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THE NEW HORIZON



THE FEDERATION OF NATIONAL ASSOCIATIONS OF SHIP BROKERS AND AGENTS

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2016-17 YEAR END UPDATE

Dear Friends,

The old saying that "time flies when you are having fun" certainly applies to FONASBA as it only seems like yesterday that Glen Gordon Findlay wrote his introduction to our first end of year review and it is already time for me to introduce this second one.

Over the past year FONASBA has been as busy as ever fulfilling its role of promoting and protecting the interests of you, our Members, and the wider ship agency and ship broking communities. As you will read in detail in the following pages, we have continued to make our voice heard in IMO, WCO, at the European Commission and elsewhere. We have joined the WCO's Private Sector Consultative Group and the newly-formed Global Partnership for Sustainable Transport. Our Club membership coverage is still expanding and we have recently welcomed the Comité Maritime International and INTERCARGO to our Federation.

I would also like to extend my personal welcome to all of our new Members. Thank you for joining FONASBA and I urge you to participate enthusiastically in all our activities. I can also assure all Members that I, the Regional Vice-Presidents and our General Manager are actively pursuing new members and we are confident that our Federation will continue to grow in the future.

It is also encouraging to note the ongoing support for our initiatives. The Quality Standard continues to extend its global reach and more of our Members are taking the opportunity of seeking guidance from their colleagues through the medium of the membership surveys - which seem to be coming thick and fast these days. As with any membership organisation however, the benefit a member takes out is directly proportional to the effort they themselves put in and whilst the level of participation from some Members is extremely good, others do not interact to the same extent. Enthusiastic and active engagement is vital to the success of an organisation like ours and in paraphrasing President Kennedy I would invite all Members to consider not only what FONASBA can do for you, but what you can do for FONASBA.

With our Secretariat resources having been strengthened through the recent appointment of Victoria Mott MICS as our Assistant General Manager, we now have the capacity to take on more issues and to provide a higher level of service to our Members. I therefore invite you, as Glen did last year, to bring your thoughts, ideas suggestions to me, our General Manager or any member of the Executive Committee so that we can take appropriate action.

I hope you find the contents of this Newsletter interesting and would encourage you to circulate it amongst all your association members and beyond, as you see fit.

In closing I look forward to seeing you all in Dubai for our 2017 Annual Meeting.

Best regards,

JOHN A. FOORD FICS — PRESIDENT

MEMBERSHIP NEWS (www.fonasba.com/fonasba-member/fonasba-membership-list)

FONASBA continues to expand its worldwide membership and during the past year we have been pleased to welcome the following Members to the Federation:

Full Members: The Alexandria Chamber of Shipping (Egypt), The Shipping Association of Iran (Iran) and the Shipping Association of Nigeria (Nigeria).

Associate Members: Lion Shipping and Chartering (Romania).

Club Members: The Comité Maritime International (Antwerp) and INTERCARGO (London).

The election to membership of the Alexandria Chamber of Shipping and the Shipping Association of Iran resulted directly from the tour of the Middle East undertaken by Past President Glen Gordon Findlay and Regional Vice President for Africa and the Middle East Aziz Mantrach in May 2016, see the last newsletter.

Bringing the Comité Maritime International (CMI) into membership will enhance FONASBA's

engagement with the development of international maritime law at the highest level, whilst having INTERCARGO with us ensures that we have direct and regular contact with the international dry bulk shipping community.

In keeping with our practice of seeking mutual membership status with our Club Members, FONASBA now has Reciprocal Member Status with INTERCARGO and our election as a Consultative Member of CMI is expected to be ratified at the Comité's Assembly Meeting in September.

All our new Members are very warmly welcomed to the Federation.

Our Regional Vice Presidents, supported by the President, Executive Committee members and the Secretariat, continue to seek new members worldwide in order that we can further expand the Federation's global coverage and ensure that we fully and accurately represent the views of the international ship agency and ship broking sectors.

EDUCATION (www.fonasba.com/education-and-training)

The 2016 FONASBA Young Ship Agent or Ship Broker award maintained the high standards set the previous year with another seven entries being received from within the membership. These were again carefully scrutinised by the Award Committee, comprising FONASBA Honorary Member and Past President Gunnar J. Heinonen, Education Vice President Capt. Jakov Karmelić and Charlotte Kirk FICS, Marketing Director of ITIC, who chose Tim Polson MICS of Australia as a worthy second winner of the award. Tim, accompanied by his wife Annette, therefore joined FONASBA delegates and guests at the 2016 Annual Meeting Gala Dinner held in London in October to receive his prizes, which were once more generously supported by ITIC and BIMCO. (*See the Photo Pages*).

Entries for the 2017 Young Agent and Broker Award opened in November last year and six formal papers were received from entrants in Argentina, Brazil, Croatia, Germany and Kenya. Those papers are now being reviewed by the Award Committee and the winner will be announced in August.

As in previous years, the winner will be invited to participate in the Gala Dinner at the conclusion of the 2017 Annual Meeting in Dubai. Once again both ITIC and BIMCO have agreed to sponsor the prizes for this year and we are very grateful to both organisations

for their continued support of the Award.

