

**MINUTES OF THE
COUNCIL MEETING HELD AT
THE JW MARRIOTT CANCÚN HOTEL, CANCÚN, MÉXICO
AT 2.00 p.m. FRIDAY, 19th OCTOBER 2018**

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
Mrs. J. Cardona	Co-opted Member

In Attendance:

Mr. J.C. Williams FICS	General Manager
Miss. V.L. Mott FICS	Assistant General Manager

Mr. A. Seriai	Algeria	Mr. A. Echeverria	Mexico
Mr. J. Delfino	Argentina	Mr. C. Bennet Lira	Mexico
Mr. G. Hernandez	Argentina	Mr. M. Andrade Gomez	Mexico
Mr. R. Rodrigo MICS	Bahrain	Ms. P. Cano Castrocerio	Mexico
Mr. R. Troch	Belgium	Ms. T. Martinez	Mexico
Mrs. H. Bruggeman	Belgium	Mr. V. Banovic	Montenegro
Mr. A. Zanin	Brazil	Mr. B. Kjeldsen	Morocco
Mr. M. Neri	Brazil	Mr. R. D'Orey	Portugal
Mr. C.P. Papavassiliou	Cyprus	Mr. F. Martins	Portugal
Mrs. N. Nandkumar	Dubai	Mr. E. Bandelj	Slovenia
Mr. S. Gillie FICS	Great Britain	Mr. J. Fernandez Guillen	Spain
Mr. R. Hill FICS	Great Britain	Mrs. B. Blomqvist	Sweden
Mr. S. Carlini MICS	Italy	Mr. P. Hirtle	USA
Ms. L. Tropa	Italy	Mrs. M. Collins	USA
Mr. T. Saita	Japan	Ms. M. White	INTERTANKO
Mr. Y. Dohi	Japan	Mr. A. Jamieson MICS	ITIC
Mrs. N. Beccera	Mexico		

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 2018 Council Meeting and thanked AMANAC 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 Bulgaria, Congo, Denmark, Egypt, Finland, France, Germany, Panama and South Africa.

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 Dubai, 18th October 2017

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, Miss **Tropia** made a presentation on behalf of FEDERAGENTI with the meeting to be held in Genoa. The presentation was very well received and the **President**, on behalf of Council, thanked Miss **Tropia** and confirmed that FONASBA would meet in Genoa in 2020.

5. **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.

6. **Finance/Funding**

The **Honorary Treasurer** opened the discussion on the formal accounts for 2017/18, 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 2017/18 be approved** and on a show of hands the motion was **carried unanimously**.

He then proposed that **the budget for 2018/19** (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 2019/20 by 3% 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 2018/19**. This proposal was also **carried unanimously**.

Following the discussion, Mr. **D'Orey** suggested that it would assist the discussion of financial matters at Council if a short presentation were made highlighting the main points of interest in the accounts and budget, for example areas where the actual figures varied from the budget or where noteworthy changes to budget items were proposed. He said this was done during the AGEPOR AGM and it was well-received. The **Honorary Treasurer** thanked Mr. **D'Orey** for his suggestion and asked Mr. **Belmar da Costa** to provide himself and the **General Manager** with an example of the AGEPOR presentation as a guide for drafting a similar presentation for Council 2019.

7. **Articles and By Laws Revision**

The **General Manager** reminded Council of the proposals (circulated previously) to amend Article 4.1 and By Law 3.1 to allow for the appointment of a sixth Vice President, to amend By Law 4.2.2 confirm the incoming President as chair of the Officers Nominating Committee and to remove all gender-specific references from the articles and By Laws. Mr. Papavassiliou expressed some doubts at the proposal to confirm the incoming President as chair of the Officers Nominating Committee. After the **President** explained the reasoning behind that proposal, each amendment was **separately put to Council. On a show of hands the proposal to amend Article 4.1 and By Law 3.1 was approved unanimously whilst those amend by Law 4.2.2. and to remove all gender-specific references were approved by majority decisions**.

8. **FONASBA Development Issues**

"Per Vessel Call" Fee: At the request of the **President**, Mr. **Gordon Findlay** addressed Council on the benefits to member associations, as well as to FONASBA, of introducing this fee structure. He said that it was an excellent way of generating income that did not rely on continually increasing membership subscriptions. He also indicated that those associations with the highest incomes tended to be those that charged the "per call" fee and so recommended that those associations not charging same should discuss the format with those that did. He further acknowledged that the fee could be difficult to introduce but recommended that should not be a reason for not considering it carefully. The **President** thanked Mr. **Gordon Findlay** for his presentation and added his encouragement to the introduction of the format as widely as possible across the membership.

Website: The **General Manager** made a short update presentation on the second tier Members' Area (FONASBA²). He said that it had been agreed at the preceding Executive Committee meeting that

the new site would initially include the FONASBA standard documents, membership survey summaries, meeting and seminar documentation. In most cases these pages would mirror those currently in the Members' Area of the main site, albeit with some minor amendments. The Agents Activity Survey responses would also be added later, as may the Port Procedures Survey. In this latter case a substantially slimmed down version would be kept on the main site for information. He also reaffirmed the procedure for companies to register themselves to the new site and the facility for Member associations to monitor registrations to ensure that only bona fide company members gained access. The new site was expected to go live by the end of 2018.

