



FONASBA EDUCATION

# FONASBA

**London: 8th December 2017**

## **FONASBA Young Ship Agent or Ship Broker Award Entry for the 2018 Award is now open**

Now in its fourth year, the FONASBA Young Ship Agent or Ship Broker Award is developing into a well-respected educational initiative and the papers presented are of an extremely high standard. The full entry criteria are provided on the following pages but in summary the Award is open to any employee, aged 40 or younger, of a company that itself is a member of a FONASBA national association.

The Award is supported by our sponsors, BIMCO and ITIC and the winner of the first prize receives complimentary entry to one of BIMCO's e-learning courses and a cheque for €500.00 from ITIC. The winner is also invited to attend the FONASBA Annual Meeting to receive their award from the President. The 2018 Award will be presented in Cancun, Mexico

Each of the three winners over the first three years of the Award have found the effort of preparing, researching and writing their entry to be very rewarding and all agree that doing so stood them in good stead in terms of future career development and progression.

The winner of the inaugural Award in 2015, Renan Queiroz of Brazil, said: "I was truly honoured to be the first recipient of the Young Ship Agent of the Year Award and am absolutely sure it has played an important role in my career as it was of great value to build my résumé. At the time of entering, I was a boarding agent and am now managing a shipping agency operation in 11 ports and have no doubts winning this Award has boosted my visibility within the company. Recognition aside, all the research involved has increased my knowledge on the field, not to count all the nice people from several nationalities that I was pleased to meet during the Award Ceremony. While applying for this award may be time-consuming, it is rewarding in more ways than one".

The 2016 winner was Tim Polson MICS, of Australia, who received his Award at the London Annual Meeting. He wrote: "The primary gain from writing my submission was the motivation to research my own field of work more, and be more investigative in general. The information I uncovered was often surprising, sometimes shocking and occasionally very entertaining. The assignment made me more aware than ever that effective communication is about arranging facts in a way that is both informative and enjoyable to read. The award ceremony and chance to speak at Mansion House was an unforgettable experience, and it was great to meet the highest echelons of the shipping industry. As a result of winning this prestigious prize, I have made efforts to 'raise the bar' in terms of the quality of my work, leading to significantly improved commercial results. I was also inspired to engage in postgraduate study, and I have since completed a Graduate Certificate in Business Management with Griffith University here in Brisbane, achieving top of the class for 3 out of 4 subjects and being awarded an Academic Excellence prize. I will be continuing this study in the form of an MBA next year, likely as an academic scholarship student. Winning the FONASBA Award represented a significant and positive change in career direction for me, and has been one of my life's most rewarding experiences. I am thoroughly looking forward to reading next year's submissions"!

Niklas Soltow of Germany was the 2017 winner and attended Dubai Annual Meeting. He said: "I am very proud and honored to be among the winners of the FONASBA Young Ship Agent or Broker Award. The participation in this Award has given me quite a lot and has been rewarded in many ways. The conscious look at the specific issues of the shipping industry has broadened my knowledge. I hope this award is just at the beginning of a long and successful history and that all future winners and participants will benefit from it as much as I have".

*Continued overleaf*



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As well as our prize winners, our sponsors BIMCO and ITIC are also convinced of the value of the Award as a means of encouraging and supporting personal and academic development.

BIMCO Deputy Secretary General Søren Larsen commented: "Representing ship brokers and agents internationally FONASBA plays a very important role in raising standards within the ship broking and agency profession as well as attracting the next generation of young shipping people to the business. BIMCO is very pleased to continue to sponsor FONASBA's Young Agent and Broker Award" that serves as an important inspiration for young shipping professionals who wish to make ship broking and agency a life time career".

For ITIC, Commercial Director Charlotte Kirk FICS said: "ITIC is pleased to sponsor the FONASBA Young Agent and Broker Award. The award recognises individuals who demonstrate their advanced knowledge of ship broking and agency. We are sure that all the winners will go on to be at the forefront of their profession".

It is clear from the testimonies given above, that whilst the Award is a significant undertaking, it certainly brings much in terms of personal and professional reward, recognition and satisfaction. We therefore hope that as many as possible of our eligible younger members will take up the challenge of entering for the 2018 Award.



