

**MINUTES OF THE
COUNCIL MEETING HELD AT
THE JW MARRIOTT HOTEL
LIMA
AT 2.00 p.m. ON FRIDAY, 24th OCTOBER 2013**

Present:

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| Mrs. M. Collins | President |
| Mr. B. Szalma | Executive Vice President |
| Mr. G. Gordon Findlay | President Designate |
| Mr. C. Papavassiliou | Immediate Past President |
| Mr. F. Carlini FICS | Chairman, Chartering & Documentary Committee. |
| Mr. A. Mantrach | Regional Vice President for Africa |
| Sñr. J. Dulce | Regional Vice President for the Americas |
| Mr. T. Iigaki | Regional Vice President for Asia |
| Mr. G.J. Heinonen | Regional Vice President for Europe |
| Capt. J. Karmelić | Vice President for Education |
| Mr. A. Belmar da Costa | Chairman, ECASBA |
| Mr. J.A. Foord FICS | Chairman, Liner & Port Agency Committee |
| Capt. N. Hristov | Vice Chairman, Chartering & Documentary Committee |
| Sñr. R. Garcia Piñiero | Vice Chairman, Liner & Port Agency Committee |

In Attendance:

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| Mr. J.C. Williams FICS | General Manager |
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| Sñr. P. Campbell | Argentina | Sñr. M Andrade Gomez | Mexico |
| Sñr. G. Hernandez | Argentina | Sñr. J. Vega Arriaga | Mexico |
| Sñr. S. Diaz Mathé | Argentina | Sñr. C. Bennett Lira | Mexico |
| Mr. J.A. Pereira | Brazil | Mr. V. Banovic | Montenegro |
| Mr. A. Zanin | Brazil | Sñr. J. Contreras | Peru |
| Ms. M. Lachmann | Brazil | Sñr. S. Zaconeta Torres | Peru |
| Mr. W. Rocha Jnr. | Brazil | Mr. E. Bandelj | Slovenia |
| Mr. B. Lettieri | Brazil | Sñr. J. Fernandez | Spain |
| Mr. M. Dos Santos | Brazil | Mrs. B. Blomqvist | Sweden |
| Capt. N. Hristov | Bulgaria | Mr. W. Stewart | USA |
| Mr. T.D. Paulsen | Denmark | Mrs. J. Cardona | USA |
| Mr. C. Bele | France | Mr. A. Jamieson | ITIC |
| Mr. A. Gourdon | France | Mr. K. Stes | BIMCO |
| Dr. A. Geisler | Germany | Mr. G. Wramfelt MICS | Shipbrokers' Register |
| Mr. N. Ingle | Great Britain | | |
| Mr. G. Masucci | Italy | Observers | |
| Ms. G. Reghellin FICS | Italy | Mr. W. Delvalle | Panama |
| Mr. V. Totorizzo | Italy | Sñr. A. Barletti | FONASBA Book editor |
| Mr. T. Saita | Japan | | |
| Ms. T. Nomura | Japan | | |

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 2013 Council Meeting and thanked APRAM for the excellent meeting and social programme they had organised. She also extended a particular welcome to those delegates attending for the first time and to Mr. **Delvalle** of Panama,

attending the meeting as an observer. The **General Manager** said that apologies for absence had been received from the Australian, Belgian, Chinese, Irish, Israeli, Dutch, Norwegian, Philippine and South African associations and from Michele White of INTERTANKO. Eleftherios Kouzapas of the Cyprus association and Honorary Member Umberto Masucci MICS has also sent individual apologies for absence.

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 Venice, 12th October 2012

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. Annual Meeting 2015

Mr. **Rocha jnr.** made a short presentation on FENAMAR's offer to host the 2015 meeting in Brazil. In a change from usual practice, he said that FENAMAR would be asking member associations to indicate their preference for the meeting hotel to be located in a city or at a resort. He said that FENAMAR had already begun looking for potential candidates in both categories but the association felt that the FONASBA membership should be offered the opportunity to express their opinion. At the same time, he warned that this was only an expression of interest, not a formal vote, as simple economics, availability of travel connections, suitable accommodation and other factors could force an outcome that was contrary to the majority view. In spite of this, however, he encouraged all associations to express their views using the special reply form available on the FENAMAR website. At the end of the presentation the proposal to **hold the 2015 Annual Meeting in Brazil (with the exact location to be confirmed) as guests of FENAMAR**, was put to a vote and **approved unanimously**.