The final touches are now being made to the FONASBA Agent Diploma that has been developed in conjunction with our colleagues at ASBA in the United States. As reported at the London Annual Meeting last year, this diploma course is based on a scheme that ASBA have been successfully running for some years and provides an entry level study course and online examination for ship agents.

The course material and examination have been modified to make them more suited to an international student base and the course will be officially launched at the 2017 Annual Meeting Dubai, at which time the procedures for registering and undertaking the study course and examination will be provided to all Member associations.

FONASBA is very grateful to ASBA for having made their course material and examination available for use by students from other FONASBA member countries and we would like to acknowledge the sterling work undertaken by former President Marygrace Collins, ASBA Executive Director Jeanne Cardona and ITIC Claims Director Andrew Jamieson in adapting the course and examination and preparing it for use by the wider FONASBA community.

LONDON SECRETARIAT STRENGTHENED

The ability of FONASBA's London Secretariat to service the needs of the Federation's Members was significantly enhanced in May this year with the appointment of Victoria Mott MICS, BSc. Phys. (Hons), as Assistant General Manager.

A graduate of Lancaster University with a degree in Physics, Victoria has spent more than ten years in the London maritime community, both as the London Sales Manager of a ship management and marine services company based in the United Arab Emirates and as General Manager of the International Maritime Industries Forum (IMIF), a political lobbying group for a wide range of maritime interests. She therefore joins FONASBA with a thorough and comprehensive knowledge of the shipping industry as well as a wealth of contacts in the London maritime community.

Currently employed by FONASBA on a part time basis, Victoria has also retained her role with IMIF and it is hoped that this will provide opportunities for close cooperation between both organisations on issues of mutual interest and this will be explored further in the coming months.

CONTAINER WEIGHING (www.fonasba.com/member-survey)

A year on from the introduction of mandatory weighing of containers for shipment on vessels covered by the SOLAS Convention on 1st July 2016, and in spite of some considerable concern from the industry, containers have continued to be moved and the actual disruption to the supply chain has been limited.

As reported in the last Newsletter, we carried out two surveys in the lead up to implementation of SOLAS VI.2, one in June 2015 and the second in May 2016 and both showed that our member associations were actively engaging with ports, container terminals and shippers. Twelve months later, it is clear their efforts to coordinate action to minimise the impact of the Regulation have paid off in ensuring that, in many countries, any disruption was limited.

The decision by IMO to grant a three-month grace period during which national regulatory authorities would collaborate with the shipping and forwarding industry to work through any issues that did arise, rather than applying sanctions, was another factor in ensuring that containers kept moving.

In addition to monitoring the introduction of the Regulation through the surveys, FONASBA remained in close and regular contact with the Maritime Safety

Victoria has already assumed responsibility for many of the Secretariat administrative functions, including maintaining membership and financial records, updating the website, assisting with registrations for the Annual Meeting and administering FONASBA's educational initiatives including the Young Agent and Broker Award and the new Agent Diploma. In addition she maintains the FONASBA Quality Standard records as well as receiving and collating replies to our ever-growing volume of membership surveys (*See page 5*).

As she is the only member of the Secretariat staff eligible to join (!), Victoria is also responsible for liaison with, and support of, the recently launched "Young Ecasbians" group led by Simone Carlini MICS, Chairman of Grupo Giovani FEDERAGENTI, the Italian Young Members Group. (*See page 10*).

Victoria joined the Executive Committee at its meeting in Genoa at the end of June (*see Photo Pages*) and looks forward to meeting the rest of the FONASBA family in the coming weeks and months.

Division (MSC) of IMO, which has responsibility for container weighing, and we ensured IMO was updated with relevant information. Loukas Kontogiannis, a technical officer at MSC closely involved with the SOLAS Amendment, was present at the London Annual Meeting and thanked the Members for their actions on this subject.

Subsequently a request was received from IMO Secretary General Kitak Lim to carry out a further survey to look at a number of specific areas relating to compliance with the Regulation after the end of the grace period. Uniquely amongst membership surveys, the questions were drafted in consultation with IMO to ensure they collected the required information and as this Newsletter is being written the results are being collated. It will then form the basis for an information paper to be put into the next meeting of IMO's Sub-Committee on the Carriage of Cargoes and Containers (CCC.4) in September.

The results will also be published in the usual table format and uploaded to the website shortly.

As always, the active participation of Members in monitoring the ongoing impact of the Regulation on container shipping is greatly appreciated.

QUALITY STANDARD (www.fonasba.com/fonasba-initiatives/fonasba-quality-standard)

Coverage of the Quality Standard continues to expand worldwide and by so doing provides a clear and unambiguous demonstration to legislators and regulators worldwide of the commitment of ship agents and ship brokers to the provision of high quality services.

In the last twelve months, the number of Associations covered by the Standard rose to 29 through the addition of Greece, Kenya, the Netherlands, Tunisia and Uruguay. The other countries already covered by the Standard are: Argentina, Australia, Belgium, Brazil, Croatia, Cyprus, Denmark, Dubai, Finland, France, Great Britain, Hungary, Israel, Italy, Japan, Malta, Mexico, Morocco, Peru, Portugal, Slovenia, Spain, Sweden and the USA.

