

**MINUTES OF THE
COUNCIL MEETING HELD AT
THE INTERCONTINENTAL HOTEL, DUBAI FESTIVAL CITY
AT 2.00 p.m. ON WEDNESDAY, 18th OCTOBER 2017**

Present:

Mr. J.A. Foord FICS	President
Mr. B. Szalma	Executive Vice President
Mr. A. Mantrach	President Designate, Regional Vice President for Africa and the Middle East
Mr. G. Gordon Findlay	Immediate Past President
Mr. F. Carlini FICS	Chairman, Chartering & Documentary Committee.
Mr. W. Rocha jnr.	Chairman Designate, Liner & Port Agency Committee
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
Mr. M. El Mezouar	Vice Chairman, Chartering & Documentary Committee
Mr. M. Tak	Vice Chairman, ECASBA
Mr. R. Garcia Piñeiro	Vice Chairman, Liner & Port Agency Committee
Dr. A. Geisler	Co-opted Member

In Attendance:

Mr. J.C. Williams FICS	General Manager
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Mr. A. Seriai	Algeria	Mr. A. Banhero	Italy
Mr. M. Mazouz	Algeria	Ms. L. Tropia	Italy
Mr. A. Hani	Algeria	Mr. V. Totorizzo	Italy
Mr. G. Hernandez	Argentina	Mr. T. Saita	Japan
Mr. R. Troch	Belgium	Mr. M. El Yaman	Lebanon
Mrs. H. Bruggeman	Belgium	Mr. F. Bracamontes Venegas	Mexico
Mr. E. Wouters	Belgium	Mr. N. Banovic	Montenegro
Capt. N. Hristov	Bulgaria	Mr. R. D'Orey	Portugal
Mr. P. Nombo	Congo	Mr. E. Bandelj	Slovenia
Mr. N. Ngouala	Congo	Mr. N. Warner	South Africa
Mr. M. Dosso	Côte D'Ivoire	Mr. H. Galal	Sudan
Mr. C.P. Papavassiliou	Cyprus	Mrs. B. Blomqvist	Sweden
Mr. T.D. Paulsen	Denmark	Mr. C. Young	USA
Mr. M. Mouselhy	Egypt	Mrs. M. Collins	USA
Eng. M. Hatim El Kady	Egypt	Mrs. J. Cardona	USA
Mr. S. Gillie FICS	Great Britain	Ms. M. White	INTERTANKO
Mr. B. Szalma jnr.	Hungary	Observers:	
		Admiral M. Hatim el Kady	AFCS Alexandria

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 2017 Council Meeting and thanked the Dubai Shipping Agents for organising the event. He also welcomed those delegates attending for the first time. Their names are appended to these minutes. The **General Manager** reported that apologies for absence had been received from Australia, Finland, France, Greece, Ireland, Israel and Tunisia.

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 London, 21st October 2015

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

3. Matters Arising

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

4. **Annual Meeting 2019**

With Egypt having previously withdrawn its application, Mr. **Szalma** (Hungary), Mr. **Bandelj** (Slovenia) and Mrs. **Cardona** (USA) each made presentations on their associations' proposals to host the 2019 Annual Meeting in Budapest, Portoroz and Miami respectively. The **General Manager** then circulated ballot papers to representatives of all Full member associations present. The ballot papers were later collected the votes counted by Ms. **White**. The winner would be announced by the **President** at the close of the meeting.

5. **Executive Committee Membership**

The **President** reminded the meeting of the resignation in early September of Mr. Jan Vikström of Finland as Chairman of the Liner & Port Agency and his subsequent invitation to Mr. **Rocha jnr.** to fill the vacancy. With the invitation having been accepted, and endorsed by the Membership Committee, Mr. **Rocha jnr.** was appointed to serve as Chairman Designate until this Council Meeting. His formal appointment as Chairman of the Committee, to serve until the next full Executive Committee elections in October 2018, was now subject to the endorsement of Council, which was **confirmed by acclamation**. Mr. **Rocha jnr.** thanked Council for their support and confirmed he would do his utmost to ensure that the Liner & Port Agency Committee continued to carry out the wishes of the membership.

6. **Membership Reports**

Each of the Regional Vice Presidents, Messrs. **Dulce** (Americas), **Mantrach** (Africa and the Middle East), **Iigaki** (Asia) and **Belmar da Costa** (Europe), gave a presentation that covered in a standardised format the coverage of membership, the Quality Standard and Port Procedures Survey and their plans to expand same in the future. They also highlighted FONASBA membership events planned for their region. The presentations are available for download from the Members' Area of the FONASBA website.

The President thanked all the Regional Vice Presidents for their proactive efforts in maintaining and expanding FONASBA's membership.

7. **Finance/Funding**

The **Honorary Treasurer** opened the discussion on the formal accounts for 2016/17, 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 2016/17 be approved** and on a show of hands the motion was **carried unanimously**.

He then proposed that **the budget for 2017/18** (also circulated previously) **be approved**. This motion also was **carried unanimously**.

The **Honorary Treasurer** then introduced the proposal (again circulated previously) to **increase membership fees for 2018/19 by 5% across all membership categories**. The proposal was put to Council and **approved 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 2017/18**. This proposal was also **carried unanimously**.

8. **Articles and By Laws Revision**

The **General Manager** reminded Council of the proposals (circulated previously) to amend By Law 4.9.3 to align the procedure for the appointment of Committee Chairmen part-way through the term of an Executive Committee with those of other officers. The proposal was **put to Council and on a show of hands approved unanimously**. He then reminded delegates that the amendments to By Law 4.2 approved in London in 2016 (in respect of the term of office of the Executive Committee) had now been included in the Articles and By Laws ahead of their first application at the 2018 Executive Committee elections.