5. Membership Report

The **General Manager** made a short verbal report, the main item of which was the decision by the Ceylon Association of Shipping Agents to resign from membership. He advised Council that he had been in communication with the association following notification of their decision to resign and that the primary reason given for the decision had been the level of membership fees charged.

Written reports had been received from messrs. **Heinonen** and **Mantrach**, copies of which are attached to these minutes.

Mr. **Mantrach** highlighted the recent election to membership of the Lebanese Association (in which process he acknowledged the valuable support and input from the **Immediate Past President**), his ongoing actions to bring Algeria into membership, the agreement between APRAM and the Moroccan customs authorities and the recent granting of Quality Standard accreditation to APRAM. In this latter case he would be actively encouraging Moroccan companies to secure approval.

Mr. Heinonen summarised his report and in particular the decision by the Executive Committee to propose that the Hellenic Federation's membership be terminated. He confirmed that he, the **Immediate Past President**, former President **Mr. Paulsen** and the **General Manager** had all made regular efforts to contact the Federation but to no avail. Following the June 2013 Executive Committee meeting, formal notice had been sent to the Federation that their membership would be put to Council with a view to termination but no reply had been received. He said this action was particularly regrettable as Greece had been a founder member of the organisation but the Federation's failure to communicate with FONASBA or to settle the outstanding fees due left no other option. The proposal to **terminate with immediate effect the membership of the Hellenic Federation on the grounds of non-payment of membership fees** was put to a vote and on a show of hands **passed by a majority decision**. The **General Manager** was therefore instructed to notify the Federation as soon as possible of the decision of

Council. (*Done*). Mr. **Heinonen** then mentioned his participation, with the **ECASBA Chairman and General Manager**, in the European Maritime Day event in Malta and the visit to the Maltese association, during which he presented Quality Standard certificates to the approved companies. He concluded his report by reminding Council that FONASBA was ready and willing to visit any member organisation in order to promote the benefits of membership, attend AGM's or other special meetings of participate in local events. An invitation was all that was needed, he said.

Mr. **Iigaki** reported on his efforts to expand membership in the Asia Pacific region but added that he was experiencing significant resistance from the national associations, primarily on cost-benefit grounds. He said he would be continuing his efforts in the coming months, using the FONASBA Handbook, Quality Standard and other initiatives as evidence of FONASBA's actions on behalf of the international agency and broking communities. He noted that the Chinese association was not present at the meeting, but indicated that he would visit China shortly with a view to encouraging CASA to be more proactive in FONASBA.

Sñr. **Dulce** said that 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 thanked Mr. **Delvalle** and his wife for attending the meeting and said he hoped the Panamanian association would make an application for membership in the near future. He also confirmed on going discussions on membership with the associations in Paraguay, Uruguay, Colombia and Canada. In closing he reminded Council that the **President** had attended the 20th anniversary celebrations of the Mexican association earlier in the year and had participated in high level meetings with the Mexican government and the maritime authorities.

The President thanked all those who had provided reports for their efforts in maintaining and expanding FONASBA's membership.

6. **Appointment of Honorary Treasurer**

The **President** reminded Council of the background to the proposal to appoint a member of the Executive Committee as Honorary Treasurer, the terms of reference for the post having been circulated previously. She then said that Executive Committee had endorsed the nomination of **Executive Vice President** Mr. **Szalma** as the first candidate for election to the post. The proposal was placed before Council and on a show of hands **approved unanimously**.

7. **Finance/Funding**

The **General Manager** opened the discussion on the formal accounts for 2012/13 which had been circulated previously. As there were no questions the **President** proposed that **the accounts for 2012/13 be approved** and on a show of hands the motion was **carried unanimously**.

The **General Manager** then presented the draft budget for 2013/14. 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 2014/15** 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 2013/14**. On a show of hands the proposal was **carried unanimously**.

8. **FONASBA Development Issues**

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

With regard to the **PR campaign**, she said that following cancellation of the contract with

Navigate, FONASBA had been circulating its own press releases to a range of contacts covering the main maritime media and regular mentions in the press were being achieved. Additional news outlets suggested by the membership would also be very welcome in expanding the range of press contacts, however.

Mr. **Carlini** said that securing invitations for FONASBA representatives to speak at conferences and seminars was also vital in ensuring the highest possible profile for the association and there had been some significant advances in this regard recently, which was encouraging. The **President** fully concurred, and asked all national associations to actively seek opportunities for FONASBA to participate in conferences, seminars and meetings of their associations.

