

**MINUTES OF THE
LINER & PORT AGENCY COMMITTEE PLENARY MEETING HELD AT
THE DANIELI HOTEL
VENICE**

AT 9.00 a.m. ON THURSDAY, 11th OCTOBER 2012

Present:

Mr. G. Gordon Findlay	Chairman
Mr. C. Papavassiliou	President FONASBA
Mr. J.A. Foord FICS	Vice Chairman

In Attendance:

Mr. J.C. Williams FICS	General Manager
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Mr. R. Garcia Piñiero	Argentina	Mr. S. Carlini	Italy
Mr. J. Dulce	Argentina	Ms. L. Maitiello	Italy
Mr. G. Hernandez	Argentina	Mr. M. Pica	Italy
Mr. P. Campbell	Argentina	Mr. A. Banchemo	Italy
Mr. S. Diaz Mathé	Argentina	Mr. A. Negri	Italy
Mr. L. Russell	Australia	Ms. A. Autuori	Italy
Mr. E. Vanfleteren	Belgium	Ms. C. Villa	Italy
Mr. X. van Engelen	Belgium	Mr. A. Archibulgi	Italy
Mr. A. Zanin	Brazil	Mr. M. Francesco	Italy
Mr. M. Froio	Brazil	Ms. L. Mastellone	Italy
Mr. W. Rocha Jnr.	Brazil	Mr. E. Zerbi	Italy
Mr. B. Lettieri	Brazil	Ms. F. Archibulgi	Italy
Mr. M. Dos Santos	Brazil	Mr. T. Iigaki	Japan
Ms. M. Lachmann	Brazil	Mr. T. Saita	Japan
Mr. J.A.Q. Pereira	Brazil	Mr. C. Bennett Lira	Mexico
Capt. N. Hristov	Bulgaria	Mr. V. Banovic	Montenegro
Capt. J. Karmelić	Croatia	Mr. A. Mantrach	Morocco
Mr. T.D. Paulsen	Denmark	Mr. T. Lund	Norway
Mr. A. Houtved FICS	Denmark	Mr. K.F. Eriksen	Norway
Mr. G.J. Heinonen	Finland	Mr. L. P. Storfjord	Norway
Mr. J. Vikström	Finland	Mr. J. Contreras	Peru
Mr. S. Lomberg	Finland	Mr. S. Zaconeta Torres	Peru
Mr. C. Bele	France	Mr. A. Tablizo	Philippines
Mr. C. Génibrel	France	Mr. O. Burmester	Portugal
Mr. A. Gourdon	France	Mr. A. Belmar da Costa	Portugal
Mr. B.J. Stokes FICS	Great Britain	Mr. M. Thoumas	Senegal
Mr. B. Szalma	Hungary	Mr. E. Bandelj	Slovenia
Mr. B. Szalma Jnr.	Hungary	Mr. N. Warner	South Africa
Dr. Y. Sebba	Israel	Mr. J. Fernandez	Spain
Mr. U. Masucci MICS	Italy	Mrs. B. Blomqvist	Sweden
Mr. F. Gallo	Italy	Mr. K. Turkantos	Turkey
Mr. G-E. Duci	Italy	Mrs. M. Collins	USA
Mr. V. Totorizzo	Italy	Mr. W. Stewart	USA
Mr. F. Carlini FICS	Italy	Mrs. J. Cardona	USA
Ms. G. Reghellin MICS	Italy	Mr. S. Larsen	BIMCO
Ms. L. Tropa	Italy	Ms. M. White	INTERTANKO
Ms. C. Carvallo	Italy	Mr. A. Jamieson	ITIC
Mr. M. Furlanetto	Italy	Observers	
Mr. N. Bezzi	Italy	Mr. H. Ben Sedrine	Tunisia
Mr. G. Masucci	Italy	Mr. A. Bouricha	Tunisia
Ms. E. Masucci	Italy		

