

**MINUTES OF THE  
COUNCIL MEETING HELD AT  
THE GOLDEN TULIP HOTEL, VITÓRIA, ES  
AT 2.00 p.m. ON FRIDAY, 16<sup>th</sup> OCTOBER 2015**

**Present:**

Mr. G. Gordon Findlay	President
Mr. B. Szalma	Executive Vice President
Mr. J.A. Foord FICS	President Designate, Chairman, Liner & Port Agency Committee
Mrs. M. Collins	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. A. Belmar da Costa	Regional Vice President for Europe, Chairman, ECASBA
Capt. J. Karmelić	Vice President for Education
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	Mr. V. Totorizzo	Italy
Mr. S. Diaz Mathé	Argentina	Mr. T. Saita	Japan
Mrs. H. Bruggeman	Belgium	Mr. H. Morita	Japan
Mr. A. Zanin	Brazil	Mr. A. Al-Shnag	Libya
Mrs. M. Lachmann	Brazil	Mr. F. Schupitta	Libya
Mr. W. Rocha Jnr.	Brazil	Mr. M Andrade Gomez	Mexico
Mr. M. Neri	Brazil	Mr. F. Orozco	Mexico
Mr. M. Bonelli	Brazil	Ms. P. Castrocerio	Mexico
Mr. S. Bonelle	Brazil	Mr. M. Tak	Netherlands
Mr. P. Alves	Brazil	Mr. F. Zeimetz	Panama
Mr. P. Braga	Brazil	Mr. J. Contreras	Peru
Ms. Xin Sun	China	Mr. R. D'Orey	Portugal
Mr. Wang Fengshou	China	Mr. A. Crespo	Spain
Mr. Yumang Ye	China	Mr. N. Warner	South Africa
Mr. C.P. Papavassiliou	Cyprus	Mrs. B. Blomqvist	Sweden
Mr. T.D. Paulsen	Denmark	Mr. W. Dziri	Tunisia
Mrs. N. Nandkumar	Dubai	Mrs. J. Cardona	USA
Dr. A. Geisler	Germany	Mr. E. Tovar	Venezuela
Mr. A. Dobson FICS	Great Britain	Mr. S. Larsen	BIMCO
Mr. A. Banchemo	Italy	Mr. A. Jamieson	ITIC
Ms. L. Tropia	Italy	Mr. G. Wramfelt MICS	Shippers' Register
Ms. G. Reghellin FICS	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**

**1. President's Welcome**

The **President** welcomed all those present to the 2015 Council Meeting and thanked FENAMAR for the excellent meeting and social programme they had organised. He also extended a particular welcome to those delegates attending for the first time. They were asked to stand and were formally acknowledged by the meeting. The names of those delegates attending the meeting for the first time are appended to these minutes. The **General Manager** said that apologies for absence had been received from the Australian, Finnish, French, Israeli, Slovenian and Turkish 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 Gothenburg, 10<sup>th</sup> October 2014**

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 2017**

Mrs. **Nandkumar** made a short presentation to introduce the delegates to the attractions of holding the meeting in Dubai. She reported that the meeting hotel had not been confirmed at this time and that further information on this, as well as the agreed registration fees and the shape and content of the partners programme would be confirmed at the 2016 meeting. At the end of the presentation the proposal to **hold the 2017 Annual Meeting in Dubai, with the Dubai Shipping Agents** as the host organization was **approved by acclamation**.

5. **Membership Reports**

Prior to presentation of the membership reports, the **General Manager** introduced the ballot for membership for Holland Hellenic Shipping Agencies of Piraeus, Greece, as an Associate member. Ballot papers were issued to all eligible associations, after which they were collected, scrutinised and counted by Mr. **Jamieson**.

