

**MINUTES OF THE
COUNCIL MEETING HELD AT
THE CLARION POST HOTEL
GOTHENBURG
AT 2.00 p.m. ON FRIDAY, 10th OCTOBER 2014**

Present:

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
Mr. 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
Mr. R. Garcia Piñeiro	Vice Chairman, Liner & Port Agency Committee

In Attendance:

Mr. J.C. Williams FICS	General Manager
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Mr. G. Hernandez	Argentina	Ms. G. Reghellin FICS	Italy
Mr. S. Diaz Mathé	Argentina	Mr. V. Totorizzo	Italy
Mr. X van Engelen	Belgium	Mr. T. Saita	Japan
Mrs. H. Bruggeman	Belgium	Mr. M Andrade Gomez	Mexico
Mr. A. Zanin	Brazil	Mr. F. Orozco	Mexico
Ms. M. Lachmann	Brazil	Mr. V. Banović	Montenegro
Mr. W. Rocha Jnr.	Brazil	Mr. B. Kjeldsen	Morocco
Mr. M. Neri	Brazil	Mr. E. Bandelj	Slovenia
Mr. J.C. Gomes	Brazil	Mr. N. Warner	South Africa
Mr. E. Kouzapas	Cyprus	Mrs. B. Blomqvist	Sweden
Mr. T.D. Paulsen	Denmark	Mr. C-J Leijonhielm	Sweden
Mrs. N. Nandkumar	Dubai	Mr. J. Kelly	USA
Mr. J. Vikström	Finland	Mrs. J. Cardona	USA
Mr. S. Lomberg	Finland	Ms. M. White	INTERTANKO
Mr. C. Bele	France	Mr. A. Jamieson	ITIC
Mr. A. Gourdon	France	Mr. G. Wramfelt MICS	Shipbrokers' Register
Dr. A. Geisler	Germany	Mr. D. Pirjac	Shipbrokers' Register
Mr. A. Dobson FICS	Great Britain		
Mr. D. Barrett	Great Britain	Observers	
Mr. N. Ingle	Great Britain	Mr. A. Mataragas FICS	Greece
Dr. Y. Sebba	Israel		

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 2014 Council Meeting and thanked the Swedish Shipbrokers' Association 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. Mataragas of Greece, attending the meeting as an observer. The first time attendees present at the meeting were asked to stand and were formally welcomed by the meeting. The **General Manager** said that apologies for absence had been received from the Australian, Lebanese, Dutch, and Spanish associations.

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 Lima, 24th October 2013

No comments were received, the minutes **were approved**.

3. Matters Arising

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

4. Annual Meeting 2016

Mr. **Ingle** made a short presentation to introduce the delegates to the attractions of holding the meeting in Great Britain. He said the exact location had not been determined but this would be confirmed at the latest by the 2014 Annual Meeting. He also said that registration fees and the shape and content of the partners programme would depend on the location, with more detail to follow. At the end of the presentation the proposal to **hold the 2016 Annual Meeting in Great Britain, with the Institute of Chartered Shipbrokers** as the host organization was put to a vote and **unanimously approved**.

5. Membership Reports

Prior to presentation of the membership reports, the **General Manager** introduced the ballots for membership by AANTA of Angola as a Full member and Agent Plus of Serbia as an Associate member. Ballot papers were issued to all eligible associations, after which they were collected by Mr. Jamieson who counted the votes.

Mr. **Dulce** advised that CIANAM continues to actively promote FONASBA in the Americas and he was confident that in due course all those CIANAM members that were not already members of FONASBA would apply. He outlined the ongoing contacts with Chile, Uruguay, Paraguay, Ecuador and Venezuela. He highlighted the recent actions of the Venezuelan government in banning national industry associations, with the result that CIANAM's efforts had moved to encouraging individual companies to apply for Associate membership. (*Post-meeting note: Since the meeting AGEMAR has applied for, and been granted, Associate membership status*).