9. **FONASBA Development Issues**

Education: Capt. **Karmelić** reminded Council of the need to encourage participation in the Young Agent and Broker Award which would once again be held in 2018. He also acknowledged the presence at the Annual Meeting of Mr. Soltow of Germany, the winner of the 2017 Award, which would be presented to him at the Gala Dinner.

Capt. **Karmelić** then introduced Mrs. **Cardona**, who made an updated presentation on the FONASBA Agent Diploma. A copy of the presentation is available to download from the Members' Area of the website. Capt. **Karmelić** then reminded Council that the Diploma was primarily aimed at, and designed for, those associations that did not currently provide their own courses or

qualifications. He also reconfirmed that participation in the initiative was entirely voluntary. Further information on the course, and appropriate marketing materials, would be provided to Members shortly. Capt. **Karmelić** said the Executive Committee and ASBA hoped that the Diploma would prove useful. Mrs. **Collins** then reminded Council that the handbook was copyright ASBA and asked associations to respect that fact.

Mr. **Belmar da Costa** then made a presentation on the SAIL programme, an education and student exchange programme for more senior staff working in ship agency. The presentation is available from the website. He said that whilst the programme was initially aimed at those in EU member states (in order to benefit from the ease of movement across the Union), there was no reason why the programme could not subsequently be extended to other regions. With Council having expressed its support for the initiative, Mr. **Belmar da Costa** said he would continue work on the project with the European Shortsea School (2E3S).

Website: The **General Manager** made a short presentation on the proposals to establish a second tier Members' Area on the website giving access to companies in membership of national associations. He said that intention was to put certain information currently in either the public or Members' area of the main site in the new, separate site and it was hoped this would make it more widely accessible to the member companies. He also outlined the procedure for companies to register themselves to the new site (for a limited period) and the facility for Member associations to monitor registrations to ensure that only bona fide company members gained access. With support for this proposal having been confirmed by Council, he undertook to set up the new site in conjunction with FONASBA's webhosts, Square Marbles.

The **General Manager** then introduced the concept of an e-Commerce module that would allow FONASBA to generate income from the sale to non-members of the Agency Appointment and new General Agency Agreement forms. He confirmed that Member associations and their members would still have access to the documents free of charge via the Members' Areas.

10. **External Relations**

The **General Manager** made a short verbal report to Council on FONASBA's relationships and activities with external organisations including IMO, the World Customs Organisation (and its Private Sector Consultative Group), the Global Partnership for Sustainable Transport, the Arab Federation of Chambers of Shipping and with the Club members, as well as plans to bring the Maritime Anti-Corruption Network into membership. He also spoke briefly about the proposals to engage more actively with UNCTAD, with a view to both having Members contribute to the organisation's annual Review of Maritime Transport and to propose an update of its Minimum Standards for Ship Agents, a document largely written by FONASBA in the mid 1980's.

Following this report, Admiral Hatem Al Kady, Chairman of the Arab Federation of Chambers of Shipping, gave a presentation on the work of the Chamber and then presented commemorative plaques to FONASBA, to the **President** and the **General Manager**, which were gratefully received.

11. **The Future of FONASBA**

At the invitation of the **President**, Mr. **Gordon Findlay** then took the floor to reintroduce the concept of the "per vessel call" fee as both a means of bolstering the income of Members and as an alternative means of paying FONASBA membership fees. He said that both Argentina and Italy had agreed to begin paying their membership fees on this basis with effect from July 2018 on the understanding that the fee thus generated was at least equal to their current fees. He also encouraged those associations that did not currently apply such a fee to give consideration as to how they might do so.

12. **Annual Meeting 2018**

Mr. **Bracamontes Venegas** made a presentation on behalf of AMANAC as hosts of the 2018 Annual Meeting in Cancun. He confirmed that the dates were Tuesday 16th (Execom meeting) to Friday 19th October with the optional excursion to Tulum on Saturday 20th. A copy of the presentation can be downloaded from the Members' Area of the website.

The **President** then advised Council that the venue for the **2019 Annual Meeting** would be **Miami, hosted by ASBA**. He congratulated ASBA and thanked Hungary and Slovenia for having volunteered and reminded them they could reapply for 2020.

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 19th October 2018** in **Cancun**.

Closing the meeting, the **President** once again thanked the Dubai association for having hosted the meeting and also expressed his gratitude to the Executive Committee, the **General Manager** and Miss Mott for their support during the past year.

There being no further business to discuss, the President brought the 2017 Council Meeting to a close.

JCW/11.2017

DELEGATES ATTENDING FOR THE FIRST TIME:

NAME	MEMBER	NAME	MEMBER
Mr. Mohamed Mazouz	Algeria	Mr. Waleed Abd Elmoneim Badr	Egypt
Mr. Adnan Hani	Algeria	Mr. Niklas Soltow	Germany (YABA Winner)
Mr. Patrick Nombo	Republic of Congo	Mr. Steven Gillie FICS	Great Britain
Mr. Armand Ngouala	Republic of Congo	Mr. Matthew Gilbert	Great Britain
Mr. Yassin Vakil	Dubai	Mr. Omid Malek	Islamic Republic of Iran
Mr. John Cox	Dubai	Mr. Fardad Firouzpour	Islamic Republic of Iran
Mr. David D'Cruz	Dubai	Mr. Mohamed El Mezouar	Morocco
Mr. Nigel Fernando	Dubai	Mr. Mohamed Louaraki	Morocco
Mr. Ramesh Mohan	Dubai	Mr. Hamam Galal	Sudan
Eng. Medhat Hatim El Kady	Egypt	Mr. Niraj Mehta	Ukraine
Mr. Mohamed Hosny Elantably	Egypt		