Mr. **Dulce** advised that of the ten current CIANAM members, six were also FONASBA members, that he and the CIANAM secretariat continue to actively promote FONASBA in the Americas and therefore he was confident that in due course all the outstanding CIANAM members would apply. In this regard, he mentioned the recent visits he made together with the President and Past President to Panamá and México, as well as his participation at the celebration event of the 99<sup>th</sup> anniversary of the Uruguayan Association. He also mentioned the presence for the first time at this meeting of the Panama Chamber, represented by Mr. **Zeimetz**, and AGEMAR of Venezuela, by Mr. **Tovar**.

Mr. **Mantrach** added his welcome to Messrs. **Al-Shnag** and **Schupitta** of Libya who were attending the meeting for the first and to Mr. **Dziri** of Tunisia on his return to the Federation, albeit as an Associate member. He then reported on the interest shown by the Arab Federation of Chambers of Shipping in participating in FONASBA's activities, in spite of being unable to become a member. He said that he and the **General Manager** were endeavouring to identify the mechanism by which these two issues could be resolved. Other current membership activities included recent meetings with the Shipping Association of the Ivory Coast and with the Shipowners and Agents Association of Ghana, both of which he was confident would yield positive results. He also reported that he remained in regular contact with the Algerian association, APAMA, and again was hopeful that it would be in a position to apply for membership in the coming year.

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 and welcomed Mr. **Ye** to FONASBA. He said that generating interest in FONASBA amongst associations in the Far East continued to be difficult, with some not appreciating the benefits of membership whilst others felt the fees were too high. He was continuing to work on those associations and would be using the FONASBA Quality Standard and education initiatives to generate additional interest. An action plan to support membership development in the region would also be proposed and he invited the **President** and **General Manager** to participate in a series of visits to prospective candidates. Mr. **Iigaki** also reminded the meeting of the actions being taken jointly with Mr. **Carlini** to bring the Shanghai Shipbrokers Association into membership and said he hoped this would be achieved within 2016. Concluding his report, he asked any FONASBA member with active contacts in the Far East to make them available to him to assist in his endeavours. The **President** echoed that request and asked all member associations to report back to Mr. **Iigaki** with any useful information.

Mr. **Belmar da Costa** reported on his recent visits with the **President** and **General Manager** to European members, including Spain, the Netherlands and Belgium, as well as a trip he took with the President to Norway. He also welcomed the ballot for Holland Hellenic, thus hopefully restoring

Greece to membership. Turning to the challenges, he said that expansion towards the east of Europe and into landlocked countries was proving challenging but he was grateful for the support of Capt. **Hristov** for eastern Europe and of Mr. **Schupitta** in contacting Austria, which latter development he hoped would be a catalyst for further expansion into the landlocked countries. Finally he concluded by reporting on ECASBA's participation in European Shipping Week 2015 and its ongoing role in organising the 2017 event. He also invited all members to attend the 2016 ECASBA seminar in Lisbon.

The **General Manager** then reported that the Irish Ship Agents' Association was in the process of restructuring itself and had expressed its wish to remain as a member of FONASBA.

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

At the conclusion of this item Mr. **Jamieson** reported to Council that Holland Hellenic Shipping Agencies had been **elected to membership**. Mr. **Papavassiliou** then indicated to the meeting that another associate membership application from Greece could be expected shortly.

#### 6. **2015 Membership Survey**

The **General Manager** presented the consolidated results of the survey to the membership, acknowledging as he did so the work undertaken by Miss Robeznik in collating and presenting the data. As time was short, he did not go into the individual association reports in detail but advised the whole presentation would be available from the Member's Area of the website immediately after the meeting (*Done*). The **President** also thanked all those associations that had responded to the survey.

#### 7. **Finance/Funding**

The **Honorary Treasurer** opened the discussion on the formal accounts for 2014/15, the budget analysis and the auditor's report, all of which had been circulated previously. As there were no questions he proposed that **the accounts for 2014/15 be approved** and on a show of hands the motion was **carried unanimously**.