Mr. **Iigaki** reported on his efforts to expand membership in the Asia Pacific region. He also noted with pleasure the active participation of the Chinese delegation in this Annual Meeting. In order to encourage further participation in the activities of FONASBA, he said that he would be visiting China in early 2015. During that same visit he would also make contact with the Chinese Shipbrokers' Association, based in Shanghai, to gauge their interest in joining FONASBA as representatives of the developing broking sector in China.

Mr. **Heinonen** presented his report, a copy of which is attached to these minutes. Following presentation of his report, Mr. **Heinonen** reminded those present that this was his last Execom meeting before retiring. He thanked the **President, General Manager** and his colleagues, past and present, on the Executive Committee and within FONASBA for their friendship and support during his time with the Federation. Replying on behalf of those present, the **President** thanked Mr. **Heinonen** for his time with the organisation and for his input to its activities since 1993. She added that his guidance and expertise had been vital in developing the Federation and his knowledge and counsel would be greatly missed. She also reminded him that as an Honorary Member, he was welcome to participate in any FONASBA event he wished, and she hoped he would.

The **General Manager** then gave his membership report, which was noted.

Concluding this agenda item, Mrs. **Nandkumar** of the Dubai Shipping Agents' Association, gave a

short presentation on the association and its activities, which was well received by the delegates.

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

6. **Finance/Funding**

The **Honorary Treasurer** opened the discussion on the formal accounts for 2013/14, budget analysis and auditor's report which had been circulated previously. As there were no questions he proposed that **the accounts for 2013/14 be approved** and on a show of hands the motion was **carried unanimously**.

The **Honorary Treasurer** then presented the draft budget for 2014/15. Following a brief discussion, he proposed that **the budget for 2014/15 be approved**, this motion also was **carried unanimously**.

Due to the anticipated excess of expenditure over income indicated by the draft budget, the **Honorary Treasurer** confirmed that the Executive Committee had established a committee to look at alternative forms of income for the Federation that would lessen the dependence on membership fees. He also invited member associations to put forward proposals for consideration. Until those new income sources were in place however, membership fees remain the main source of income. In this respect, and mindful of the fact that fees had been held unchanged since 2009, the previously circulated proposal to increase **membership fees for all categories by 5% for 2015/16, was presented to Council. The motion was carried unanimously.**

The **General Manager** advised that FONASBA's auditors, messrs Blain Pritchard, had once again offered their services and **proposed that they be reappointed for 2014/15. The proposal was accepted unanimously.**

7. **FONASBA Development Issues**

The **General Manager** gave a presentation, copy attached, covering the FONASBA Handbook, the appointment of Ms. Sara Robeznik as his assistant and the current status of, and proposed improvements to, the website. Increased traffic across the website was well received, particularly in relation to the education pages. He advised that the proposed enhancements to the website would be discussed further by the Executive Committee prior to any development work being undertaken. *(Post-meeting note: Subsequent investigation by our webhosts has indicated that more than 80% of all visitors to the FONASBA website are using mobile devices).*

Capt. **Karmelić** gave an overview of FONASBA's current education initiatives. He also acknowledged the increased use of the education pages on the website and reminded those associations present of the need to keep the information on the site up to date. He advised that searching for the Lima Declaration on the web generated more than 280 results on Google, which was excellent.

He then spoke about the student exchange programme being undertaken by FEDERAGENTI. Due to the European rules on free movement of individuals, he advised that ECASBA was investigating how best to roll out a similar initiative among the European members before expanding it globally.

Capt. **Karmelić** introduced the latest proposals for the FONASBA Young Agent Award. He said that further work required to be undertaken on the criteria and the procedures for identifying the winning entry in order to ensure same were appropriate and transparent and confirmed these issues were under discussion by the Executive Committee. Further information on the scheme would therefore be provided to members in due course. He added that a potential sponsor for the award had already come forward.

