

**MINUTES OF THE
LINER & PORT AGENCY COMMITTEE PLENARY MEETING HELD AT
THE JW MARRIOTT CANCÚN HOTEL, CANCÚN, MÉXICO
AT 9.00 a.m. ON THURSDAY, 18th OCTOBER 2018**

Present:

Mr. W. Rocha jnr.	Chair
Mr. J. A. Foord FICS	President FONASBA

In Attendance:

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

Mr. J. Delfino	Argentina	Mr. A. Mantrach	Morocco
Mr. J. Dulce	Argentina	Mr. M. El Mezouar	Morocco
Mr. G. Hernandez	Argentina	Mr. B. Kjeldsen	Morocco
Mr. R. Rodrigo	Bahrain	Mr. M. Tak	Netherlands
Mrs. H. Bruggeman	Belgium	Mr. A. Belmar da Costa	Portugal
Mr. R. Troch	Belgium	Mr. R. D'Orey	Portugal
Mr. G. Gordon Findlay	Brazil	Mr. F. Martins	Portugal
Mr. M. Neri	Brazil	Mr. E. Bandelj	Slovenia
Mr. A. Zanin	Brazil	Mr. J. Fernandez	Spain
Capt. J. Karmelić	Croatia	Mrs. B. Blomqvist	Sweden
Mr. C.P. Papavassiliou	Cyprus	Mrs. M. Collins	USA
Mrs. N. Nandkumar	Dubai	Mr. P. Hirtle	USA
Mr. S. Gillie FICS	Great Britain	Mrs. J. Cardona	USA
Mr. R. Hill FICS	Great Britain	Mrs. S. Larsen	BIMCO
Mr. B. Szalma	Hungary	Ms. M. White	INTERTANKO
Mr. F. Carlini FICS	Italy	Mr. A. Jamieson	ITIC
Ms. L. Tropa	Italy		
Mr. S. Carlini	Italy	Observers:	
Mr. T. Iigaki	Japan	Mr. E. Gonzalez	NAVE Costa Rica
Mr. T. Saita	Japan	Mr. J. Duran	Secretary, CIP
Mr. Y. Dohi	Japan	Mr. A. Durot	WWSA
Mrs. B. Becerra	Mexico	Mr. K. Neumann	WWSA
Mr. A. Echeverria	Mexico	Mr. H. Brusaard	WWSA
Mr. C. Bennett Lira	Mexico	Mr. C. Mehrtens	WWSA
Mr. M. Andrade Gomez	Mexico	Mr. F. Angel Rios	WWSA
Ms. P. Cano Castrocerio	Mexico	Mr. R. Anzola	WWSA
Mr. A. Antunez	Mexico	Mr. R. Meillon	WWSA
Mr. V. Banovic	Montenegro		

Item

Action

1. President's Welcome, Chair's Opening Address

The **President** welcomed all those present, including delegates attending for the first time and the local guests.

The **Chair** added his welcome to everyone at the meeting and thanked AMANAC for their hospitality in organising the meeting. He also reminded delegates that he was looking forward to their active participation in the meeting.

2. Minutes of the Last Meeting held Dubai, 17th October 2017

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. **Range Committee Reports**

At the request of the **Chair**, Mrs. **Blomqvist** gave a brief report on the activities of the Nordic Range Committee. She highlighted the meeting in Helsinki in September, the appointment of Sari Turkkila as the new Managing Director of the Finnish association and the ongoing efforts to bring Norway back into FONASBA. She said that Sari's move to the Finnish association has significantly increased its activity within FONASBA (a point the **General Manager** endorsed) and reaffirmed that Denmark, Finland and Sweden were in regular contact with the new Managing Director of the Norwegian association (Hans Nicolai Ebdo), although the association was still not ready to re-join FONASBA. Mrs. **Blomqvist** closed her report by advising that the Finnish, Swedish and Norwegian associations would all celebrate their centenaries in 2019 and celebrations were planned by all three.

The **Chair** thanked Mrs. **Blomqvist** for her report.