He then highlighted a number of issues including the current strategy of holding the Federation's cash on the Royal Bank of Scotland whilst the period deposits were held at Lloyds Bank – primarily due to the better interest rates being offered by Lloyds and the variety of deposits available. The Handbook project had generated total income of approximately £56,000 which after deducting costs of £27,000 left a nett income of £29,000. Finally he advised that membership income for 2015/16 to date stood at £ 104,000, which was slightly better than expected after three months.

The **Honorary Treasurer** then presented the draft budget for 2015/16. Following a brief discussion about the ongoing deficit and the actions being taken to increase income and control costs, he proposed that **the budget for 2015/16 be approved**, this motion also was **carried unanimously**.

The **General Manager** then 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**.

The **President** then took the floor to discuss the proposed budget for 2016/2017, details of which had been circulated previously. Confirming the actions being taken to seek alternative forms of income, and the careful control of expenditure, he highlighted the lower than budgeted deficits for 2013/14 and 2014/15. He then advised Council that the Executive Committee had agreed that the previously circulated proposal to increase membership fees for 2016/17 for all categories by 5% be enhanced by the addition of a further £32 to the FONASBA and ECASBA basic fees. This proposal would therefore increase the FONASBA basic fee from its current £1,375.50 to £1,476.25 for 2016/17 and the ECASBA basic fee from £740.00 to £809.00 over the same period. All other fee increases would remain at 5% as previously indicated. Following a short discussion, this revised proposal **was presented to Council and was carried unanimously**. The President thanked Council for their support.

Mr. **Dobson** then suggested that FONASBA could offer its European members the option to settle their fees in Euros. The **General Manager** advised that membership fees had previously been charged in Euros but with the majority of the Federation's expenditure being in Sterling, and to avoid unexpected exchange rate variations, the decision had been taken from the 2012/13 financial year to charge all fees in Sterling. He said the matter remained under regular review by the Executive Committee however.

**8. Articles and By Laws Revision**

The **General Manager** advised Council that the Executive Committee, at its meeting on 12<sup>th</sup> October, had endorsed the proposal, circulated previously, to amend the Articles and By Laws to allow for the Federation's accounts to be independently examined instead of fully audited as at present. The proposal was therefore **put to Council and on a show of hands approved unanimously**.

**9. FONASBA Development Issues**

**Education:** Capt. **Karmelić** gave an overview of FONASBA's current education initiatives. He advised that following the success of the Young Ship Agent or Ship Broker award in 2015, the Executive Committee had agreed that it would be re-run for 2016, this time launching in November 2015 to allow more time for the entrants to prepare and submit their papers. (*Done, the award launched on 16<sup>th</sup> November*). It was also hoped that this, together with the publication of all the papers in an eBook, to be made available on the website, would encourage a higher number of entries for 2016.

He also advised that approval had been given to begin work on the student exchange programme. Initially this would cover Europe only but subject to sufficient support would then be expanded worldwide. Mr. **Belmar da Costa** and Mrs. **Blomqvist** would be developing the criteria and circulating same to European members shortly.

He was also pleased to note that the FONASBA virtual booklist would be launching with the new website.

Concluding his presentation, Capt. **Karmelić** thanked all those associations that had supported the various education initiatives 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. He also took the opportunity to express FONASBA's thanks to ITIC and BIMCO for their support to our first edition of the Young Ship Agent or Ship Broker Award and inform the floor that both had already confirmed their support for the Award in 2016.

**Website:** The **General Manager** demonstrated the new website to Council and detailed the minor adjustments requested by the Executive Committee relating to the positioning of the Facebook and LinkedIn buttons and of advertisements on the home page. Overall, the new design was extremely well-received by the Members and approval was given to go live as soon as possible. (*Post meeting note: the new website was launched on Saturday 24<sup>th</sup> October*).

Turning to the project to secure advertising for the site, the **General Manager** said he would be contacting directly all those organisations that had advertised in the FONASBA Handbook as well as offering space to Associate and Club members and, via national associations, to other companies that may be interested.