The number of companies also continues to rise and at the end of June 2016, more than 460 have been accredited to the Standard, a further very welcome increase of nearly 50 companies over the year.

In October last year, Council agreed changes to the current FQS criteria to make the Standard easier to obtain by Associate Members that are already accredited to ISO 9001 and to recognise the Authorised Economic Operator schemes of both the European Union and World Customs Organisation as additional pre-existing quality programmes, thus adding to the attractiveness and relevance of the Standard to member companies.

PORT PROCEDURES SURVEY (www.fonasba.com/fonasba-initiatives/fonasba-port-procedure-survey)

The Port Procedures Survey now covers 256 ports in 45 countries, a small but nonetheless welcome increase on last year. As we said last year however, while the geographical coverage continues to expand, the spread of ports within many of those countries remains limited, often to just the main ports. We would therefore take this opportunity to encourage Members to revisit the Survey and to input data on additional ports in their own country.

We reported last year that a number of changes and enhancements have been made to the data input and updating procedures in order to facilitate the adding of new, and the updating of existing, entries. In particular the ability to carry over information from one entry to another has been streamlined and this will reduce some of the burden of repeatedly entering the same data.

Whilst in many cases the burden of entering the data falls upon already stretched association secretariats, some Members have taken a different route and have

Proof that these changes were welcomed by the membership was evidenced by the awarding of the Standard to Holland Hellenic of Greece and All Seas of Tunisia, both of which are Associate Members.

Whilst having more than half our member countries covered by the Standard is encouraging, it remains vital for the success of the initiative, and the all-important support from ship-owner organisations, that all FONASBA Members are covered. It is therefore encouraging to report that a number of other associations are currently working on developing their draft criteria.

Securing and maintaining the Standard by a Member association or Associate Member company is relatively simple and does not require a complex or time consuming implementation process to be undertaken. Broadening the coverage of the Standard will of course also encourage more owners to use Quality Standard-accredited agents, motivate more agents to secure accreditation and drive agents that are not currently members of the Association to join, in order to avoid losing business to their FQS accredited competitors.

We are continuing our efforts to encourage our colleagues at BIMCO and INTERTANKO to reference it as an additional quality mark in their standard agency clauses and will be approaching our new member INTERCARGO in the same vein.

invited a small number of agents to directly enter the information to the survey, instead of sending it back to the association for input. Clearly this means giving Members' Area passwords and usernames to the agents but provided this is done in a careful, considered and controlled manner it should not pose a threat to website security. By sharing the burden of inputting the data, this has ensured that a wider range of ports can be uploaded than would otherwise be the case. Other associations may therefore wish to consider this option.

As with the Quality Standard, ensuring wider coverage of countries, ports and terminals is key to keeping the survey relevant, up to date, accurate and useful for agents, ship owners and other port users. At the last Executive Committee meeting in Genoa in June, the Regional Vice Presidents committed to make contact with all member associations over the coming weeks to encourage further participation in, and input to, this important initiative.

MEMBERSHIP SURVEYS (www.fonasba.com/member-survey)

We have seen something of an explosion in the number of surveys being undertaken on behalf of Member associations in the past few months and at one point we had three running at the same time! Admittedly this put some significant strain on the secretariats but we, and the enquiring associations, would like to express our grateful thanks to everyone that responded. The information provided in these surveys is of vital importance to the associations concerned.

At the risk of repeating ourselves once again however, it is clear that the success of these surveys and their value is directly related to the level of response received from across the membership. We are therefore sure that all Members will appreciate that their active participation in these surveys will encourage others to do likewise, thus leading to a more comprehensive, open and detailed exchange of views that will enhance the volume and quality of information available to the membership.

Supporting fellow Members is fundamental to the way FONASBA operates and responding to surveys is a clear and public commitment to our Federation's guiding principles.

As reported at the London Annual Meeting, we now

record which associations reply to the surveys and at present the response rate across the 28 surveys carried out to date (weighted to allow for surveys restricted to certain areas, new Members joining and other mitigating factors) is 52% for FONASBA surveys and 63% for ECASBA only surveys.

Whilst these numbers are good, it is clear there is room for improvement. As well as recording the overall level of responses, we also break them down by association and it is disappointing to note that there are a few Members whose response rate is less than 10%. At the same time we should congratulate Brazil on responding to every survey and Argentina, France, Israel, Italy, Japan and Malta for all responding to more than 90%.

Given the number of surveys being carried out, we would also remind associations intending to request a survey to check the Port Procedures Survey and the list of surveys already published on the website (see the address above) before sending the request in case the information they require is already there. The FONASBA Secretariat does check enquiries against the PPS and the summary and on a number of occasions the intended survey has not been issued, or it has been modified to take account of information already published.

STANDARD DOCUMENT UPDATE (www.fonasba.com/documentation)

The launch of the new FONASBA/BIMCO Agency Appointment Agreement (AAA) form at the end of 2016 marked the completion of the first stage of the review of FONASBA Standard Documents being carried out by the Chartering & Documentary Committee headed by Fulvio Carlini FICS. The launch of the new form was broadcast to the world in a webinar from BIMCO's Copenhagen headquarters in February this year (it is still available via the website at the link above) and since then its use by the market has grown steadily.

