



ANNUAL MEETING MIAMI 2019

COUNCIL MEETING

PRESIDENT'S WELCOME

3rd OCTOBER 2019



Aziz Mantrach
President FONASBA



Welcome to our guests & members attending for the first time



Rod Nairn



Stefan Gielen



Jorge Mariano



Svilen Kraichev



Alfredo Salas, Jose Rivera



Tiit Arus



Philip Costopoulos



Igoris Uba



Andres Mata



Jacek Tyminski



Estenio Pinzas Vidmar



Gracian Necmeskal



Kemal Akbaşoğlu



Despina Theodosiou
Alexandra Anagnostis

Croston Carlos



Cris Hall

Tish Oates

Rita Razzano

Soren Wolmar

Hans Laue

Evangelos Efstathiou

Jeffrey Milstein

Sam Eckett

Tommy Bradley

Arthur Savage

Matty Appice

Wade Elliott

Clark Merritt

Ian Duthie

Capt. Bryan Bender

Felipe Carvalho

John Konrad



Our members at the center of our concerns



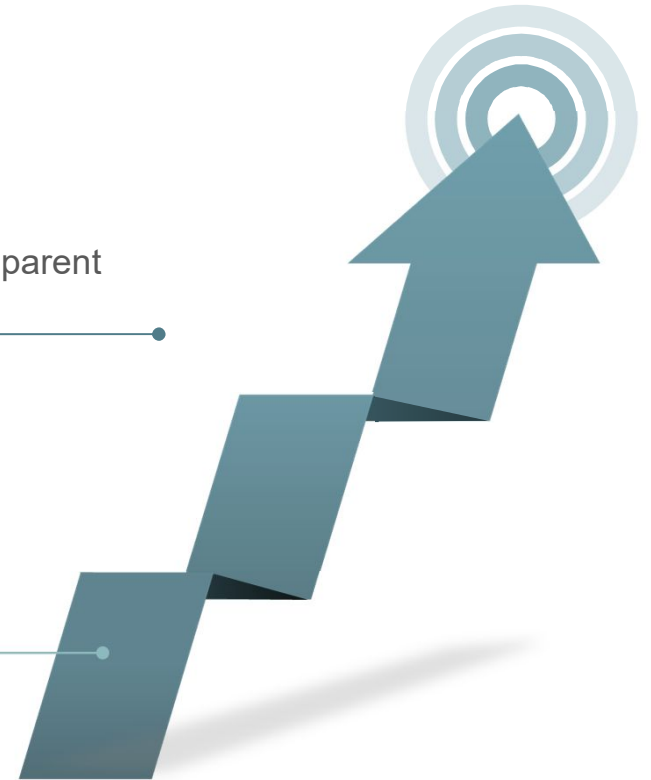
THE COMMUNICATION

has become more supported and more transparent



THE NEWSLETTERS AND PRESS RELEASES

has been improved and their number doubled

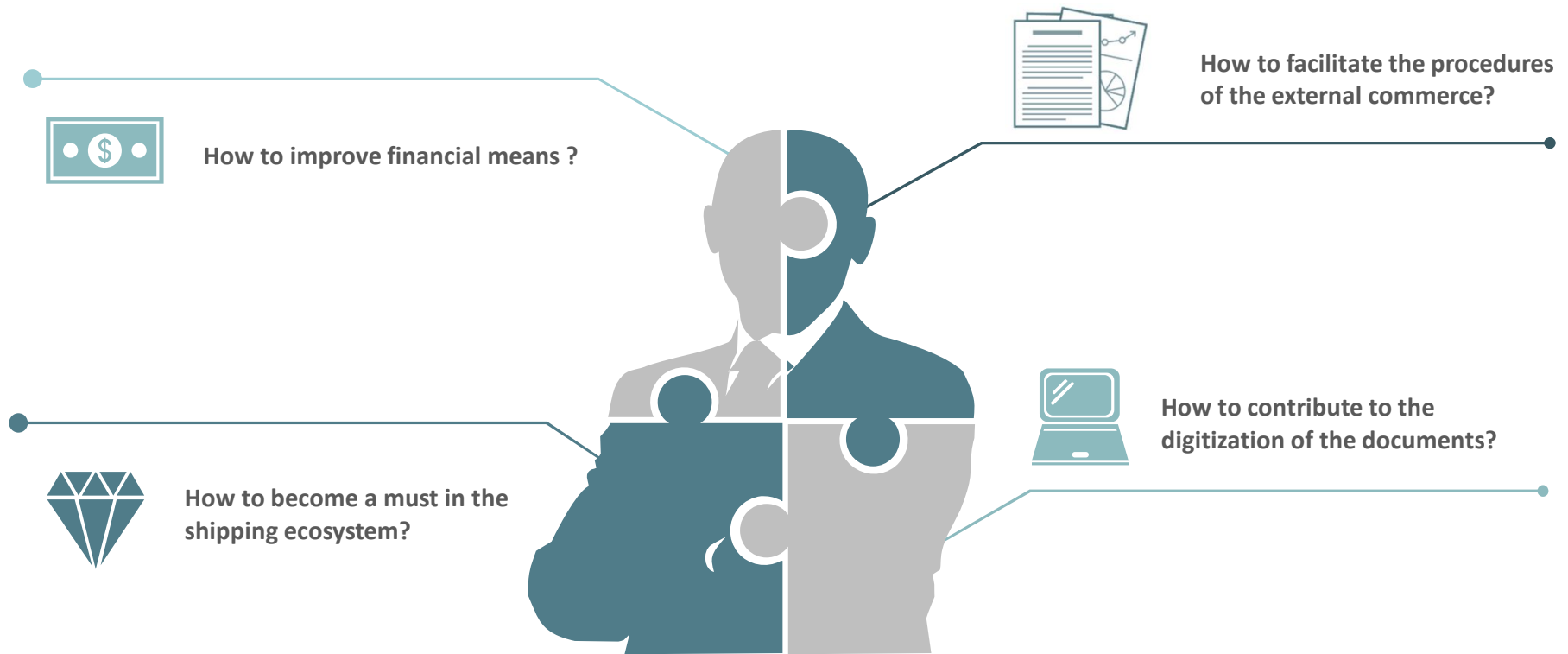


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The most important foundation of our membership is the full members, national and regional associations.



