



ANNUAL MEETING DUBAI 2017

**LINER & PORT AGENCY PLENARY MEETING
17th OCTOBER 2017**

QUALITY STANDARD UPDATE

**JONATHAN C. WILLIAMS FICS
GENERAL MANAGER**

So where are we now?



29

Countries

So where are we now?



29

Countries

+2

Tunisia and
Uruguay

So where are we now?



29 463

Countries

+ 48

Companies

So where are we now?



30 463

Countries

+ 48

Companies



Welcome to:
APAMA!!!



So where are we now?

Algeria, Argentina, Australia, Belgium, Brazil, Croatia, Cyprus, Denmark, Dubai, Finland, France, Great Britain, Greece, Hungary, Israel, Italy, Japan, Kenya, Malta, Mexico, Morocco, the Netherlands, Peru, Portugal, Slovenia, Spain, Sweden, Tunisia, Uruguay and USA

So where are we now?



Algeria, Angola, Argentina, Australia, Belgium, Brazil, Bulgaria, China, DR Congo, Côte D'Ivoire, Croatia, Cyprus, Denmark, Dubai, Egypt, Finland, France, Germany, Greece, Great Britain, Hungary, Iran, Ireland, Israel, Italy, Japan, Jordan, Kenya, Lebanon, Libya, Malta, Mauritania, Mexico, Montenegro, Morocco, the Netherlands, Panama, Peru, the Philippines, Poland, Portugal, Romania, Russia, Senegal, Serbia, Slovenia, South Africa, Spain, Sudan, Sweden, Syria, Tunisia, Turkey, Ukraine, Uruguay, USA, Venezuela, Yemen

So where are we now?



30/58

So what's
holding you
back ??!



So what is holding you back?



- The criteria are not onerous
- The workload on the association secretariat is designed to be minimal
- There is no direct cost involved in complying
- The FQS is the only internationally recognised quality label for ship agents and ship brokers
- It marks your association as committed to supporting your members and embodying the highest ideals of professional maritime practice
- The FQS is fully supported and endorsed by BIMCO and INTERCARGO
- The FQS is increasingly being recognised by ship owners and charterers as a criteria for appointing agents....



What happens next?

- Two further associations; **Bulgaria** and **Poland**, are finalising their criteria and are expected to apply for accreditation shortly
- News is eagerly awaited from Italy in relation to their revised EGO/FONASBA Quality Standard programme
- A press release will be issued after this meeting to celebrate APAMA securing accreditation
- FONASBA is in regular discussion with INTERTANKO and BIMCO and is opening discussions with our new Club Member INTERCARGO to secure clear and specific recognition of the FQS as a recognised quality label through reference in their standard agency clauses

So where are we now?



0 61

So where are we now?



0

61

Sweden

So what is holding you back?



- The criteria are not onerous
- The workload on the company is minimal
- There is no direct cost involved in complying
- The FQS is the only internationally recognised quality label for ship agents and ship brokers
- It marks you out from the competition and gives you an edge
- It recognises and clearly demonstrates worldwide that the company is committed to quality service
- The FQS is supported by BIMCO, INTERTANKO and INTERCARGO
- The FQS is increasingly being recognised by ship owners and charterers as a criteria for appointing agents....

**You owe it to your
association, your members,
FONASBA and the wider
maritime community to get
on board!**



Finally.....



**PLEASE MAKE SURE YOU KEEP
H/O UPDATED ON CHANGES AS
SOON AS THEY OCCUR!!!!!!!**

The list of companies on the website is THE master list and must be kept up to date and accurate at all times.
Thank you for your assistance.

- Criteria Review

Why?

- Discrepancies in the evidential requirements between ISO-9001 accredited companies in membership of national associations and similarly accredited Associate members
- Concerns over requirement for PandI cover to be provided by “an internationally recognised mutual club or insurance company”.

Proposals to rectify those discrepancies have been circulated previously, the meeting is invited to endorse same.

DOES ANYONE HAVE
A QUESTION DESIGNED
TO INCREASE MY
WORKLOAD FOR YOUR
ENTERTAINMENT?





Thank you.