Immediately work on the AAA was finished, the joint FONASBA/BIMCO drafting group moved on to the rather more complex General Agency Agreement form, which will be an industry-standard document for the establishment of a longer term agency agreement, whereas the AAA is only intended for single voyage or short duration agency agreements.

The GAA is intended to cover a wide variety of trades including liner, bulk (dry and wet), breakbulk, project, short sea offshore energy and others. The form will comprise a common core that covers all the main areas of the agreement and this will be

supplemented by additional clauses that will allow the form to be further customised to reflect the trade specific elements of the overall agreement.

The new form is again being produced in BIMCO's well-known "box format" and will share a significant degree of commonality with the AAA form in terms of layout, definitions and terminology in order to bring clarity and consistency to the process of appointing a ship agent.

Work on the common core is now largely completed, although some additional work is required in relation to the agent's liability to the principal in the liner trades, where the "x times the agreed agency fee" used in other sectors is not applicable. It is hoped, however, that this will be resolved prior to the Dubai Annual Meeting in October this year and the next meeting of the BIMCO Documentary Committee in November, at which the approval of both bodies will allow the GAA to be launched by the end of 2017.

Work will then begin on drafting the additional clauses and input will be sought from FONASBA Members with specific and appropriate expertise in the trades concerned.

MEMBER ASSOCIATION VISITS

Meeting Members (and indeed members of Members) is key to ensuring that FONASBA is aware of, and able to respond to, the issues that affect the ship broking and ship agency sectors and the President, members of the Executive Committee and the General Manager have continued to take the opportunity of visiting associations wherever and whenever possible.

In November, the President and General Manager attended the 2016 Eisbeisessen dinner hosted by the German Shipbrokers' Association, where the partner country was Dubai, represented by Nayana Nandkumar of the Dubai Shipping Agents' Association. Later the same month, the President visited the Israeli and Swedish associations and he met the Hungarian association in January 2017.

In March this year, the General Manager met with members of the Portuguese association AGEPOR during a maritime industry seminar in Porto and also travelled to Malta to meet the Association of Ship Agents. In the same month Regional Vice President for the Americas, Javier Dulce met Centro de Navegación del Uruguay in Montevideo.

In April, Immediate Past President Glen Gordon Findlay and Javier Dulce represented FONASBA at the CIANAM Annual Congress in Veracruz and Regional Vice President for Africa and the Middle East Aziz Mantrach visited the Alexandria Chamber

of Shipping and the Dubai Shipping Agents' Association.

In May the General Manager travelled to Odessa to address a meeting of the Ukrainian Shipbrokers' Club and attend their annual dinner. The following month he joined Regional Vice President for Europe Antonio Belmar da Costa in Paris for a meeting with the French association AMCF.

FONASBA has also participated in meetings of Club members such as BIMCO, where Fulvio Carlini attends the meetings of its Documentary Committee, whilst Jonathan Williams joined colleagues from INTERTANKO and INTERCARGO at their pre-Christmas Open House. He and Victoria Mott also attended the Baltic Exchange Chairman's Cocktail party in London in May.

Visits are not limited to current members however, and the President took the opportunity of an invitation to attend a meeting of the Confederation of Indian Industry in Delhi in March 2017 to promote the benefits of FONASBA membership to the Indian ship agency community.

The President is also looking forward to making visits to potential members in Africa and the Far East later in 2017, accompanied by the Regional Vice President for Africa and the Middle East, Aziz Mantrach, and for Asia, Takazo Igaki.

WEBSITE AND SOCIAL MEDIA (www.fonasba.com, www.facebook.com/fonasba, www.linkedin.com)

The FONASBA website is under constant review to ensure that it remains an effective tool for providing information to both Members, the wider shipping sector and the general public. For the last twelve months it averaged 5,200 hits per month, with the highest rate being achieved in April 2016 when 8,534 hits were logged.

It has been suggested that in order to maximise the benefits of membership, some of the information in the public area should be restricted to both associations and their company members and so we propose to set up a second level of access to sections of the Members' Area where some of the more detailed information might be found. We are currently looking at the best method of granting access to the more than 5,000 companies covered by our Full Members without burdening association secretariats, the office in London or our webhost when assigning user names and passwords. We will discuss the options at the Dubai meeting.

Consideration will also be given to what information will be included in this second level Members' Area. Whatever is in there, Member associations will of course also retain full access rights.

Another ongoing development is the establishment of an e-commerce module that will allow FONASBA to charge a nominal sum for downloads of the AAA, GAA and other forms, as BIMCO currently does.

We continue to seek advertising for the site and the latest rate card can be downloaded from the website.

Our social media pages on Facebook and LinkedIn (the addresses are above) remain popular. They are a useful means of publicising the activities of the Federation beyond the membership and so we are currently looking at ways to boost our use of social media to better promote our Federation and its activities. Members are therefore encouraged to provide material to post to these sites. Contributions should be sent to the Secretariat: admin@fonasba.com

FONASBA/ECASBA EVENTS (www.fonasba.com/news-and-events/fonasba-events)

With the Annual Meeting being the only opportunity for all Members to come together and exchange views, it is important that the programme for each meeting is relevant and interesting and thus attracts as many associations as possible. The 2016 London Annual Meeting, hosted by the Institute of Chartered Shipbrokers, was the largest ever in terms of delegate representation with 39 of our 55 member countries (at that time) and 120 delegates and partners attending.