Education: Capt. **Karmelić** made a presentation summarising progress made by FONASBA in promoting and developing education initiatives for the membership. He particularly emphasised the strong support for the Agent Diploma and thanked ASBA for its support. He also reminded Council of the new SAILNET Project that will be launched in Europe and Argentina in early 2019. He recommended other associations to participate and referred them to Mr. **Belmar da Costa** for further information. Capt. **Karmelić** also briefed Council on the plans for the 50th anniversary publication planned for launch at the Miami meeting.

Copies of the presentations by both Capt. **Karmelić** and the **General Manager** can be downloaded from the Members' Area.

At the close of this item, Messrs **D'Orey** and **Fernandez Guillen** formally signed the agreements on behalf of Portugal and Spain to participate in the SAILNET programme. They were joined by Mr. **Belmar Da Costa** and the **President**.

9. **External Relations**

The **General Manager** made a short presentation on FONASBA's relationships and activities with its Club members and external organisations. Following the presentation, the **President** reminded Council that whilst some of the work undertaken with colleague associations did not necessarily generate headlines or bring about instant solutions, they were vital to ensure that FONASBA remained fully aware of developments in other fora that would impact on the membership. Furthermore, FONASBA's active engagement with those organisations and bodies ensured that the work of FONASBA and the importance of the ship agency and ship broking sectors was recognised at high level across the entire spectrum of the global transport industry.

The **President** then advised Council that items 11 and 12 would be taken ahead of item 10.

11. **Annual Meeting 2019**

Mrs. **Cardona** and Mr. **Hirtle** made a presentation on behalf of ASBA as hosts of the 2019 Annual Meeting in Miami. They confirmed that the dates were Monday 30th September (Execom meeting) to Thursday 3rd October with the optional excursion to the Everglades on Friday 4th. A copy of the presentation can be downloaded from the Members' Area of the website.

The **President** thanked Mrs. **Cardona** and Mr. **Hirtle** for their excellent presentation and said FONASBA looked forward very much to celebrating its half century in Miami.

12. **Election of Officers for 2018 – 2021**

The **General Manager** reminded Council of the nominations for officers for the term 2018 to 2021. He also reconfirmed that with the amendment to Article 4.1 and By Law 3.1 having previously been approved, Capt. Vivek Anand was duly nominated to serve as Regional Vice President for the Middle East and Indian Sub-Continent.

With no competing candidates having been nominated by the membership, the **General Manager** invited Council to approve the nominations by acclamation, which it did. He therefore confirmed that all the **candidates for Officers had been duly elected and would serve in their specified roles until Council in October 2021**.

10. **The Future of FONASBA**

The **President** reflected on the changes within FONASBA over the past 49 years and forward into its first half century. He said that in many cases the same issues that concerned the Federation at its inception remained valid today. It therefore remained necessary for FONASBA to ensure it engages fully with all the issues that impact on members' interests and in order for it to do so fully and effectively, assistance from members would continue to be vital. Early notification of issues and the provision of specialist support on technical issues such as customs, blockchain and similar, would remain vital in ensuring that the Federation could continue to effectively promote and protect the interests of the members. He also reminded Council of the need to regularly notify member

companies of the activities being undertaken by FONASBA as it was they who directly benefitted from those actions.

13. Any Other Business

No other formal issues for discussion were raised.

At the close of the formal business of the 2019 Council Meeting, Mr. **Kjeldsen** took the floor to express the gratitude of APRAM to FONASBA for honouring its President, Mr. **Mantrach**, as President of the Federation for the next mandate. He said it was a particular honour that Mr. **Mantrach** was FONASBA's first President from Africa and he and his colleagues were certain that FONASBA would be very well-served by Mr. **Mantrach** in his role as **President**.

Mr. **Seriai** also echoed the comments of Mr. **Kjeldsen** and also added his thanks and best wishes to the **President** and the **General Manager** for their support of APAMA over the last two years.

The **President** then took the opportunity of thanking Mr. **Mantrach**, the Executive Committee, the Secretariat and the members for all their support and encouragement during his term of office. He also thanked Mr. **Gordon** Findlay for his time on the Executive Committee. In closing he also reaffirmed his full support for Mr. **Mantrach** during his time as President.

14. Date and Place of Next Meeting

The **President** advised that the next Council Meeting of FONASBA would take place on **Thursday 3rd October 2019** in **Miami**.

Closing the meeting at the invitation of Mr. **Foord**, Mr. **Mantrach** thanked Council for honouring him with his election as President and he pledged to continue the excellent work previously carried out by his predecessors. He also thanked AMANAC for having hosted the meeting and expressed his gratitude to the Executive Committee, the **General Manager** and Miss **Mott** for their support and encouragement and looked forward to working with them during his term of office.

There being no further business to discuss, the President brought the 2018 Council Meeting to a close.

JCW/11.2018

DELEGATES ATTENDING FOR THE FIRST TIME:

NAME	MEMBER	NAME	MEMBER
Mr. Julio Delfino	Argentina	Mr. Jorge Duran	Mexico
Mr. Bala Balaji	Bahrain	Ms. Tania Martinez	Mexico
Mr. Ravindu Rodrigo MICS	Bahrain	Mr. Alfredo Antunez	Mexico
Mr. Yasuo Dohi	Japan	Mr. Filipe Martins	Portugal
Mrs. Norma Becerra	Mexico	Mr. Paul Hirtle	USA
Mr. Andres Echeverria	Mexico	Miss Victoria Mott FICS	FONASBA
Mr. Juan Carlos Merodio	Mexico		