Pictured left and below, our prize winners:

Left: Renan Queiroz, 2015  
Below: Tim Polson MICS, 2016  
Bottom: Niklas Soltow, 2017



*Will you be our  
next winner?*



# FONASBA

## YOUNG SHIP AGENT OR SHIPBROKER OF THE YEAR AWARD 2018

### **PURPOSE:**

The aim of the Award is to develop professionalism among young people in ship agency and shipbroking and to encourage them to be actively engaged in the industry. A further objective of the Award is to increase FONASBA's academic resources.

### **AUTHOR ELIGIBILITY CRITERIA:**

The author shall be 40 years of age or under at the time of submission of the paper to the Review Committee and be employed by a company that is a member of a FONASBA Full or Candidate Member association or by an Associate or Club Member.

### **PAPER CRITERIA:**

The paper should present a comprehensive analysis of the role of the ship agent or shipbroker in a specific field or market sector. Candidates may wish to write on a specific shipping market (for example dry bulk, tanker, liner, passenger or offshore shipping or sale and purchase), another sector of the international maritime industry such a ship management or alternatively on a broader topic such as "New business opportunities in a changing shipping world" or "The profession of the ship agent (and or) ship broker in 2025". It should be written in such a way as to be understood by both professionals in the field as well as general (non-maritime) readers. In order to avoid duplication of subjects covered, and to ensure consistently high standards, the subject of the paper will be agreed between the author and the Review Committee prior to work starting. The author will therefore be invited to submit the title and a short summary of the scope and contents of the work to the Committee for review and comment. The Committee may suggest such changes to the proposal as it feels appropriate to ensure the finished work meets the required standards.

The work itself shall comprise a formal written paper (illustrated if appropriate) to a minimum of 5,000, maximum 10,000 words, excluding the title, indices, footnotes and bibliography. The paper will be written in English and submitted in 12 point font.

The timetable for entering a paper to the Award scheme is provided overleaf.

### **OWNERSHIP/PUBLICATION OF ALL PAPERS:**

Copyright of the paper remains with the author but in entering for the award, the author agrees that the work will be made available to the membership and the public via the website.

## **REVIEW PROCESS:**

All aspects of the review process and selection of the winner of the Young Ship Agent/Shipbroker of the Year Award will be undertaken by a Review Committee comprised of the following:

- A senior member of FONASBA as Chairman, nominated by the Executive Committee
- The Vice President for Education
- A third individual nominated by the Executive Committee

The Review Committee will be supported by the FONASBA Secretariat which will administer all aspects of the Award scheme, including all communication with the authors.

## **AWARDING OF YOUNG AGENT/BROKER TITLE:**

The Review Committee will consider all papers received by the closing date shown below and select the best entry. The winner will receive two prizes courtesy of Club Members ITIC and BIMCO. The first is a cash award of € 500.00 from ITIC and the second is complimentary access to an e-Learning module of their choice from the range of courses offered by BIMCO. A certificate will also be awarded to the winner, who will be invited to attend the next FONASBA Annual Meeting to receive their prizes. Should the winner attend the Annual Meeting, FONASBA will pay the applicable registration fee. Should they be unable to attend however, the certificate and prizes will be sent by FONASBA to their national association for presentation locally. News of the award will be publicised in the maritime media and via the FONASBA website.

## **AUTHOR AND REVIEW COMMITTEE TIMETABLE:**

- Title and a short (maximum one page) summary of the scope and contents of the paper to be submitted to the Review Committee via the association and the FONASBA Secretariat ([admin@fonasba.com](mailto:admin@fonasba.com)) by 16<sup>th</sup> February 2018.
- Review Committee to reply accepting the proposed paper, or suggesting amendments, by 2<sup>nd</sup> March 2018.
- Completed papers to be returned to the Review Committee, via the Secretariat as above, by 15<sup>th</sup> June 2018.
- The Review Committee will select and announce the winner by 17<sup>th</sup> August 2018. The winner will then be invited to attend the FONASBA Annual Meeting to receive the award.

JK/London December 2017