The delegate programme included a number of changes from previous years including industry briefings before the Chartering & Documentary Plenary and Liner & Port Agency meetings and a joint seminar with the London Branch of the Institute of Chartered Shipbrokers during the C&D meeting on the future of the shipbroker. During the industry briefings Robin King, Head of Marketing at the Baltic Exchange gave delegates an insight into the workings of Forward Freight Agreements and Sean Moloney of Elabor8 Communications, organiser of the London and European Shipping Weeks, spoke about the importance of London to the international maritime community and of the LISW Event in maintaining that premier position.

The seminar on the future of the shipbroker was extremely well-attended and brought together senior members of the London broking community, recent entrants to the profession and the developer of a new online ship broking application. They discussed the advantages and disadvantages of each approach and how the broking sector needs to develop to maintain its importance and influence in a changing and ever more connected world. The seminar was recorded and highlights are available for download from the FONASBA website at the address shown above.

The Council Meeting saw the election of a new Executive Committee, headed by John Foord as President, and also agreed to bestow Honorary Membership on all former Presidents.

A special presentation of an Honorary Members badge and commemorative certificate to ten former Presidents therefore took place at the Gala Dinner in the spectacular surroundings of the Mansion House in the City of London, the residence of the Lord Mayor of London, Lord Jeffrey Mountevans, who is himself a shipbroker and member of the Institute. Lord Mountevans and his wife also joined delegates, partners and invited guests at the dinner, which included the ICS Prizegiving ceremony, the award of the 2016 FONASBA Young Agent and Broker Award

to Tim Polson MICS of Australia (*see page 2*), and the handover of the President's badge of office from Glen Gordon Findlay to John Foord.

The 2017 Annual Meeting will take place in Dubai with the plenary programme starting on Sunday 15th October. Full details of the event, the delegate, partner and social programmes as well as online registration and accommodation booking facilities, are available via the FONASBA website.

FONASBA's other major event each year is the ECASBA seminar which is held in Spring, either in Brussels or another European maritime city, recent venues having included Naples, Hamburg and Lisbon. This event brings ECASBA (and FONASBA) Members into direct contact with the European Commission and colleague European maritime associations to discuss relevant issues in a frank manner, with the private nature of the meeting ensuring confidentiality and openness. The 2017 meeting took place in Brussels at the end of February as part of European Shipping Week (ESW) and the theme echoed that of ESW, "Safe, Sustainable, Smart" The presentations therefore covered developments in e-Maritime, e-Customs and single windows as well as a discussion panel on the future of liner shipping and short sea shipping. More details of the seminar are given in the European report which starts on page 9.

As with the FONASBA Annual Meeting, attendance at ECASBA seminars is not limited to official Member association representatives, nor indeed to European associations alone, any member of FONASBA, at whatever level, is welcome to participate. Information on the 2018 ECASBA seminar, which will take place in Barcelona, will be circulated to Members and posted to the website later this year.

As reported in the previous newsletter, the success of the ECASBA seminar, and the ongoing international expansion of the FONASBA membership, have led FONASBA, through the Regional Vice Presidents, to look into the feasibility of holding similar regional events in Africa, the Middle East and the Far East and work is ongoing in this regard. Members will be aware that CIANAM, which functions as FONASBA's committee for the Americas, already has its own well-established annual meeting which is also supported by FONASBA officers and members based in the region.

Details of all the events FONASBA supports, including those organised by external bodies, are available from the website.

RELATIONS WITH INTERNATIONAL ORGANISATIONS

FONASBA's relationships with other international and maritime industry organisations are vital to ensure that we have the means to influence policy, to raise the profile of the ship agency and ship broking communities and make our voice heard on matters of interest or concern to our Members.

Prime amongst those relationships are our consultative status with the International Maritime Organisation (IMO), and our participation in the work of the World Customs Organisation (WCO) under an enhanced Memorandum of Understanding. Subsequent to signing the WCO MoU, FONASBA has been appointed to the organisation's Private Sector Consultative Group (PSCG) for an initial period of three years, from 2016 to 2019. As the Organisation does not grant formal consultative status to industry bodies (as IMO does), the PSCG was established to allow industry an opportunity to raise issues of concern with the national customs authority members of WCO. These agreements allow FONASBA to play an active role in both organisations and grant us the facility to make representations as and when the need or opportunity arises. To date our input has been at a technical level, informing and guiding both organisations as to the practical impacts of their decisions or proposals on the maritime sector, although the opportunity to take political positions on issues is also available.

As Members will be aware, FONASBA has been very active within IMO in relation to the development and implementation of the amendments to SOLAS Chapter VI.2 in relation to the mandatory weighing of containers and as reported on page 3, our input has been both valued and appreciated by the organisation. As reported last year, we also promoted and achieved inclusion of the first definition of the ship agent in an IMO instrument, the revised FAL Convention, which is a major step towards gaining official and lasting recognition of the role and responsibilities of our Members in the global supply chain. We are now following this up by participating as a member of the correspondence group reviewing the manual to the Convention, which provides practical guidance on implementing its provisions at operational level.

