



# FONASBA

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## **FONASBA and BIMCO Launch New Agency Appointment Agreement**

FONASBA and BIMCO are pleased to announce the launch of a new Agency Appointment Agreement document. This new form, which is based on BIMCO's tried and tested box layout, provides a simple yet clear and effective means of confirming the details of an agency agreement for an individual or short series of port calls. Many agency appointments are agreed on the basis of a telephone conversation or simple exchange of emails and this new form formalises that exchange by clearly setting out the details of both parties, the basis of the remuneration and, importantly, stating the responsibilities and obligations of the parties to the agreement.

The agreement was drafted over a period of some eight months by a small group comprising senior members of FONASBA and BIMCO. After completion, the document was presented to, and approved by FONASBA's Council at its London Annual Meeting in October 2016 and BIMCO's Documentary Committee at its meeting in Copenhagen the following month. With the formal approval of both organisations, the document is now ready for use by ship owners, ship operators and ship agents worldwide. It can be obtained from FONASBA's website ([www.fonasba.com/documentation](http://www.fonasba.com/documentation)) or through BIMCO's IDEA system (<https://www.bimco.org/Contracts-and-clauses/IDEA>).

John Foord FICS, chairperson of FONASBA's drafting group (and now the Federation's President) said that the new form would bring clarity and certainty to the process of appointing agents and ensure that both parties are fully aware of their responsibilities and obligations. He said FONASBA would be urging its national associations to encourage the widest possible use of the new form amongst their member companies.

Han van Blanken, chairperson of the BIMCO team said "Our objective was to devise a comprehensive, but easily understood, framework contract for use when making port agency appointments, particularly in bulk and tramp trades. I am pleased to say that working with an experienced group of shipping professionals we have achieved that aim and I have every confidence that the new contract will quickly be accepted as the industry standard."

BIMCO and FONASBA will be jointly presenting a webinar on the new Agency Appointment Agreement on 20th February 2017.

**For Notes to Editors, please see overleaf.**

**PRESS RELEASE**





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## Notes to Editors:

### About FONASBA

FONASBA is the only organisation representing the global ship agency and ship broking professions. Established in 1969 it now has members in 57 countries, including all major maritime and trading nations. Its remit is to “promote and protect the professions of ship agency and ship broking worldwide”, a task which it undertakes through dialogue with its member associations and its consultative status with IMO, UNCTAD, UNCITRAL and the World Customs Organisation, as well with the European Commission and other regional bodies. FONASBA also enjoys reciprocal memberships with the Baltic Exchange, BIMCO, INTERTANKO, the International Port Community Systems Association, indemnity insurer ITIC and the Shipbrokers’ Register and works closely with all other maritime sector bodies, both internationally and in Europe. [www.fonasba.com](http://www.fonasba.com)

### About BIMCO

BIMCO is the world’s largest international shipping association, with 2,200 members in around 130 countries. Our global membership includes shipowners, operators, managers, brokers and agents.

Our vision is to be the chosen partner trusted to provide leadership to the global industry. Our mission is to provide expert knowledge and practical advice to safeguard and add value to our members’ businesses.

BIMCO’s four core service areas provide value and trusted support to our members:

**Our products** include BIMCO’s world leading standard contracts and clauses for the shipping industry and our contract editor IDEA. We also run the BIMCO Shipping KPI System which can be used to benchmark ships’ operational performance.

**Regulation:** BIMCO takes an active role on behalf of shipowners during discussions and decisions with global and regional regulators. We work towards a level playing field for shipping – including fair trade and open access to markets.

**Information and advice:** we deal with 10,000 member queries every year on many issues and see over three million page views on our website each year. Our staff share their expert knowledge with members, giving practical advice to safeguard and add value to their businesses.

Our **training** activities include face-to-face courses, eLearning, webinars and tailor-made courses for companies. [www.bimco.org](http://www.bimco.org)

PRESS RELEASE



*Pictured above left John Foord and Han van Blanken and right the joint FONASBA/ BIMCO drafting team, celebrate completion of the Agency Appointment Agreement*