

**MINUTES OF THE  
ECASBA PLENARY MEETING HELD AT  
THE INTERCONTINENTAL HOTEL, DUBAI FESTIVAL CITY  
AT 9.15 a.m. ON MONDAY, 18<sup>th</sup> OCTOBER 2017**

**Present:**

Mr. A. Belmar da Costa	Chairman
Mr. J. A. Foord FICS	President FONASBA
Mr. M. Tak	Vice Chairman

**In Attendance:**

Mr. J.C. Williams FICS	General Manager
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Mr. J. Dulce	Argentina	Mr. A. Mantrach	Morocco
Mr. G. Hernandez	Argentina	Mr. M. El Mezouar	Morocco
Mr. R. Garcia Piñeiro	Argentina	Mr. M. Louraki	Morocco
Mrs. H. Bruggeman	Belgium	Mr. J. Contreras	Peru
Mr. R. Troch	Belgium	Mr. R. D'Orey	Portugal
Mr. E. Wouters	Belgium	Mr. E. Bandelj	Slovenia
Mr. G. Gordon Findlay	Brazil	Mr. N. Warner	South Africa
Capt. N. Hristov	Bulgaria	Mrs. B. Blomqvist	Sweden
Mr. A. Ngouala	Rep. of Congo	Mr. N. Mehta	Ukraine
Mr. P. Nombo	Rep. of Congo	Ms. M. White	INTERTANKO
Capt. J. Karmelić	Croatia	Mr. A. Jamieson	ITIC
Mr. T.D. Paulsen	Denmark		
Mr. S. Rais	Dubai	<b>Observers:</b>	
Mr. M. Mouselhy	Egypt	Adm. M. Hatim El Kady	AFCS, Alexandria
Mr. M. El Kady	Egypt	Mr. R. Rodrigo	BSAA Bahrain
Dr. A. Geisler	Germany	Mr. E. Al Badr	KSAA, Kuwait
Mr. N. Soltow	Germany		
Mr. S. Gillie FICS	Great Britain	<b>Guests:</b>	
Mr. M. Gilbert	Great Britain	Mr. L. Waniwan	Dubai
Mr. B. Szalma	Hungary	Mr. S. Samuel	Dubai
Mr. B. Szalma jnr.	Hungary	Mr. S. Lai	Dubai
Mr. O. Malek	Iran	Mr. A. Muley	Dubai
Mr. F. Firouzpour	Iran	Ms. R. Zouhir	Dubai
Mr. F. Carlini FICS	Italy	Mr. M. Alqassim	Dubai
Mr. V. Totorizzo	Italy	Mr. Madhu M.	Dubai
Mr. A. Banchoero	Italy	Ms. N. Aziz	Dubai
Ms. L. Tropa	Italy	Mr. A. Razeq	Dubai
Mr. S. Carlini	Italy	Mr. F. Massouh	Dubai
Mr. T. Iigaki	Japan	Mr. K. Shankaran	Dubai
Mr. T. Saita	Japan	Mr. A. Saeed	Dubai
Mr. M. El Yaman	Lebanon	Mr. S. Chaturvedi	Dubai
Mr. N. Banovic	Montenegro	Mr. K. Krishnaprasad	Dubai

**Item**

**Action**

**1. President's Welcome, Chairman's Opening Address**

The **President** welcomed all those present to Dubai and to this first Plenary meeting of the 2017 Annual Meeting, extending a particular welcome to Mr. **Rais**, Chairman of the Dubai Shipping Agents Association, to delegates attending for the first time and the local guests. He also thanked both the association for having organised the meeting and Mr. Al Jourani of the Dubai Maritime City Authority for the presentation that had preceded it.

The **Chairman** added his welcome to everyone at the meeting.

2. **Minutes of the Last Meeting held London, 18<sup>th</sup> October 2016**  
With no comments having been received, the minutes **were approved.**

3. **Matters Arising**  
There were no matters arising that were not otherwise covered in the agendum.

4. **European Policy Update**  
At the request of the **Chairman**, the **General Manager** and Mrs. **Bruggeman** had previously circulated a detailed and extensive discussion paper on the European maritime policy issues that had been addressed by ECASBA during the year. These included:

- The review of the Reporting Formalities Directive
- The e-Manifest Pilot Project
- The work of the Digital Transport and Logistics Forum
- ECASBA's actions to extend the inspection-free period for transshipment containers of cargoes of animal origin and
- Customs Developments

Mrs. **Bruggeman** was invited to join the **Chairman**, **Vice Chairman** and **General Manager** on the podium to take questions from delegates and a number of issues were discussed in greater detail. At the close of the discussion, the **Chairman** thanked Mrs. **Bruggeman** and the **General Manager** for maintaining a close watch on these issues. He also asked that his thanks be passed through their associations to Mr. Duin of VNC for his participation in the DTLF and Capt. Peter Langbein of ZVDS for his actions in representing ECASBA on the e-Manifest pilot project