5. **BLOCKCHAIN AND ITS IMPACT ON SHIPPING**

Mr. **Zanin** gave a presentation on the anticipated impact of blockchain technology on the shipping sector. A copy of the presentation is available from download from the Members' Area of the website.

During the discussions that followed, it was agreed that the impact of such technologies would be felt most keenly in the liner agency sector, as was demonstrated by the development of their own systems by most major liner operators. That each operator was developing its own system had already led to concerns about data security, bringing with it the possibility of liner operators being able to bypass freight forwarders and go directly to the shippers. Freight forwarders are already extremely reluctant to provide commercial information to carrier owned systems and unless appropriate controls are put in place, or an open access system (similar to the internet) is put in place, the benefits blockchain is expected to bring are likely to be constrained.

It was agreed that whilst progress may be slower than anticipated due to the previously mentioned data security and similar concerns, blockchain, AI and other similar technologies will continue to develop and FONASBA must ensure that it and the Member associations keep up to date and be ready to join the debate at the appropriate time. A number of associations advised that they were already hosting seminars or developing courses based on the new technologies and these would continue. Ms **White**, for INTERTANKO, and Mr. **Larsen**, for BIMCO, said that both their organisations were also looking at the anticipated impact on their members.

In order to ensure FONASBA does keep up to date with developments and therefore is able to speak with authority on the subject, it was agreed to establish a working group under the Liner & Port Agency Committee. As well as representatives of Member associations the group should also include BIMCO, INTERTANKO and ITIC, as well as INTERCARGO and IPCSA. The **Chair** undertook to begin the process of setting up the working group, which will issue its first report at the Miami meeting. *(Post-Meeting Note: Invitations to participate in the group have been issued, Mr. **Belmar da Costa** has been appointed coordinator).*

WRj

6. **UNCTAD MINIMUM STANDARDS REVIEW**

The **Chair** introduced this item by reminding the meeting that the proposal to revisit the Standards had originated from CIANAM, which had then asked FONASBA to undertake the review. The **General Manager** then made a presentation (copy available from the Members' Area) that outlined the initial discussions with UNCTAD and their invitation to undertake the review. He then highlighted the examination of the current standards and identified the areas where improvement was necessary. He said it was particularly important that the current definition of the ship agent (which was factually incorrect) be replaced by that included in the IMO-FAL Convention. The **Chair** also endorsed the **General Manager's** comment that in order to achieve acceptance by UNCTAD (or UNCEFACT, which now has competence for such matters) it would be necessary to ensure the Standard remained balanced, transparent and able to be implemented worldwide. That said, he saw no reason why appropriate but restrained references to the FONASBA Quality Standard, as proposed by the **General Manager**, should not be included.

It was agreed that the L&PA Committee would establish a small working group to continue work on the draft revised Standards, with a view to same being endorsed by the Committee at the Miami meeting and then placed before UNCEFACT. *(Post-meeting Note: The working group has been established and comprises the Chair, the Vice Chair, (subsequently confirmed as Mr. Simone Carlini), Mrs. Cardona and the General Manager).*

WRj

7. FONASBA Quality Standard

The **General Manager** made a presentation on the current status of the Standard initiative, including announcing the accreditation of Egypt and Lebanon as the newest countries covered. He said that with the Standard now covering 32 countries and nearly 480 companies, there was no reason why other associations should not now apply for accreditation. A copy of the presentation is available for download from the website.

The meeting then went on to discuss options for increasing both participation in the Standard amongst FONASBA Members and also greater awareness of same within the wider shipping community. A video, possibly in conjunction with BIMCO, was suggested, as was the benefit of making a charge to approved companies, both as a demonstration of the value of the Standard and also as a means of increasing income for Member associations. In a brief exchange of views with delegates, it became clear that those associations that do charge apply a variety of fees, ranging from an initial administration fee (payable on first approval), to an annual or biennial charge, often linked to the audit process. It was agreed that the L&PA Committee would once again look at how best to both enhance take up of the Standard amongst associations and their member companies and to increase awareness of same amongst shipowners, charterers and the wider community.