Council then briefly discussed the pricing of the advertisements and it was agreed that the published prices should be reduced to £500 for the home page and £200 for the inside pages. Volume discounts would also be offered. Mr. **Dziri** suggested using paid website optimisation tools, such as Google Adwords and the equivalent available via Facebook, to promote the site and allow a higher price to be charged for the advertisements. Mr. **Dziri** was asked to provide further information to the **General Manager** so that the proposal could be considered.

**10. External Relations**

At the request of the **President**, the **General Manager** confirmed that relations between FONASBA (and ECASBA) and other relevant industry bodies continued to be excellent. He acknowledged that once again BIMCO, INTERTANKO, ITIC and the Shipbrokers' Register were present at the meeting and, together with the other Club members, the Baltic Exchange and IPCSA, continued to support FONASBA and its members. As indicated by the invitation to participate in the education and training symposium at World Maritime Day 2015, the relationship with IMO was continuing to

develop and this would be further enhanced through the participation of Mr. **Foord** and the **General Manager** in the forthcoming visit by IMO translators to the port of Felixstowe in late October. *(Post meeting note: FONASBA will once again be presenting on the role of the ship agent and ship broker to IMO backroom staff, on this occasion at IMO HQ, in early December).* He also confirmed that FONASBA had attended the 2015 Council Meeting at the World Customs Organisation and through Mrs. **Bruggeman** or NAVES was also participating in relevant Permanent Technical Committee meetings. Membership of the WCO Private Sector Consultative Group was also being pursued and further progress was expected early in 2016.

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

**11. The Future of FONASBA**

The **President** invited Council to consider, discuss and propose ideas as to how FONASBA can remain relevant to the membership and to the global shipbroking community, which is part of an “Action Plan” currently under discussion at the Executive Committee (copy attached). A number of suggestions were put forward and these included:

Making the agenda for ECASBA Advisory Panel and FONASBA Executive Committee meetings available to the members ahead of the meetings in order to give an insight into the work of the panel and Committee, to invite comment and suggestions for additional items

Enhancing the actions taken for and on behalf of shipbrokers and more closely involving them in the Annual Meeting

Analysing/rethinking the current format of the Annual Meeting

Issuing a questionnaire to all associations to analyse the current strengths, weaknesses, opportunities and threats affecting FONASBA and feeding the results into a strategic action plan

Issuing a letter from the FONASBA President to the President or Chairman of each national association summarising recent developments within the Federation

The President thanked Council for the suggestions – and asked for others to be forwarded to him – and confirmed that the views expressed would be carefully considered in formulating the action plan.

**12. Annual Meeting 2016**

Mr. **Dobson** gave a short presentation on the venue for, and details of, the 2016 Annual Meeting to be held at the Hilton Doubletrees Hotel, London the week commencing 17<sup>th</sup> October 2016. A short video clip was also shown.

The **President** thanked Mr. **Dobson** for his presentation and said FONASBA looked forward to welcoming delegates to London in October 2016.

**13. Any Other Business**

No other formal issues for discussion were raised.

**14. Date and Place of Next Meeting**

The **President** advised that the next Council Meeting of FONASBA would take place on Friday 21<sup>st</sup> October 2016 in London.

**There being no further business to discuss, the President brought the 2015 Council Meeting to a close.**

JCW/11.2015

**DELEGATES ATTENDING FOR THE FIRST TIME**

Mr. Sergio Bonnelle	Brazil
Mr. Anderson Costa	Brazil
Mr. Yumang Ye	China
Mr. Hirotaki Morita	Japan
Mr. Abdulfatah Al-Shnag	Libya
Mr. Fred Schupitta	Libya
Ms. Paloma Castrocerio	Mexico
Mr. Marco Tak	Netherlands
Mr. Francis Zeimetz	Panama
Mr. R. D'Orey	Portugal
Mr. Antonio Crespo	Spain
Mr. Edgar Tovar	Venezuela
Mr. Francis Sarre	BIMCO