

The background of the slide is a light gray gradient with several realistic water droplets of various sizes scattered across it. The droplets have highlights and shadows, giving them a three-dimensional appearance.



NOT ANOTHER UPDATE ON **AAA / GAA**

BUT SAME TOPIC OF COURSE, THAT'S
WHAT WE ARE TALKING ABOUT AFTER ALL



LET ME BORE YOU A BIT FIRST /1

  BIMCO		AGENCY APPOINTMENT AGREEMENT	
FONASBA		PART I	
2. Agent (full style and address)		1. Date of Agreement	
4. Vessel Name: IMO number:		3. Principal (full style and address)	
6. Estimated time of arrival		5. Port(s) of call	
		7. Purpose of call	

LET ME BORE YOU A BIT FIRST /2



 FONASBA	 BIMCO	GENERAL AGENCY AGREEMENT PART I
	1. Date of Agreement	
2. Agent (full style and address)	3. Principal (full style and address)	
4. Commencement date/Period	5. Notice of termination	
6. Territory	7. Trade route(s)	

LET ME BORE YOU A BIT FIRST /3

  BIMCO		AGENCY APPOINTMENT AGREEMENT	
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2019	2018	2017	Grand Total
41	48	47	136
11	10		21
52	58	47	157

LET ME BORE YOU A BIT FIRST /4

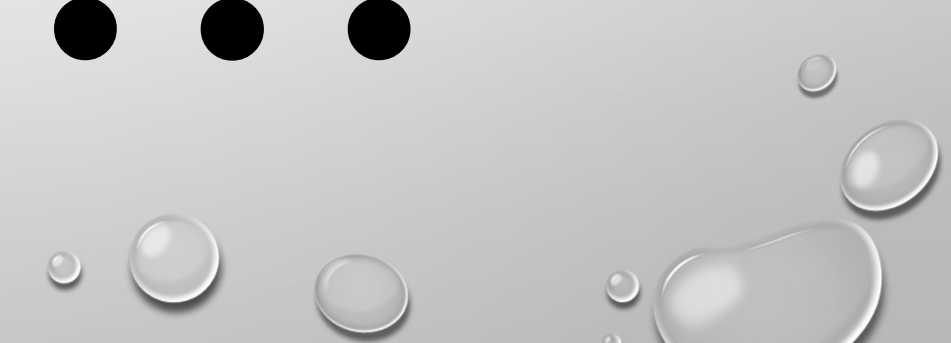
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YES, WE DID A GOOD JOB, WE ARE GOOD, IT'S BEEN
A SUCCESS, WE ARE THE BEST

BUT...



AFTER THIS PRESS RELEASE IN DECEMBER '17
HARDLY ANYTHING HAPPENED AT ALL

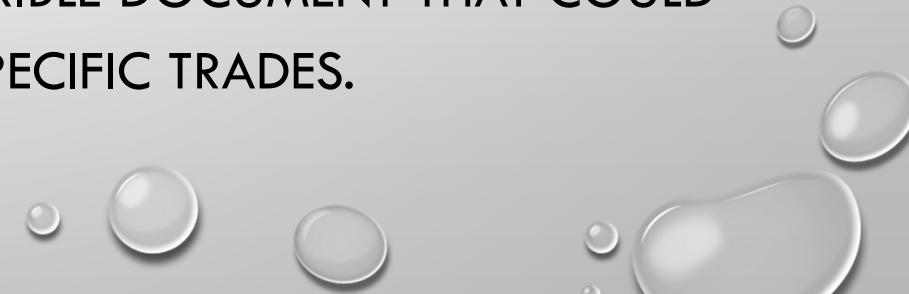


*Pictured left: Fulvio Carlini FICS and
Francis Sarre at the BIMCO
Documentary Committee Meeting,
Copenhagen November 2017*



WEDNESDAY, 29TH AUGUST 2018

IN THIS DATE OUR GENERAL MANAGER SENT OUT AN EMAIL TO ALL OUR MEMBERS ASKING FOR THEIR CONTRIBUTION TO «GENERAL AGENCY AGREEMENT» DOCUMENT – WHAT THE SUB-COMMITTEE NEEDED WERE TRADE SPECIFIC CLAUSES TO BE USED AS BASIS TO DRAFT SETS OF SPECIAL CLAUSES TO BE GIVEN AS «ADDENDA» TO GAA DOCUMENT AND TO BE INSERTED AS APPLICABLE TO HAVE A FLEXIBLE DOCUMENT THAT COULD EASILY BE ADAPTED TO SPECIFIC TRADES.