IMO is slightly behind the European Union in supporting the development of single windows but their actions took a significant step forward at the last FAL meeting when a correspondence group was established to look into the practical issues holding the project back. FONASBA is a member of that group and will be working with colleague organisations,

including IPCSA, the International Chamber of Shipping and the World Shipping Council, to promote the use of a clearly defined and internationally recognised data set as a firm foundation on which the other developments can be based. At present there is no consistency in the data required by national authorities and little practical progress can be made until this issue is addressed.

The WCO PSCG has called for action to resolve the confusion engendered by having an Authorised Economic Operator programme under the WCO SAFE Framework of Standards and the similarly named but separate Authorised Operator scheme under the World Trade Organisation's Trade Facilitation Agreement. Mutual recognition of these agreements across customs authorities and the impact of e-Commerce on customs procedures are also under review by the Group.

Earlier this year, we were invited by the newly formed Global Partnership for Sustainable Transport (GPST) to join as a representative of the maritime sector. The ambitious aim of the Group, which is hosted by the International Road Union at the United Nations in New York, is to raise awareness of the need for development of sustainable transport within the UN's climate change and environmental development programmes. This is a significant undertaking and the invitation to participate was readily accepted and we will be contributing to its work as our resources allow. We were fortunate in securing the participation of former President Marygrace Collins to represent FONASBA at the New York meetings and in conjunction with the Secretariat she will act as liaison with the Group for the foreseeable future.

As mentioned last year, and referenced elsewhere in this Newsletter, we continue to work closely with our Club Members on matters of mutual interest. The recent election to membership of both CMI and INTERCARGO will provide additional areas for cooperation and further opportunities to engage with issues of interest and concern to our Members. We also maintain close and effective relations with the International Chamber of Shipping, the World Shipping Council and have cooperated on issues of common interest at IMO, as reported above.

Our relations with the European Commission and other European maritime industry bodies are covered in our European Developments report which follows.

EUROPEAN DEVELOPMENTS

The level of activity by the European Commission in terms of maritime policy has slowed somewhat in the past few months but a number of current issues remain active and ECASBA is continuing to monitor other developments as usual.

With the Union Customs Code now in place, attention has turned to implementation of its many policies. Hilde Bruggeman, coordinator of the Customs Working Group, has continued to monitor developments and ensure that ECASBA Members remain up to date on any policy decisions that may arise out of DG-TAXUD's actions to remove anomalies or resolve the technical conflicts that are inevitable in such a complex undertaking.

Hilde provided another excellent and detailed presentation on the state of the UCC at the ECASBA European seminar in Brussels in February and gave particular emphasis to implementation of procedures governing temporary storage and guarantees, penalties for customs infringements and misdeclarations, the development and introduction of national and pan-European IT systems, common data models and the fight against customs fraud. She also looked at some of the issues for cross-border trade and customs procedures following Brexit. A copy of Hilde's presentation, and indeed all the others made at the seminar, are available from Members' Area of the website at: www.fonasba.com/fonasba-document-download

ECASBA has also recently supported an initiative by a number of industry associations to enhance the exchange of information within the Trade Contact Group (TCG), the body set up between DG-TAXUD, Member States and trade to allow dialogue on customs matters. Concern had been expressed at a lack of open discussion within the Group and a proposal to redraft the Terms of reference of the Group allowed trade to raise those concerns with TAXUD.

Another ongoing issue is e-Maritime. A decision on when the formal review of the Reporting Formalities Directive 2010/65/EU (RFD) will take place is expected later this year. This will give all parties the opportunity to express their views on the current state of ship reporting and, we hope, to reach agreement on how to move forward. Prior to that, however, two REFIT Reviews were carried out into the RFD and the linked Vessel Traffic Monitoring and Information System Directive (VTMIS) in late 2016 and early 2017 to ascertain the scope of the issues. (REFIT Reviews are carried out by the Commission to

ascertain if a specific Directive or Regulation is making expected progress and to flag up any areas of concern). For the 2017 REFIT Review, 40 ports across 16 Member States were surveyed. Chief amongst the concerns in this area are the lack of common data sets for reporting, a failure to implement true single windows covering all reporting requirements - including customs, port health, immigration, hazardous materials and phytosanitary and plant health - and a lack of progress in reducing the amount of data input required from agents. On this latter point, a follow up exercise amongst a number of ECASBA Member States saw ship agents being asked directly how much time and expense they thought single windows had save and was likely to save if fully implemented.

At the ECASBA seminar, Capt. Peter Langbein of the German association gave a detailed overview of the single window project.

Linking customs and e-maritime is the ongoing project to develop an e-Manifest for cargo reporting. This project has proven controversial, with the World Shipping Council, representing the major container lines, and some Member States having withdrawn their support. In spite of that, DG-MOVE and DG-TAXUD are continuing with their pilot project to test the various proposals in an operational environment and a number of ECASBA Members have been invited to participate. There is, however, concern that as the project has no defined outcome the time and effort put in may not achieve any tangible result. That said, the project has ECASBA's political support and Marco Tak from the Netherlands, Hilde Bruggeman from Belgium and Capt. Peter Langbein are all members of the project team.