Our members at the center of our concerns





Creation of a new committee



**CREATE SYNERGY BETWEEN
ELECTED BOARD MEMBERS
& SECRETARIES**



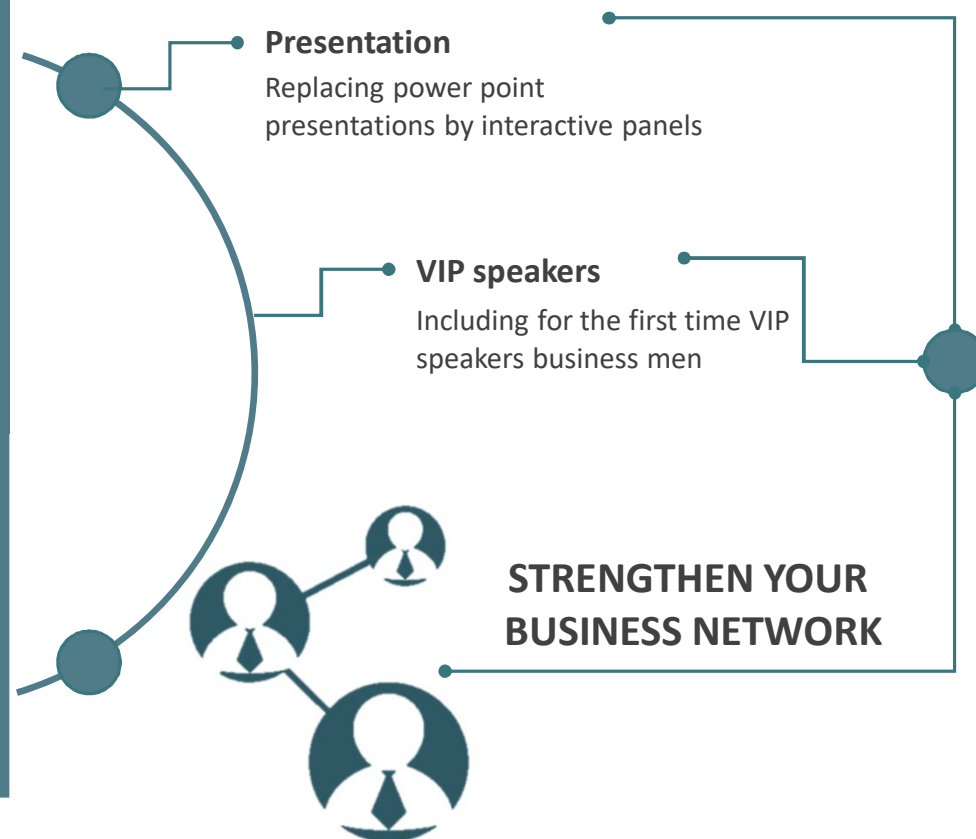
**ENSURE
ATTRACTIVENESS**



**INCREASING MEETINGS
ATTENDANCE**



Attractiveness of our AGMs



Attractiveness of our AGMs



**SATISFY OUR
MEMBERS AND
MEET THEIR
EXPECTATIONS**

ANNUAL MEETING SURVEY 2019

Please note that in the questions below, "Member" refers to any FONASBA member (Full or Associate) and "you/your" both refer the views of the Member, not an individual.

1. Member's name:																					
2. Who has responsibility within your Member for deciding if you attend the meeting? (The President/Chairman, the Board or the Secretariat?)																					
3. Please rank the factors shown right on a scale of 1 to 10 (with 1 the most important), as they impact on your participation at attend the Annual Meeting, or not as the case may be. (It is not necessary to rank every factor, only those that apply to you).	<table border="1"> <tr> <td>Overall cost of participation (hotel and registration):</td> <td></td> </tr> <tr> <td>Cost of the registration fees alone:</td> <td></td> </tr> <tr> <td>Cost of hotel accommodation alone:</td> <td></td> </tr> <tr> <td>Difficulty (cost/time complexity) of getting to the meeting location, including obtaining visas:</td> <td></td> </tr> <tr> <td>Overall length of the meeting:</td> <td></td> </tr> <tr> <td>The topics being discussed lack sufficient value or interest for your members:</td> <td></td> </tr> <tr> <td>The agenda for the meetings does not reflect your concerns or issues:</td> <td></td> </tr> <tr> <td>The agenda does not allow adequate time to discuss issues relating to the operation of associations and their relationship with their own national authorities (see below):</td> <td></td> </tr> <tr> <td>The traditional date (1st to 3rd weeks in October) is not convenient for you:</td> <td></td> </tr> <tr> <td>The location of the Meeting does not provide adequate opportunities to combine attendance with the representative's commercial business interests:</td> <td></td> </tr> </table>	Overall cost of participation (hotel and registration):		Cost of the registration fees alone:		Cost of hotel accommodation alone:		Difficulty (cost/time complexity) of getting to the meeting location, including obtaining visas:		Overall length of the meeting:		The topics being discussed lack sufficient value or interest for your members:		The agenda for the meetings does not reflect your concerns or issues:		The agenda does not allow adequate time to discuss issues relating to the operation of associations and their relationship with their own national authorities (see below):		The traditional date (1 st to 3 rd weeks in October) is not convenient for you:		The location of the Meeting does not provide adequate opportunities to combine attendance with the representative's commercial business interests:	
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The location of the Meeting does not provide adequate opportunities to combine attendance with the representative's commercial business interests:																					
4. Please provide further information on the responses you have given. Alternatively please list any additional reasons, not covered in the previous question, that may impact on your decision to attend or not.																					

Continued/...