TUESDAY, 20TH AUGUST 2019

IN THIS DATE OUR GENERAL MANAGER SENT OUT **ANOTHER** EMAIL TO ALL OUR MEMBERS ASKING FOR THEIR CONTRIBUTION TO «GENERAL AGENCY AGREEMENT» DOCUMENT – WHAT THE SUB-COMMITTEE **STILL** NEEDED WERE TRADE SPECIFIC CLAUSES TO BE USED AS BASIS TO DRAFT SETS OF SPECIAL CLAUSES TO BE GIVEN AS «ADDENDA» TO GAA DOCUMENT AND TO BE INSERTED AS APPLICABLE TO HAVE A FLEXIBLE DOCUMENT THAT COULD EASILY BE ADAPTED TO SPECIFIC TRADES.



THURSDAY, 3RD OCTOBER 2019
PRESENT DAY

UNTIL TODAY OUR GENERAL MANAGER HAS RECEIVED **0 (ZERO)**
ANSWERS FROM MEMBERS ON THIS TOPIC. NOT A SINGLE REACTION,
NOT A SINGLE SUGGESTION, NOT A SINGLE CLAUSE THAT OUR MEMBERS
BELIEVE SHOULD BE USED / ADDED / DISCUSSED.

...

...



SO... NOW WHAT?

THE SUB-COMMITTEE MEMBERS AND THE WHOLE L&PA COMMITTEE ARE AVAILABLE AND WOULD BE HAPPY TO KEEP UP THE GOOD WORK DONE SO FAR AND GO ON WORKING ON THESE DOCUMENTS. ALL WE NEED IS MEMBERS CONTRIBUTIONS. ALL WE NEED IS LINER AGENTS TO STEP UP AND PROVIDE CLAUSES, IDEAS, THOUGHTS THAT CAN BE USED TO DRAFT SETS OF CLAUSES FOR GAA DOCUMENT. DO WE STILL HAVE LINER AGENTS IN BETWEEN OUR MEMBERS?

THIS IS WHAT I WOULD BE HAPPY TO SAY ...



...BUT THIS IS WHAT I HAVE TO SAY FOR NOW.



SO, ONCE AGAIN



THE L&PA COMMITTEE KINDLY REMINDS TO ALL MEMBERS OF FONASBA THAT WORK STILL HAS TO BE DONE ON THE «GENERAL AGENCY AGREEMENT» DOCUMENT, AN INTERESTING AND USEFUL CONTRACT THAT HAS BEEN DRAFTED AND ALREADY CONSIDERED AND USED BY THE INDUSTRY AT THIS STAGE – WE WANT TO IMPROVE IT TO MAKE IT EVEN MORE VALID FOR THE INDUSTRY AND TO MAKE SURE IT CAN BE EVEN MORE COMMONLY ADOPTED TO RULE AGENT / PRINCIPAL RELATIONSHIP



WALDEMAR WANTS YOU!

LINER AGENTS WITHIN OUR MEMBERS ARE KINDLY ASKED TO PROVIDE WITH THEIR EXPERTIZE CLAUSES THEY CAN SUGGEST FOR DRAFTING A CONTRACT IN THEIR OWN SPECIFIC TRADE: CONTAINERS, RO/RO, BULK AND BREAKBULK, PROJECT CARGO, OFFSHORE SERVICES AND WHATEVER THEY CAN THINK OF FOR DEVELOPING NEW SETS OF STANDARD MARKET-RELATED CLAUSES FOR «GENERAL AGENCY AGREEMENT»



THANK YOU

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