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THE NEW HORIZON



THE FEDERATION OF NATIONAL ASSOCIATIONS OF SHIP BROKERS AND AGENTS

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50TH ANNUAL MEETING SPECIAL EDITION

This special edition of the Newsletter is being issued to report on the 50th Anniversary Annual Meeting held in Miami on 1st to 3rd October and hosted by ASBA.

The Meeting saw a number of changes to the programme as well as some special features to mark FONASBA's half century and they are all covered on the following pages.

An event such as this is of course a team effort and this one was no exception. Credit and thanks must therefore go, first and foremost, to Jeanne Cardona, ASBA Executive Director, and her assistant Cris Hall, for their efforts in finding a suitable venue for the event, organising all the accommodation and meeting rooms, the social programmes and the hospitality as well as supporting visa applications, organising external speakers and attending to all the other issues that crop up on a regular basis! Also assisting on site with registrations and the social programme were Tish Oates and Rita Razzano.

The support of the ASBA board, led by President Paul Hirtle, was instrumental in ensuring that Jeanne and Cris had the resources available to host the event and we gratefully acknowledge their contribution.

Our external speakers made a major contribution to the discussion panels during delegate programme and their participation and interaction with the members contributed significantly to the success of the meeting. They are individually acknowledged in the relevant meeting reports.

The President, Committee Chairs and Vice Chairs are also to be congratulated on providing interesting and engaging agenda, as well as keeping the meetings running to time!

From the Secretariat side, thanks go to my colleague Victoria Marsh, whose unrivalled administrative skills ensured the entire process went smoothly at our end as well.

The formal and detailed minutes of the meetings are being sent to Members as usual and posted to the Members' Area of the website with all the presentations. This Newsletter is therefore a more general overview of what went on in Miami and an opportunity to publish some of the pictures that were taken at the time. We hope you enjoy what follows.

The 2020 Annual Meeting will be held in Genoa the week commencing 17th October, see you there!

JONATHAN C. WILLIAMS FICS – GENERAL MANAGER

WELCOME MESSAGE: Rear Admiral Richard Timme, US Coast Guard

Rear Admiral Richard Timme, Assistant Commandant for Prevention Policy at the US Coast Guard, gave the keynote address to delegates at the opening of the 2019 Annual Meeting.

In his address, he stressed the importance of the ship agency community in the maritime transport chain, “the elegant, complex choreographed dance from charter to transit to delivery” as he termed it.

He also acknowledged FONASBA’s role in highlighting the importance of fair and equitable practices in the maritime sector and its efforts to raise standards, both in terms of the performance of agents and more generally across the maritime sector as a whole.

The close relationship between the regulatory and safety authorities of flag states, including the US Coastguard, and the ship agent was also emphasised, with Rear Admiral Timme stating that “Call the Agent” was an essential factor in bridging between the plan and its execution. recalling the effectiveness of that relationship during his operational

assignments in New Orleans and Tampa Bay.

In view of the foregoing, it should come as no surprise that his high regard, and that of his department, for the FONASBA Quality Standard was clearly stated. Indeed, he affirmed that it was integral to the development of safe and sustainable shipping both under the Coastguard’s current strategic plan and elsewhere in the wider world. Likewise, the Port Procedures Survey contributed to the provision of enhanced knowledge to seafarers.

In closing Rear Admiral Timme acknowledged the ability of a good agent to make things happen “seamlessly and as if by magic”.

The video of Rear Admiral Timme’s presentation, as well as the welcoming addresses by FONASBA and ASBA Presidents Aziz Mantrach and Paul Hirtle, can be found at: <http://www.maritimetv.com/Events/FONASBA-Annual-Meeting-2019/VideoId/3824/fonasba-50th-opening-remarks-keynote>

PARTICIPANT FEEDBACK: COMMENTS FROM SPEAKERS AND DELEGATES

FONASBA has received some excellent and supportive feedback on the Miami meeting from both delegates, through the post Annual Meeting Survey, and from our invited speakers. Some of their comments are reproduced here:

“I came away from the meeting with a deep respect for the work FONASBA is doing. I welcome future opportunities to contribute to you and your members and help our industry continue to evolve and grow”
Evangelos Efstathiou, Skysail Advisors - New Technologies Panelist

“New plenary formats with panels and speakers being organized to discuss interesting subjects concerning the future of our community was a great innovative initiative”
FENAMAR, Brazil

“Thanks again for including us. We had a blast!”
Wade Elliott, Florida Ports Corporation - Host Nation Seminar