WRj

8. The FONASBA/BIMCO General Agency Agreement

Mr. Simone **Carlini** reminded delegates of the background to the two documents and their intended uses. He also reported that statistics from BIMCO's IDEA system indicated both were being used and usage was increasing, albeit slowly. The two seminars to promote the agreements, held in London and Naples jointly with BIMCO, were successful and generated positive feedback from potential users. The main points raised during the seminars related to the level of guarantees and protections provided to agents and the expected level of use, although this latter point was mainly directed towards liner agents.

The next stage was to develop the side clauses to more accurately apply the GAA to specific trades. To this end, the L&PA and C&D Committees would determine which clauses would be worked on first and through the Secretariat would invite associations (and their member companies) to provide copies of clauses in current usage, from which the GAA clauses could be developed.

WRj
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9. FONASBA Port Procedures Survey

The **Chair** invited Mr. **Gordon Findlay** to update the meeting on the current status of the PPS. He reported that 42 countries and 236 ports were now covered by the survey. Unfortunately, in many cases coverage was limited to main (usually container) ports. Supported by the **Chair** and **President**, Mr. **Gordon Findlay** then encouraged all national associations to recheck their entries in the PPS, update the existing information and add new ports where necessary. He also reminded those present that in many cases associations that had already uploaded data on a large number of ports had delegated the work to some of their bigger agent members or to a sub-committee of agent representatives, thus reducing the workload on the association Secretariat.

Thanking Mr. **Gordon Findlay** for his presentation, the **Chair** emphasised the need for Members to support the PPS with new and updated ports.

10. E-Maritime

The **General Manager** updated delegates on the current state of e-Maritime activities within both IMO and the European Commission and detailed FONASBA/ECASBA's involvement with both. The introduction in Europe in May 2019 of the Revised Reporting Formalities Regulation (2018/0139) included positive and welcome references to data harmonisation, the use of existing

interfaces and reporting only once. That said however, ECASBA would also continue to encourage the Commission to recognise that the Regulation proposal also provides a unique opportunity to thoroughly review all the data requested by the authorities from ships and to ensure that in future information is only collected where it can be clearly determined and validated as being necessary. He also reminded the meeting of FONASBA's joint action with other organisations in IMO that had led to the FAL Committee, at FAL.42, recognising that the harmonised global dataset was the key foundation for any further action and that developing this should be the main focus of the Committee's immediate action. The IMO project would be discussed again at the next meeting of the FAL Committee (FAL.43) in April 2019 and he would be present. A copy of the presentation is available for download from the FONASBA website.

The **Chair** thanked the **General Manager** for his report and confirmed that FONASBA and ECASBA would continue to work in all fora, and in conjunction with partner bodies, to bring about the implementation of an effective electronic ship reporting environment that suited the needs of all sectors of the industry.

11. The State of the Liner & Port Agency Sector Today

The meeting concluded with an open discussion on the state of the agency sector and the threats and opportunities currently being faced. Delegates agreed that the role of the ship agent remains subject to constant change as a result of developments in the shipping industry generally, and especially from emerging technologies, but it was also felt that the constantly changing nature of the port call with its increasing liabilities and obligations, as well as the need to provide direct support to the ship and particularly its crew, are expected to see the agent continue to provide a valuable service to both the ship and, increasingly, the cargo interests. As always, agents would continually need to strive to improve the level of, and add value to, the service they provide to principals. As ever, funding remained an issue but it was hoped that closer ties to principals, and regular affirmation of the actions the agent undertook on their behalf, would serve to underline their importance in the maritime transport chain.

13. Any Other Business

None.

14. Date and Place of Next Meeting

The **Chair** thanked all those present for their contributions to an excellent and productive meeting. He then advised that the next Plenary Meeting of the Liner & Port Agency Committee would take place on Wednesday, 2nd October 2019 in Miami.

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

JCW/04.2019