Membership development

New full
members



International
Maritime Union



M. Philip
COSTOPOULOS

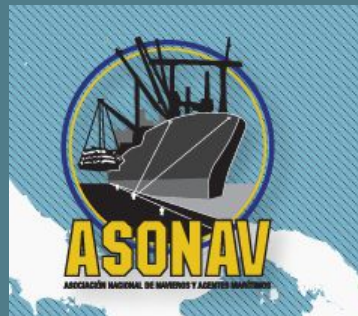


Association of
Maritime Agencies
of Ukraine



Membership development

New candidate members



Asociación Nacional
de Navieros y
Agentes Marítimos



Cámara
Costarricense
de Navieros



M. Alfredo
SALAS
M. José Edgardo
Gonzalez
RIVERA

Membership development

NEW ASSOCIATES MEMBERS



NAVLOMAR MARITIME SRL



LIMARKO GROUP



MANICA
MANICA FREIGHT SERVICES (MOÇAMBIQUE) S.A.

 **YANG MING**

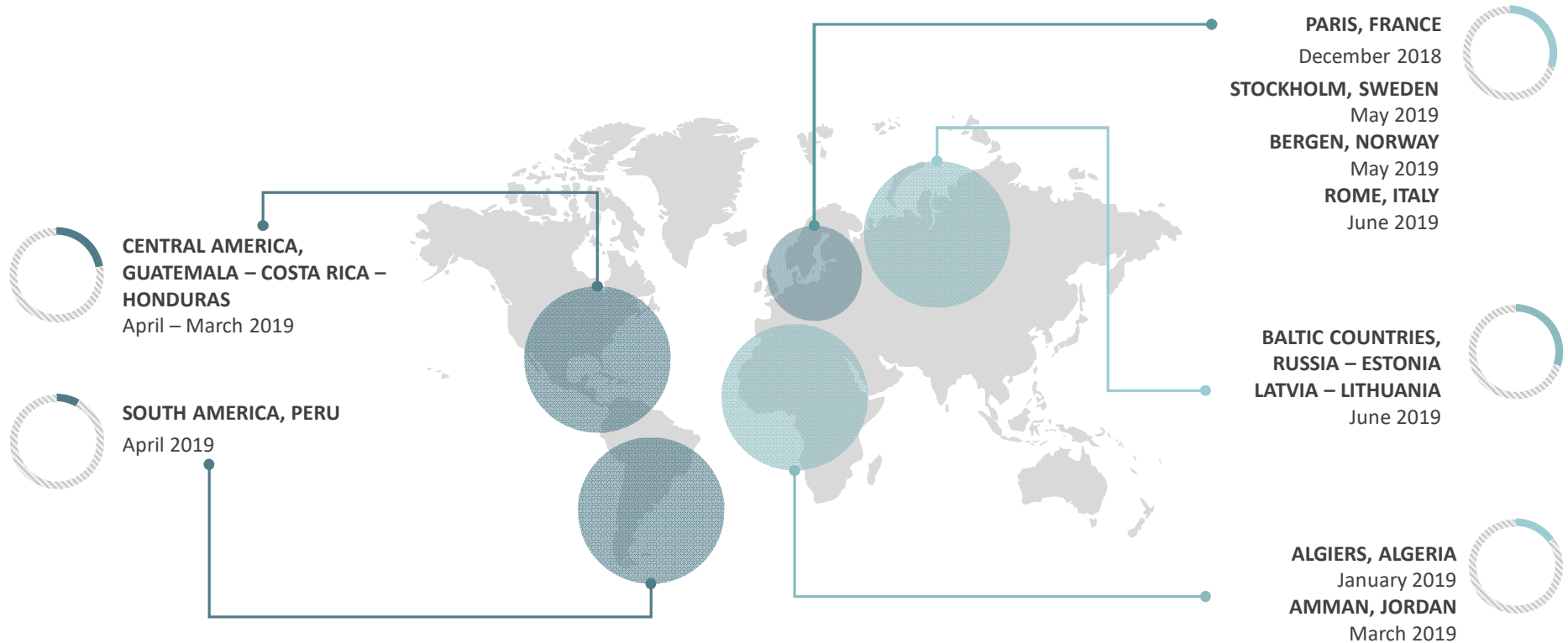


**Dammers Group
of Companies**



**FINMAR SHIPPING CO.
(S.A.E)**

My visits to current & potential members





Development of FQS

11

Years

03

PARTNERS

BIMCO



INTERTANKO



INTERCARGO

International Association of Dry Cargo Shipowners



Development of FQS

+

523

Certified companies

38

Accredited countries



2019

REINFORCE PARTNERS SUPPORT TO THE FQS

INITIATE A LOBBYING ACTION NEAR MAJOR CHARTERERS

Equity between agents and brokers

FONASBA try to create equity in services rendered between **ship brokers** and **agents**