“I thoroughly enjoyed FONASBA’s 50th anniversary meeting, and considered it a great honour to be given the opportunity to speak on behalf of S&P Global Platts”
Sam Eckett, S&P Global Platts - Sulphur Cap Panelist

“It was my first time at FONASBA Annual Meeting and it fully meet my expectations. Thank you Jonathan, Victoria and team from ASBA for very well organized FONASBA Annual Meeting 2019”.
Limarko, Lithuania

“All (the) presentations were well prepared and well presented. The panel discussions were lively and interesting”.
Cyprus Shipping Association

“Having some external presentations linked to the host country and business community is always a plus and this time it was no exception. Also to have a main theme panel – this time digital – is welcome”.
AGEPOR, Portugal

“The open table discussions were very useful, allowing us to benefit from the experiences of other associations. We also received a lot of information from the panel discussions which we can use in our own association”.
Slovenian Ship and Freight Agents Association

All the comments received from participants will be reviewed by the Executive Committee and fed back to FEDERAGENTI for incorporation into the programme for Genoa 2020

ECASBA PLENARY MEETING

The first plenary meeting on the programme is by tradition the European Committee (ECASBA) meeting and this year was no exception.

The meeting began with the annual summary by General Manager Jonathan Williams on recent developments in European maritime legislation. His presentation covered the European Maritime Single Window Environment project, the equivalent Customs Single Window, recent developments in relation to transshipment of cargoes of animal origin, the proposal to require the use of 6 digit HS Codes in transit declarations, an update on the appointment of the new (2019 — 2024) European Commission and lastly, in conjunction with ECASBA Customs coordinator Hilde Bruggeman and Dr. Alexander Geisler, a brief report on actions on mis-declared cargo. A copy of that presentation, and indeed all those given at the Miami meeting, can be downloaded from the Members' Area of the FONASBA website.

The news that DG-MOVE was looking to harmonise its reporting formalities datasets with those being developed by IMO and the WCO was well-received, as was the commitment to retain both existing reporting systems such as port community systems and web-based data portals. Whilst having two European Single Windows does not fully meet ECASBA's stated expectations ("single means one"), the news that the Customs single window project aims to include all vessel and cargo reporting obligations not covered by the Maritime Single Window goes some way to mitigating our disappointment. The expected move by DG-SANTE to extend the inspection-free period for transshipment containers of goods of animal origin at EU ports from 7 days to 30 was also welcomed, as was the advice that where inspections were required, copy documents, rather than originals, would be acceptable. A note of caution was sounded however, with a warning that these changes had not yet been signed off by the Commission, although it was hoped they would be in place in December. The presentation on action on mis-declared cargo followed a recent decision in the German courts that ship agents would not necessarily be held liable where such cases arose. Whilst subject to an appeal by the Federal Customs Service, Dr. Geisler said this was nonetheless welcome news for German ship agents. Aside from clearly fraudulent action by the agent, Mrs. Bruggeman warned that there remained other reasons why the agent could still be held liable, so continued vigilance, and action by ECASBA with DG-TAXUD and OLAF, was still required.

Central to the agenda was discussion of the ECASBA position papers that covered major issues for ship agents in Europe. Developed by the ECASBA Advisory Panel and the Secretariat, the papers provide a short (maximum one page of A4) but detailed summary of the issue and the impact it has on the agency community.

They are intended to ensure a succinct but clear and consistent message is given by ECASBA in its discussion with European institutions and also by individual member associations in their own dealings with national authorities.

The papers covered the following topics:

- Harmonisation of Border Controls
- Customs Procedures
- E-Maritime and Single Windows
- Recognition of Agents and
- Veterinary Checks on Cargoes of Animal Origin

Each paper has been allocated to two members of the ECASBA Advisory Panel who will act as coordinators for further action.

Following an introduction to the papers by ECASBA Chair Marco Tak that outlined their purpose and development, the ECASBA Advisory Panel coordinators hosted the breakout sessions, with delegates free to participate in the session of their choice. Due to the expected and imminent resolution of the transshipment of cargoes of animal origin issue, that issue was not hosted but elsewhere enthusiastic discussion took place, with all the delegates fully engaged. As well as sharing views on the subject, the non-European members were able to gain a detailed insight into how it impacted on ship agents in EU Member States.