5. **ECASBA Brussels Representation**  
The **Chairman** opened this item by reminding the meeting that the Advisory Panel had been tasked at the London plenary meeting with looking into a number of options for enhancing ECASBA's representation in Brussels and confirmed that it done so over the intervening year. He then made a presentation on the history of ECASBA's representation to the EU, how the situation had developed in recent years and the challenges it now faced in ensuring that it was suitably resourced in order to continue to best represent the interests of the membership. He then advised the meeting that the proposed course of action agreed by the Advisory Panel was for the appointment of a part-time representative, operating on a fixed annualised hours contract and based closed to Brussels.

He summarised the role of the representative as:

- Promoting and protecting the interests of shipbrokers and ship agents to the Commission and other European institutions
- Maintaining a close watch on all developments in those policy areas related to ECASBA's business
- Keeping in regular touch with European Union decision and policy makers
- Representing ECASBA in bilateral and multilateral meetings with the Commission and other institutions and organisations
- Reporting back to ECASBA to support the formulation of policies and positions
- Presenting those policies and positions in the appropriate EU fora and following up on all subsequent developments

The representative would report through the **General Manager** and at all times act under the direction of the ECASBA Advisory Panel.

The **Chairman** then advised that investigations by Advisory Panel members had indicated that the level of service anticipated could be provided by a suitably qualified individual at a cost of approximately €Euros 110,000 per annum. He then outlined a series of options outlining the impact of that cost on the members, based on a number of future ECASBA membership scenarios. A copy of the presentation is available for download from the Members' Area of the FONASBA website.

The **Chairman** then opened the floor for questions and comments from delegates and a detailed and extensive discussion took place. A number of delegates questioned the need for any change to the current representation arrangements, whilst others expressed concern about the ability of their association to fund the proposed membership fee increases. A number also suggested that any such proposal would have to be carefully considered by their association's board and therefore requested an extended consultation timeframe. On the question of the additional costs, Mr. **Tak** recommended that the associations carefully consider the value of the increased representation that the new arrangement would bring to their members, rather than just concentrating on the monetary impact alone. Mr. **Totorizzo** said that the customs brokers' association, CONFIAD, had a similar representation agreement in place but the costs were significantly less than those proposed in the presentation.

At the close of the discussion, it was agreed that the **Chairman** would issue a paper to all ECASBA members outlining the current proposal and inviting comment as well as alternative suggestions as to how to proceed. He stressed that it was vital for the future of ECASBA that whatever action was finally taken, it had the unanimous support of all the association members. The paper would be issued in November and initial responses would be invited by the end of 2017 so that they could be considered at the next Advisory Panel meeting scheduled for Monday 5<sup>th</sup> February 2018. Any association requiring additional time to carry out a full internal discussion before expressing its views was invited to notify him accordingly through the survey.

**6. "Young ECASBA"**

Mr. Simone **Carlini** gave the meeting a short update on the recent activities by the "Young Ecasbians" group, which had been represented at the "Youngster Shipbroker" event in Hamburg and would hold its next event during Naples Shipping Week 2018. He also reported that the group was exploring closer links with the worldwide YoungShip organisation. The **Chairman** thanked Mr. **Carlini** for his report and reminded all associations of the need to bring younger members of the agency and broking sectors into their organisations, either as members of the association itself or through a dedicated young members' section.

**7. ECASBA Seminar 2018**

The **Chairman** advised the meeting that Spain had offered to host the 2018 ECASBA seminar in Barcelona. Although ANESCO had previously resigned from membership due to internal issues, he was in close and regular contact with members of the Spanish agency and broking sectors who were in the process of establishing a dedicated association that intended to apply for FONASBA membership by the end of 2017 or early in 2018. Once the association was in membership, firm arrangements would be put in place for the seminar, scheduled to take place in May. He said that it was anticipated the seminar programme would combine both European and local issues as it had done when previously held in a member country. He also advised that the Port of Barcelona had confirmed its willingness to act as a sponsor for the event. As always ECASBA members were encouraged to propose issues for the agenda and he said he hoped all members would attend the Barcelona meeting, especially, on this occasion, as it was very important to demonstrate their enthusiastic support for the new Spanish association.

Further information on the seminar would be circulated in due course.

**8. Any Other Business**

None.

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

The **Chairman** thanked all those present for their contributions to an excellent and productive meeting. He then advised that the next Plenary Meeting of ECASBA would take place in October 2018 in Mexico, with the date to be confirmed in due course.

**There being no further business to discuss, the Chairman brought the meeting to a close.**

JCW/11.2017