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
<p>1. President's Welcome, Chairman's Opening Address The President and Chairman welcomed all those present to this Plenary meeting, particularly the Young Members, those delegates attending for the first time and to the Tunisian Ship Agents Association, CSNCN, participating as observers.</p> <p>The General Manager reminded those present that the meeting was being held in accordance with FONASBA's Anti-Trust and Competition Policy, which was read out for the avoidance of doubt.</p>	
<p>2. Minutes of the Last Meeting held Sydney, 13th October 2011 With no comments having been received, the minutes were approved.</p>	
<p>3. Matters Arising There were no matters arising that were not otherwise covered in the agenda.</p>	
<p>4. Range Committee Reports All the committees had met in advance of this meeting and presented summary reports. The PowerPoint presentations made by CIANAM and the Westpac Range Committee are available from the Members' Area of the FONASBA website, www.fonasba.com. The Nordic and Mediterranean (MABSA) Committees provided written reports which are attached to these minutes. Following presentation of the reports, the meeting discussed in detail a number of the issues raised.</p>	
<p>5. Third Party Financial Service Providers The Chairman invited delegates to report on any issues relating to the impact of these companies (3PFSP's) on their national agency sectors. Concern continued to be expressed with regard to the type, coverage and volume of information being collated on agents, fees and other ports and the uses to which this data may be put, particularly when same is distributed elsewhere by the 3PFSP's without the direct authorisation – and in some cases against active opposition – of the agents concerned. Whilst agreeing it may not be completely robust, the Chairman reminded the meeting of the recommendation to use the FONASBA Intellectual Property Clause (attached) on every occasion that information is provided to principals and third parties.</p> <p>The continued expansion of the services provided by the 3PFSP companies into areas traditionally covered by port agents was another cause for concern, as was the use of volume contracts for the provision of port services such as towage. Of particular concern was the proposal to develop key performance indicators for port agency services. The meeting questioned the ability of such indicators to quantify intangible, but nonetheless important aspects of the agency function. It was therefore agreed that KPI's are unlikely to accurately reflect all the aspects of a port agent's service to the principal and thus are likely to be considerably diminished in value.</p> <p>Mr. Larsen said that DA-Desk had applied to join BIMCO during the early part of 2012 but the application had been declined. He said that should the application be resubmitted, BIMCO would be contacting FONASBA to seek its views on the matter.</p> <p>The Chairman said that all member associations should continue to be vigilant and report any new developments or other issues of concern regarding the activities of the 3PFSP's back to the L&PA Committee for further action. He also confirmed that FONASBA will be pleased to talk to BIMCO should an application for membership by resubmitted by DA-Desk.</p>	SL

6. FONASBA Quality Standard Update

The **General Manager** reported on the current status of the Quality Standard programme (eighteen countries accredited and 271 companies approved as at 01.10.2012), highlighting the recent addition of Cyprus, Israel, Malta and Portugal to the accredited associations. He also announced that earlier the same week the Executive Committee had approved the application for accreditation by FEDERAGENTI. The **Chairman** then called on every association present in Venice to secure accreditation to the Standard by the time of the Lima meeting.

Assns.

7. L&PA Agents Remuneration Survey

The **Chairman** introduced the latest version of the survey – now covering 22 Member States – and expressed his grateful thanks to messrs. **Carlini, Foord** and **Garcia Piñero** for their assistance in producing the accompanying glossaries. He said the survey continued to increase in value as its coverage expanded but said that there remained scope for more information to be provided and therefore all FONASBA member associations should contribute. With duplicate categories under different names having now been rationalised, however, a check should be made with the appropriate glossary before any new charges are nominated.

Assns.

Concern still persisted amongst some Member associations as to the legality of the survey and the **Chairman** said the committee recognised those concerns and was working to obtain an informed opinion on the subject before the survey is made public. He said that as soon as this was received the membership would be notified.

8. L&PA Port Procedures Survey

The **Chairman** and Mr. **Zanin** introduced the latest version of the Survey, which covered 25 Member States (with a further 25 to go) and a total of 170 ports. The data received to date had been broken down into 12 main categories, comprising 140 main items and 304 separate actions. Additional categories would be added as further data is received. The associations that had not yet provided data would be encouraged to do so. (*Done*).