After the breakout session, the coordinators of each group made a short verbal summary of the issues discussed and solutions suggested. In summary they included the following:

- Harmonisation of Border Controls: Review and suggest amendments to Annex IX of the Visa Code in respect of issuing visas on departure for off-signing seafarers; complete the planned position paper on cash to master to better educate customs officials of the purpose and use of cash advances to vessels; review the relevant sections of the Port Procedures Survey to update and enhance the information relevant to the preceding issues.

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ECASBA PLENARY MEETING

(Continued from page 3)

- Customs Procedures: Exchange information about the agent's liability for misdeclaration of cargo across ECASBA member states; issue another survey to ascertain the issues directly affecting ship agents and to identify issues of incorrect application of the UCC; encourage and guide associations to develop appropriate customs cooperation agreements in line with Article 124.7; ascertain the value of the AEO programme; increase contact with customs authorities in Member States.
- E-Maritime and Single Windows: Collect information on the reports required by the authorities across all ECASBA Member States; ensure that all member associations are active in discussions with their authorities on the basis of the policy set out in the position paper.

- Recognition of Agents: Review and if necessary update current FONASBA and ECASBA documentation on the role of the ship agent and recognition of its importance to maritime trade; support and assist member associations in seeking to maximise recognition of the ship agency sector locally

The Advisory Panel will now draft the action plans for each topic. They will be presented at the ECASBA seminar in Brussels on 19th February 2020.

The meeting concluded with a brief update on the seminar and on European Shipping Week 2020, which is taking place between 17th and 21st February. <https://europeanshippingweek.eu>.

Further details of the programme for the ECASBA seminar will be circulated to members shortly.

CHARTERING & DOCUMENTARY COMMITTEE PLENARY MEETING

Fulvio Carlini FICS chaired the plenary meeting of the Chartering & Documentary Committee in the afternoon of Tuesday 1st October.

The meeting began with an update from the Chair on the recent activities undertaken by the Committee to enhance the flow of information to ship brokers and increase the value of FONASBA. He also reported that FONASBA continued to be active in the revision of the GENCON charterparty that BIMCO Deputy Secretary General Søren Larsen would cover during his presentation on its Documentary Committee.

Committee Vice Chair Mohamed El Mezouar then presented the responses to the survey carried out in early summer amongst member associations. From a total of 28 responses, the survey revealed that 19 associations had shipbroker members, whom the associations support by providing market data, circulating information on claims and other legal matters, making representations to national authorities on relevant matters, hosting social events and providing education. Moving on to what FONASBA could do to provide more support to brokers, the simple answer was more of the same!

The annual summaries of the documentary work of BIMCO and INTERTANKO were supplemented this year by a report on ASBA's Documentary Committee, presented by its Chair, Søren Wolmar, who discussed the revision of the New York Produce Exchange (NYPE) and ASBATANKVOY charterparties and also the development of a new gas tanker voyage charter form, the ASBAGASVOY.

Søren Larsen then reported on the work of the BIMCO Documentary Committee. This included the ongoing revision of the GENCON form, previously referred to by Fulvio Carlini, and he gratefully acknowledged the role played by both FONASBA and ASBA in that work. He also summarised the other documents being revised by the BIMCO DC.

Last, but certainly not least, Michele White of INTERTANKO told the meeting that the main focus of her organisation's work related to the impending implementation of the 2020 sulphur cap, with INTERTANKO working to ensure that its members, and indeed the wider tanker sector, were both fully aware of its implications and had the support necessary to minimise its impact on their operations.

Another regular contributor to the C&D plenary is Andrew Jamieson of ITIC, who again gave one of his sometimes worrying, often thought-provoking but always interesting presentations on the issues giving rise to claims from agents and brokers.

The first of two panel discussions was entitled: "The Shipbroker, A Profession in Continuous Change". Moderated by Past President Marygrace Collins, it featured Hans Laue, President of Gisholt Shipping, Steve Gillie FICS, ICS Federation Council Chairman and Managing Director of UK ship owner Gillie & Blair, and Felipe Carvalho, Director of International Business Development at NovaAlgoma Short Sea Carriers. It was gratifying to hear from all the speakers that using brokers added considerable

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CHARTERING & DOCUMENTARY COMMITTEE PLENARY MEETING contd/..

(Continued from page 4)

value to their business, citing their significant knowledge of the trades and their ability to provide useful information during the chartering process as being particularly important. All three confirmed that they would continue to employ brokers for the foreseeable future.