Concluding his presentation, Capt. **Karmelić** thanked all those associations that had supported the various education initiatives to date and asked that all members continue to do so.

The **President** thanked Capt. **Karmelić** for his commitment and enthusiasm for the education

project and reiterated the request for full support from member associations.

Before moving on to the next item on the Agenda, it was announced that both **AANTA** of Angola and **Agent Plus** of Serbia had been **unanimously elected to membership**.

8. 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, ITIC, the Shipbrokers' Register and, following its recent election to Club membership, IPCSA, were present at the meeting. The Shipbrokers' Register had also provided valuable support to the Swedish association in hosting the meeting. He also advised that Ms. Suzanne Aigner, one of FONASBA's high-level contacts at the World Customs Organisation, had recently left to take up a high-level position within DG-TAXUD, which would bode well for ECASBA's ongoing relationship with that Directorate General. He also said that he hoped to meet with the new Head of Legal Services at IMO in the not too distant future. With current IMO Secretary General Sekimizu stepping down in 2015, having direct access to the individual usually seen as being the de facto Deputy Secretary General would be extremely beneficial to FONASBA's ongoing relationship with the organisation.

Mr. **Belmar da Costa** added that relations with the European Commission and other European associations also continued to be very strong.

9. Annual Meeting 2015

Mr. **Rocha jnr.** gave a short presentation on the venue for and details of the 2015 Annual Meeting that will be held at the Golden Tulip Hotel, Vitória, the week commencing 12th October 2015. A short video clip was also shown.

The **President** thanked Mr. **Rocha jnr.** for his presentation and said the new President and Executive Committee looked forward to welcoming delegates to Brazil in October 2015.

10. Appointment of Officers 2014-2016

The **General Manager** reminded Council of the names of those nominated as Officers for the term of the next Executive Committee. He also advised that with no other nominations having been received from the membership, the procedure was for the candidates to be endorsed by acclamation. The Council did so with enthusiasm, following which the **General Manager declared the Committee duly elected**.

The **President** then welcomed Mr. **Findlay** as the new President with effect from the handover of the badge of office at the Gala Dinner. She then expressed the gratitude of the membership to Mr. **Papavassiliou** whose term of office would expire at the close of this meeting.

Mr. **Papavassiliou** took the opportunity to thank the **President**, the Executive Committee and the membership for their friendship and support and committed himself to continuing to support the Federation in the future.

The **President** then invited Mr. **Gordon Findlay** to address Council. Mr. **Gordon Findlay** expressed his considerable pride in being elected President and committed himself to taking FONASBA forward during his term of office. He said his predecessors as President gave him a hard act to follow but he was confident that with the support of his Committee and the membership, further positive progress could be made. He also said he was open to ideas from the membership, once again reiterating the need for active and enthusiastic participation in the life of the Federation.

11. Any Other Business

No other formal issues for discussion were raised. The **President** then made a presentation of a commemorative glass bowl and a selection of wines from member countries to Mr. **Heinonen** in recognition of his service to the Federation. The gifts were very gratefully received.

Mr. **Ingle** took the opportunity to advise that the sale of woolly hats in aid of Missions to Seamen

had to that point raised almost the same amount as the total for 2013. With the auction being held at the Gala Dinner, the total for this year was therefore expected to be significantly higher. The **President** thanked Mr. **Ingle** for his excellent work in organising the charity collection once again. *(Post meeting note: The total amount collected after the auction at the Gala Dinner and other donations amounted to £1,630.00 (approximately US\$2,600.00, 2013 total US\$1,150) which Mr. Ingle presented to the Mission on his return to London).*

12. Date and Place of Next Meeting

The **President** advised that the next Council Meeting of FONASBA would take place on Friday 16th October 2015 in Vitória, Brazil.

There being no further business to discuss, the President brought the 2014 Council Meeting to a close.

JCW/12.2014