



# ASSOCIATION BEST PRACTICE COMMITTEE

MIAMI 3rd October 2019




# Dear members

I am delighted to see that this new committee called association best practice holds its first meeting in Miami, especially since the EXECOM on my proposal named Jeanne as chair of this committee, the two decisions of course will be submitted to the council for validation.

Why to create a new committee? The answer is simple, the most important foundation of our membership and which generates the most revenue to our federation are the associations of shipping agents and brokers, and besides that is the reason why our federation bears the name of federation of national ship agent and ship broker associations.


So we can ask ourselves, what service does FONASBA provide to national associations? And what added value?



You will agree with me that a few associations of developed countries, which have enough financial means, are able to get by, while a good majority of full members struggle with problems of different kinds, and fail neither to ensure good quality of services to their members nor to become essential players in their national ecosystem.


I therefore considered that it was the duty of our federation to reach out, support and accompany all these member associations, which form the most important foundation of our membership, to get to improve their management. And diversify their financial resources



This committee will be considered as a forum of exchange of best practices and sharing of experiences between the members, to provide you with new information's allowing you to make the necessary corrections to the improvement of your associations as well as the services rendered to your members






I thought of several topics that interest our full members that we could deal with in this committee, and of course we remain at your disposal to propose other topics related to the difficulties you have, so that we can address them in this committee, and hope that exchanges of best practices will suggest solutions to your problems.

The themes that I suggest to put on the agenda of this committee:



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- How to increase and diversify income?
  - What kind of added value services to offer to members?
  - How can an association become a stakeholder?
  - How an association can become strength of proposal for all the bottlenecks, which impede all the links of the national supply chain?
  - How to improve national port procedures as well as foreign trade?
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- How to contribute to dematerialize all the shipping agent documents and facilitate the task of the members.
  - How to be a dynamic and essential player in the creation or development of electronic single windows.
  - How to participate in the reduction of the period of stay of goods at the port, to ensure a better fluidity.
  - Suggest solutions to improve port productivity and reduce demurrage paid in foreign currencies abroad.
  - Establish a training action plan to upgrade the human resources of members: training, education, quality, etc.....



For the first edition of this year we will discuss a very important topic, how to increase and diversify the income of members, and I thank our members from Argentina, Mexico, Portugal and Italy, who have kindly accepted to share with you their success and their experience about this subject.

This committee is not the continuity of the meeting of secretaries; it is rather a very strong involvement of elected representatives of associations, with the presence of secretaries to improve the synergy between the two, for a better quality of service to members, and in the same time to improve the management of the association.

I would have liked to see that the speakers of this committee for all the years to come are mostly presidents or elected representatives of the associations, and this in order to federate and attract businessmen to this committee and indirectly to the AGM.



I am very confident for the success of this committee and its sustainability because it will be in the hands of a very capable person, who is Jeanne, and her vice Berit for whom I have a lot of friendship and consideration, and no doubt they will do as usual the maximum to make this new committee very attractive

I thank you for your attendance, and I wish you a very productive meeting.

*Thank you*