In spite of maritime issues having been taken out of its remit (as they are the subject of direct discussion between the Commission and industry), ECASBA continues to be represented in the Digital Transport and Logistics Forum (DTLF) by Menno Duin of the Netherlands and the body is making progress in a number of areas related to land, river, coastal and common transport issues.

The issue of the procedures for inspecting cargoes of animal origin destined for transshipment to ports within or outside the European Union remains ongoing and recent developments have indicated the possibility that charges may be applied to some or all such transshipment containers. At present it is unclear whether those charges will be applied to all

(Continued on page 10)

EUROPEAN DEVELOPMENTS/2

(Continued from page 9)

containers or just those selected for documentary or full outturn inspections but ECASBA, again in concert with our colleagues at the European ship owners association ECSA, will be making contact with DG-SANCO to clarify this matter. At the same time the issue of the period allowed for the container to wait at the first port of entry before documentary checks are carried out will once again be raised.

As reported in the last Newsletter, ECASBA is continuing to monitor developments in the review of the Port Waste Reception Facilities Directive 2000/59/EC (PRF) from our position as an observer member of the European Sustainable Shipping Forum (ESSF). The Forum is continuing to concentrate on charging regimes, carryover limits and port and Member State reporting obligations and although no issues of relevance to ship agents have been identified to date, we are maintaining a close watch on developments and will take action as necessary.

ECASBA's ongoing information sharing agreement with ECSA continues to work effectively and the close cooperation between the two organisations ensures that we collaborate regularly on issues of joint interest such as the transshipment of products of animal origin mentioned above. We also maintain excellent relations with a wide range of other European maritime sector organisations covering ports, terminal operators, the cruise and container sectors and port service providers such as towage and pilots. As with ECSA, ECASBA exchanges views and cooperates with its European partners to provide

ECASBA YOUNG MEMBERS GROUP FORMED

As mentioned on page 3, a European young members' group, the "Young Ecasbians" has been formed under the energetic and enthusiastic guidance of the Italian group, Gruppo Giovani FEDERAGENTI.

Simone Carlini MICS, now Chairman of the Italian group, proposed at the London Annual Meeting that for much of the time the group would operate virtually but come together to represent ECASBA at existing young member events held around Europe.

The first event attended by the "Young Ecasbians" was the "Youngster Shipbroker" event held in Hamburg in June. More than twenty young people participated in a series of seminars on recent developments in e-Maritime and digital ship broking before joining more than 800 young members of the German shipping community for a party held at a bar

a united front to the Commission and European Parliament on matters of mutual interest.

As might be expected, ECASBA also maintains a close working relationship with the Commission across all relevant Directorates. Many of those relationships have been in place for extended periods and so it is disappointing when friends leave the Commission or are moved into other Directorates that are less relevant to ECASBA Members. Two of our closest colleagues have moved on in recent months and so the opportunity was taken at the ECASBA seminar in February to bid farewell to both Dimitrios Theologitis, Head of the Ports and Inland Waterways Unit at DG-MOVE and Manuela Cabral, Head of Risk Management and Security Unit at DG-TAXUD. Dimitrios has retired and Manuela has moved to a new position in the External Relations Directorate. Both have been very supportive of ECASBA over the years and their support and friendship will be missed. In addition, Fotis Karamitsos, the long-serving Deputy Director of DG-MOVE has also retired and again we are grateful for his encouragement and companionship over the years. These departures notwithstanding, ECASBA continues to develop its range of contacts across the Commission at operational and political levels.

In late news, at the end of July ECASBA Chairman Antonio Belmar da Costa was appointed a member of DG-MOVE's newly-formed European Ports Forum. This will ensure that ECASBA remains at the forefront of EU port policy development for the foreseeable future. A copy of the appointment letter is attached.

in the centre of the city.

The next "Young Ecasbians" meeting is scheduled to take place at the Dubai Annual Meeting and the next social event will take place in June 2018 in conjunction with Naples Shipping Week.

Any association with a young members group, or anyone wishing to participate in a future event, is invited to make contact with Simone Carlini at sc@multimarineservices.com or via the group coordinator, Victoria Mott, at the Secretariat (admin@fonasba.com).

Once the European group is fully established, it is intended to expand it across the FONASBA membership in order to bring in more young members and to ensure the future of the Federation.

EUROPEAN DEVELOPMENTS/3

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EUROPEAN COMMISSION
Directorate-General for Mobility and Transport

The Director-General

Brussels,
MOVE D3/RM/dd/ ares(2017) 3829194

Mr Antonio Belmar da Costa
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LONDON EC3A 8BH
United Kingdom

E-mail: rvpeurope@fonasba.com

Subject: Call for applications for the members of the European Ports Forum

Dear Mr Belmar da Costa,

I hereby would like to thank you for the response to the call for applications concerning the selection of stakeholder organisations as members to the Commission's expert group called the 'European Ports Forum'.