The retention of a part-time Administrative Assistant for the London office had proven problematical and so the decision had been taken by the Executive Committee to investigate the implications of taking on a full time assistant to the **General Manager**, who had been requested to report back to the next Executive Committee meeting

With regard to the **website**, it was agreed that it was easy to use, looked professional and contained a lot of useful information. The addition of the education pages would certainly enhance its value to member associations and it would also be necessary to ensure it remained up to date and active.

9. **FONASBA Handbook**

Sñr. **Campbell** introduced the new FONASBA Handbook, in suitably flamboyant style and the book itself was very well received by Council members. He also introduced the editor, Sñr. Barletti.

The **General Manager** then announced that the Executive Committee had agreed the following scale of prices for purchases by member associations:

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| 1 – 10 copies | US\$ 30.00 per copy |
| 11 – 50 copies | US\$ 25.00 per copy |
| 50 + copies | US\$ 20.00 per copy |
| All prices include delivery from the printers | |

Associations would be free to sell copies of the book to their members at any price they wished, but it was recommended that sales outside FONASBA should be priced at US\$ 50.00 per copy.

The **President** thanked Mr. **Campbell** for his presentation and for Centro's enthusiastic support for the entire project. She then reiterated the importance of the Handbook to FONASBA's future and therefore the need for all member associations to actively support it in their own organisations. Information on the prices and the order/delivery procedure would be sent to all associations after the meeting. (*Done*).

10. **Lima Declaration**

Capt. **Karmelic** introduced the draft Lima declaration to the membership and explained the background to its development and the aims and objectives of the exercise. He said that the Executive Committee hoped that it would serve as a foundation from which to enhance awareness of the need for well-trained and educated staff in the ship agency and ship broking sectors and to encourage national associations to promote these objectives within their own memberships and also to their national authorities. The Declaration would also compliment the Quality Standard, the licensing and recognition of agents' initiative, the education survey and pages on the website and the member associations' own education activities, he said.

Following the introduction, the **General Manager** went through the text of the Declaration with Council and a number of amendments were agreed. There was concern from some delegates over whether the Declaration went far enough in calling for the licensing of ship agents but it was agreed that care needed to be taken to ensure that there was sufficient flexibility in the wording to allow for national variations in law, custom and practice and regulation.

With the wording approved, Mr. **Stes** suggested that the Declaration be submitted to a competition lawyer to ensure it did not appear to be anti-competitive. *(Post-meeting note: Following discussions with Mr. Stes and Mr. Jamieson it was agreed that a minor change to the text should be sufficient to avoid any suggestion of anti-competitive intent. The Declaration so changed has now been officially published).*

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 and ITIC had been present at the meeting and whilst INTERTANKO was not, apologies had been sent. Mr. **Belmar da Costa** added that relations with the European Commission and other European associations also continued to be very strong.

12. Annual Meeting 2014

Mrs. **Blomqvist** updated the meeting on preparations for the 2014 Annual Meeting in Gothenburg. Showing a short presentation and a video, she confirmed the Clarion Post hotel had been booked for the week commencing Monday 6th October and the room rates had been confirmed as € 150 per night for a standard room and € 170 per night for a superior room. The Welcome Reception would be sponsored by the Gothenburg Port Authority and a number of other sponsors had already been secured. As with Venice, the programme would also include activities for younger members. Further information on the partner and social programmes and other details would be confirmed in the coming months.

The **President** thanked Mrs. **Blomqvist** for her presentation and said she looked forward to welcoming delegates to Gothenburg in October 2014.

13. Any Other Business

No other formal issues for discussion were raised. The **President** then advised that since its launch earlier in the meeting, the FONASBA Handbook had already sold 187 copies. Furthermore, the woolly hat collection in aid of Missions to Seafarers organised by Mr. **Ingle** and assisted by Sñr. & Sñra. **Contreras** had been extremely successful, raising at that point the sum of US\$ 620.00. Council expressed its thanks to all concerned for organising and supporting the collection. *(Post meeting note: The total amount collected after the auction at the Gala Dinner and other donations amounted to US\$ 1,150, which Mr. Ingle presented to the Mission on his return to London).*

14. Date and Place of Next Meeting

The **President** advised that the next Council Meeting of FONASBA would take place on 10th October 2014 in Gothenburg, Sweden.

There being no further business to discuss, the President brought the 2013 Council Meeting to a close.

JCW/01.2014