FONASBA MEMBERSHIP SURVEY 2019



SHIPBROKER SURVEY

Dear Colleagues,

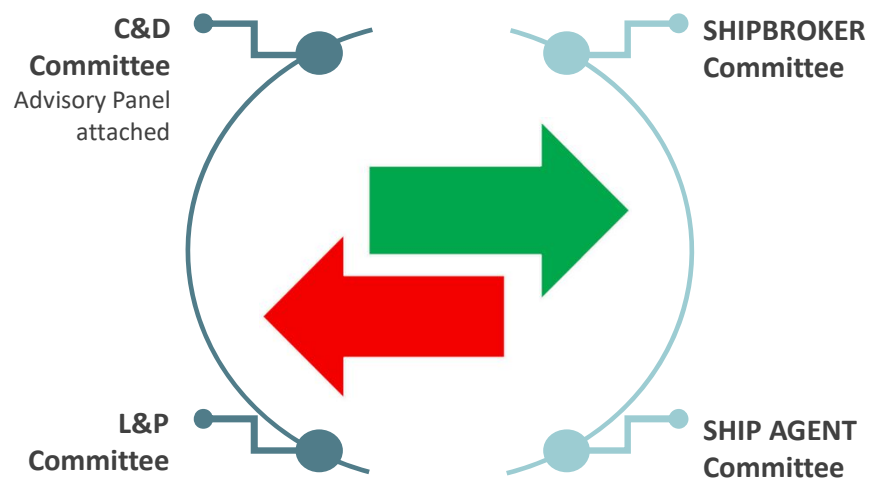
We have been asked by the Executive Committee to undertake a survey to ascertain how many ship broking companies there are in membership, where they are located and then to invite their input to the actions FONASBA undertakes on their behalf.

We would therefore be grateful if you could complete the short survey overleaf and return it to this office by latest, Friday, 13th September in order that the responses can be considered during the Miami annual meeting.

If your association does not have any ship broking companies in membership, please complete question one appropriately and return the form. This will ensure that we do not chase you again and also record your reply for the summary of survey responses that is considered at every Executive Committee meeting.

Association name:	
Association contact:	
1. Do you have any ship broking companies present in your association?	
If the answer to the above question is no, the following questions do not apply so please return the form to the FONASBA Secretariat as is.	
2. If yes, how many ship broking members do you have?	
3. Do you have separate section or committee within your association for ship brokers?	
4. What actions are undertaken or issues addressed by your association on behalf of your ship broker members?	
5. How can FONASBA assist with these issues?	
6. Are there any other issues or actions you would specifically wish FONASBA to address for ship brokers?	
7. Would you be willing to allow FONASBA to contact some of your ship broker members directly to discuss issues of mutual interest?	