Having regard to the relevant competence and experience of your organisation, its capacity to represent the position shared by stakeholders in its category and the competence and experience of the representative proposed, I am pleased to inform you that your organisation has been selected as a member of the European Ports Forum.

Please note that the first meeting of the forum will be scheduled before the end of the year in Brussels. The invitation and agenda will be sent in due course.

Yours sincerely,

(e-signed)
Henrik HOLOLEI

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Delegates at the Annual Meeting in London, October 2016



Left: Lord Jeffrey Mountevans MICS, Lord Mayor of London, addresses the London Gala Dinner. Right, 2016 Young Agent and Broker Award winner Tim Polson MICS receives his award from President Glen Gordon Findlay.



Incoming President John A. Foord FICS receives his Badge of Office from his predecessor, Glen Gordon Findlay

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FONASBA Past Presidents and Honorary Members at the London Gala Dinner. Left to right: Philip J. Wood FICS, Bernardo D'Orey, Umberto Masucci MICS, Franco Novi, Glen Gordon Findlay, Marygrace Collins, Gunnar. J. Heinonen, Christakis P. Papavassiliou, Mario J.L. Froio, Takazo Iigaki, and Tonny D. Paulsen



The FONASBA/BIMCO Agency Appointment Agreement drafting team celebrating completion of the document, London, September 2016. Left (L to R): Andrew Jamieson MICS (ITIC), Jonathan C. Williams FICS, John A Foord FICS, Simone Carlini MICS, Pernille Kæravad Jacobsen (BIMCO), Han van Blanken (BIMCO), Fulvio Carlini FICS, Donald Chard FICS (BIMCO), Kyriakos Kourieas (BIMCO). Right: John A Foord FICS and Han van Blanken with the completed document

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FONASBA President John Foord FICS (centre) with Rashid Isa Rishi Al Heddi, a member of the Dubai Shipping Agents Association, Nayana Nandkumar, Manager of DSAA and General Manager Jonathan C. Williams FICS at Eisbeinessen 2016, Hamburg November 2016



General Manager Jonathan C. Williams FICS (left) and ECASBA Chairman and Regional Vice President for Europe Antonio Belmar da Costa (centre) in a panel discussion during the T&N maritime conference, Porto March 2017.

Also pictured, Lamia Kerdjoudj Belkaid, Secretary General of the European terminal operators association FEPORT, Isabelle Rykbost, Secretary General of the ports organisation ESPO and Dr. Patrick Verhoeven, Secretary General of ECSA, the European ship owners association.

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The 2017 ECASBA seminar in Brussels. From top left:

A panel discussion on the future of liner and coastal shipping. Left to right: Rui d'Orey, President of Portuguese association AGEPOR, Eugene Vanfleteren, Managing Director CMA-CGM Belgium, Moderator Alfons Guinier, Paul Kyprianou, External Relations Director the Grimaldi Group and John A. Foord FICS, FONASBA President.

Hilde Bruggeman and Capt. Peter Langbein address the meeting on customs developments and single windows.

A panel discussion on e-Maritime. Left to right: Sandro Santamato, Head of Unit DG-MOVE, Richard Morton, Secretary General IPCSA, Moderator Dr. Alexander Geisler and Markku Mylly, Executive Director European Maritime Safety Authority

Antonio Belmar da Costa presenting retirement gifts to Dimitrios Theologitis, former Head of Unit DG-MOVE
Delegates at the seminar

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Left to right: FONASBA Regional Vice President for the Americas Javier Dulce, Immediate Past President Glen Gordon Findlay, AMANAC President Felipe Bracamontes Venegas and CIANAM President Mike Ogle at the 14th CIANAM Annual Meeting, Veracruz, Mexico April 2017

FONASBA Regional President for Africa and the Middle East Aziz Mantrach (centre) with Saadi el Rais, President of the Dubai Shipping Agents Association (centre left), John Cox, DSAA Secretary (right) and Nayana Nandkumar, DSAA Manager (left), Dubai April 2017



General Manager Jonathan C. Williams FICS (right) and Ukrainian Shipbrokers Club Secretary Evgeniy Sukachev (centre), at the Odessa Shipbrokers' Dinner, May 2017

Executive Committee members at the Genoa Shipbrokers' Dinner June 2017: Left to right: C&D Vice Chairman Mohamed El Mezouar, General Manager Jonathan C. Williams FICS, President John A. Foord FICS, Regional Vice President for the Americas Javier Dulce, C&D Chairman Fulvio Carlini FICS and Immediate Past President Glen Gordon Findlay



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"Young Ecasbians" at their inaugural event held in Hamburg in conjunction with the German "Youngster Shipbroker" Party, June 2017



Left: The Executive Committee meeting in Genoa June 2017. Right: Assistant General Manager Victoria Mott MICS and General Manager Jonathan C. Williams FICS at the Genoa Shipping Dinner June 2017



General Manager Jonathan C. Williams FICS receives FONASBA's certificate of membership of the Private Sector Consultative Group (PSCG) from World Customs Organisation Secretary General Kunio Mikuriya at WCO in Brussels, July 2017. Right: members of the PSCG 2017.