proactive in this regard.

With regard to the cost of the book, he said the published price was expected to be US\$50.00 per copy, but member associations could obtain it for US\$35.00 per copy.

The **President** thanked Mr. **Campbell** for his presentation and reiterated the importance of this project to FONASBA's future and therefore the need for all member associations to actively support it in their own organisations.

11. **External Relations**

At the request of the **President**, the **General Manager** confirmed that relations between FONASBA (and ECASBA) and other relevant industry bodies were excellent. He said that once again BIMCO, INTERTANKO and ITIC had been present at the meeting and the presence of Dimitrios Theologitis, Patrick Verhoeven and Alfons Guinier at the ECASBA Plenary earlier in the week demonstrated that relations with the European Commission and other European associations were also very strong, a point endorsed by Mr. **Belmar da Costa**. The **General Manager** also said that the Federation was continuing to play an active role within IMO on relevant issues and further that WCO and FONASBA were in the process of updating their Memorandum of Agreement with a view to fostering even closer ties in the future. He added that FONASBA and ECASBA would ensure these relationships were maintained at the highest level and further that others would be developed as necessary to ensure FONASBA remained fully connected to the global maritime sector.

12. **Annual Meeting 2013**

Contreras and Zaconeta Torres made a presentation to Council on the 2013 Annual Meeting in Lima which was well-received. (*Post meeting note: Following concerns regarding the clash of dates between the Lima meeting and the Eisbeinessen dinner in Hamburg – which would affect a number of associations - the Lima meeting dates have now been amended to 21st – 26th October inclusive*).

13. Election of Officers 2012/14

Prior to the election of officers, the **President** addressed Council and a copy of his speech is attached to these minutes.

The **General Manager** then reminded the meeting that the candidates for officers for 2012/14 as proposed by the Nominating Committees had been circulated to the membership in advance of the meeting as required in the By Laws and further that no competing candidates had subsequently been put forward by the membership. Accordingly, and in compliance with By Law 4.2.3, he said that no vote on the nominations was required and the candidates would be approved by acclamation, which they subsequently were. The **General Manager** then confirmed that the incoming President, Mrs. **Collins**, would formally assume the role at the Gala Dinner that evening. The **President** congratulated Mrs **Collins** and the newly elected members of the Committee and said that he looked forward to working with them during the coming term.

Following the election of officers, Mrs. **Collins** addressed Council. She thanked all those present for endorsing her candidature and said that she would be relying on their support, and that of the new Executive Committee, during her term of office. She also thanked the outgoing Committee Members, messrs **Campbell**, **Génibrel** and **Paulsen**, for their commitment to the Federation and invited them all to remain active in FONASBA in the coming years.

The **President** then announced the award of **Honorary Membership of FONASBA** to Immediate Past President **Tonny Paulsen**. In making the award, which had the full and enthusiastic support of all the associations present in Venice, the **President** said that it recognised the significant contribution made by Mr. **Paulsen** to the development of FONASBA during his time on the Executive Committee. The award was greeted with a spontaneous and extended standing ovation from the delegates. Ahead of receiving his Honorary Member's medal at the Gala Dinner, Mr. **Paulsen** thanked all those present for granting him the award, which he was very honoured to receive.

14. Any Other Business

None

15. Date and Place of Next Meeting

The **President** advised that the next Council Meeting of FONASBA would take place on 25th October 2013 in Lima, Peru.

There being no further business to discuss, the President brought the 2012 Council Meeting to a close.

JCW/01.2013