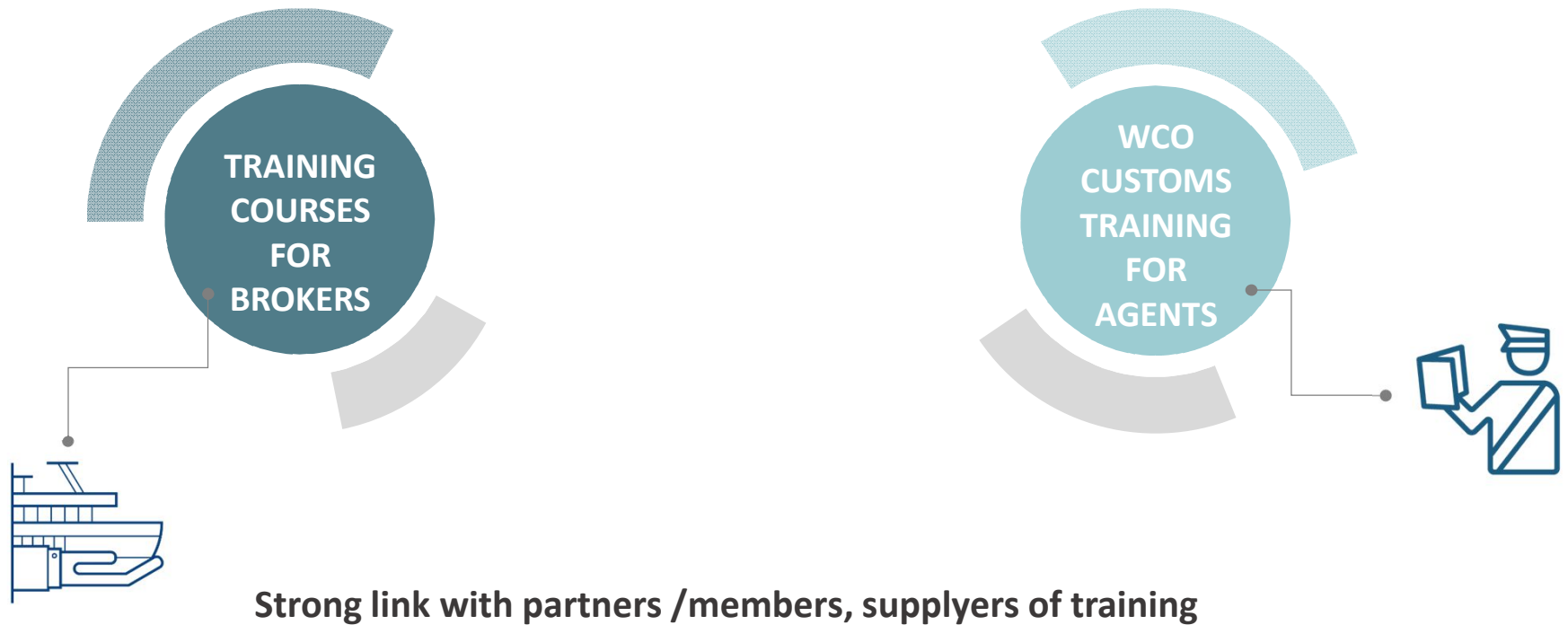
Equity between agents and brokers



SUPPORT SHIP BROKERS AND
AGENTS IN MODERNIZING
THEIR PROFESSIONS

We Created
A New Technology Working Group

Education and training



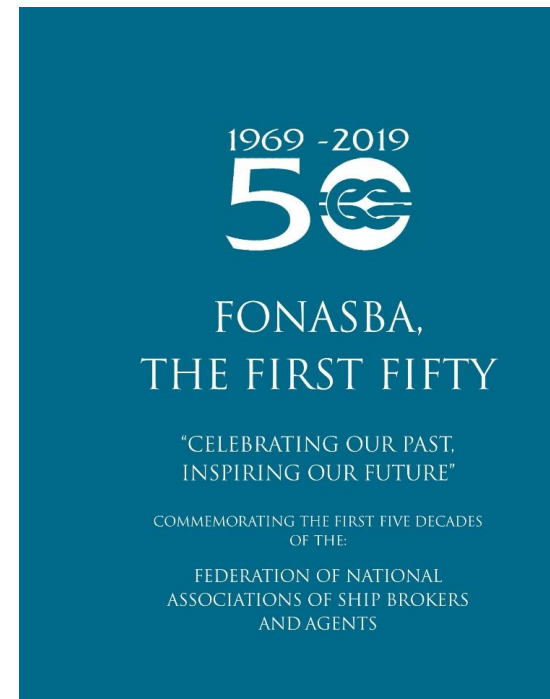
Fiftyth Anniversary

**We are proud of the
achievements**



Book publishing to mark this anniversary

- **Tracing the history**
- **Inspiring the future**



THANK YOU DEAR EXECOM FRIENDS





Our warm thanks

All those who contributed to the success of our AGM