Assns.
/JCW

The launch of the Survey, available via the public area of the FONASBA website, was scheduled for mid-November or early December and would be accompanied by a PR campaign that would both introduce the initiative to the maritime sector and at the same time enhance the profile of FONASBA and the ship agency sector. Once the survey was launched it should be the first point of contact for all questions (internal and external) relating to port procedures.

The **President** thanked the **Chairman**, Mr. **Zanin** and the Brazilian association for their hard work and dedication in bringing the project to a successful conclusion and congratulated them on behalf of the membership for the excellent result. He also encouraged all associations to support the project with information on new ports and by ensuring the site was kept up to date. (*Post meeting note: The Survey went live on the website on Monday, 3rd December 2012*).

9. IMO Initiative on Container Weight Verification

The **General Manager** updated the meeting on the initiative launched at IMO's DSC 17 meeting and on the need for FONASBA to be able to participate actively in the ongoing work of the correspondence group. It was therefore agreed that volunteers should be sought to form a sub-committee for this purpose. All associations present were also encouraged to discuss the initiative with their national authorities in order to raise awareness of the issue. The **General Manager** also advised delegates that FONASBA anticipated putting a paper to DSC 18 in 2014 on the wider issue of the accurate description of all aspects of the container and its contents, of which weight was but one part.

Assns.

10. The Role of the Agent in the Offshore and Renewable Energy Sectors

Mr. **Foord** made a very detailed and comprehensive presentation on the significant opportunities provided to ship agents (and ship brokers) in the developing offshore and renewable energy sectors. He said that many of the companies involved in the construction and implementation of the projects were from the energy sector and thus lacked detailed knowledge of the maritime component of the project, with the result that agents and brokers could benefit from providing this specialist knowledge. The meeting then discussed the points raised in some detail, following

which the **Chairman** and **President** thanked Mr. **Foord** for an excellent presentation and urged all those present to investigate the opportunities being offered by such development activity in their regions. A copy of the presentation is available from the Member's Area of the website.

11/ Demonstrating the Value of the Ship Agent/Adding Value to the Members

12. As these two items covered similar ground, the **Chairman** elected to take them together.

He said that the most tangible demonstration of the value of the agent to the wider maritime community and the outside world was the Port Procedures Survey and encouraged all associations to make as much use of it as they possibly can. On the same theme – and in response to requests at the Sydney meeting – the **General Manager** introduced the first draft of a presentation designed to be used by national associations in their own promotional activities. The presentation is available from the Members' Area of the website and can be used as is, modified for use in specific situations or just as a guide for developing individual national presentations. The format notwithstanding, the **Chairman** encouraged all associations to make full use of this resource.

The provision of resources such as the Port Procedures and Agents Remuneration surveys and the new presentation by the Secretariat were one way for the L&PA Committee to add value to the membership, the **Chairman** said. Provision of information in response to questions on specific matters from members was another and he reiterated that the Committee was always keen to receive suggestions or proposals from the membership for issues to be taken up or initiatives to be launched. Once again he reminded those associations present that the Committee existed primarily to support them, but to do so effectively required their input and feedback.

13. Any Other Business

None.

14. Date and Place of Next Meeting

The **Chairman** advised that the next Liner & Port Agency Committee Plenary Meeting would take place in October 2013 in Lima, with the date to be confirmed in due course. (*Post meeting note: The date has now been set for Thursday, 24th October 2013*).

Mr. **Foord** then reminded the meeting that this was the last to be chaired by Mr. **Gordon Findlay** and on behalf of all those present thanked him for his drive, enthusiasm and leadership, all of which had been responsible for a significant increase in the activity of the Committee during his term of office and to its enhanced contribution to FONASBA overall.

The **Chairman** thanked Mr. **Foord** for his kind words and expressed his thanks to messrs. **Carlini, Foord** and **Garcia Piñero** and the membership for their support during his time of office. He now wished his successor a similar level of success and confirmed his fullest personal support in the coming years.

The **President** also expressed his thanks to the **Chairman** for a very successful term of office.

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

JCW/03.2013