The second panel, "The 2020 Sulphur Cap, The Impact on Freight Rates" was chaired by Fulvio Carlini, with a panel comprising Sam Eckett, Associate Editor for Freight Markets at S&P Global Platts, Francis Sarre, Chair of the BIMCO Documentary Committee and Chief Legal Officer of the Belgian ship owner CMB, and Gian Enzo Duci, who in addition to being a member of the FONASBA Executive Committee and chairman of FEDERAGENTI, is also a ship owner. Eckett opened the panel by giving a detailed assessment of the options open to ship owners to reduce sulphur emissions and indications of the availability of Ultra Low Sulphur fuel.

He then provided a case study into the impact fuel prices might have on the supply of wheat to Indonesia, where price differentials based on the use of ULS fuel could see a shift in the ratio of wheat purchased from its current sources, the expectation being that the Black Sea may overtake Australia as the main supplier.

Both Sarre and Duci agreed that there would certainly be some trades where bunker price differentials would indeed alter freight rates. All three panellists also agreed that although bunker suppliers were working to ensure that adequate quantities of ULS fuel would be available in major bunkering ports, demand could still outstrip supply, in the first few months after implementation at least.

The plenary meeting closed with delegates joining in a spirited, if somewhat disjointed, rendition of "The Shipbroker", a revised version of a traditional Irish song "The Wild Rover". It may become a permanent agenda item!

LINER & PORT AGENCY COMMITTEE PLENARY MEETING

The Liner & Port Agency plenary meeting, chaired by Waldemar Rocha jnr, took place on Wednesday 2nd October.

The agenda included the approval of the final drafts of both the UNCTAD Minimum Standards for Ship Agents, and the new Normal Agents' Activities Summary and an expanded item on the FONASBA Quality Standard. The plenary concluded with a panel discussion on the impact of new and disruptive technologies on ship agents.

The UNCTAD Minimum Standards were originally written in 1988 and an update was due. The revised version includes the definition of the ship agent from the IMO FAL Convention, a reference to the Quality Standard and other amendments to ensure it reflects current practice. With approval having been given at the meeting, the document is now with UNCEFACT for their review and further action.

The Normal Agents Services Summary is a guideline document to assist ship agents and principals to agree which services the agent will carry out for the normal port agency fee, thus avoiding disputes later on. This document lists the services which an agent would normally be expected to provide, although there is of course scope for the listed services to be amended as required. The Summary links to, and supports, the Agency Appointment and General Agency Agreements, sharing the same activity

headings and using common terminology. With the approval of the L&PA plenary, the Summary is now a FONASBA Standard Document and is available for download from the FONASBA website at www.fonasba.com/documentation.

Committee Vice Chair Simone Carlini MICS also gave an update on the current usage of the AAA and GAA documents and reiterated the appeal for members to provide examples of trade-specific agency agreements to assist in developing the specialised additional clauses for the General Agency Agreement, allowing it to better reflect the main characteristics of each trade.

Young Agent Award winner Stefan Gielen accepted an invitation from the Committee Chair to address the meeting on the issues arising from misdeclaration of dangerous goods, the subject of his winning entry. He said the issue was as fundamental for ship safety as container weighing. It was vital the dangers to the ship from incorrect descriptions of dangerous goods being passed to carriers were recognised by all parties and action must be taken at the highest possible level to stamp out the practice. It was agreed that FONASBA would review the options available to ensure the matter was addressed by all parties including, if appropriate, at IMO.

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LINER & PORT AGENCY COMMITTEE PLENARY MEETING contd/..

(Continued from page 5)

The FONASBA Quality Standard is another traditional agenda item and Jonathan Williams reported that the number of countries with the Standard stood at 38, the latest being Bulgaria, and 523 companies were now approved.

(Post Annual Meeting Update: as this newsletter is being written, the number of countries has risen to 40, Costa Rica and Lithuania are the newest countries, and a total of 550 companies are currently approved to the Standard).

This update was then followed by an enthusiastic and upbeat presentation by Jeffrey Milstein of Vitol Group, the major energy operator, in which he gave his company's full and active endorsement of both the ship agency sector as a whole and the FQS itself. His presentation fully recognised the unrivalled knowledge of the entire ship/port process, the national and local laws and regulations and the wide range of contacts that the agent makes available to the ship owner or operator. He also highlighted the additional services that the agent provides before the vessel is fixed, including provision of port, tidal, regulatory and other information to enable the owner or operator to be fully informed of the facilities, limitations and other constraints to ensure the call is as efficient - and remunerative - as it can possibly be.

Milstein also recognised some of the basic realities that face the agent on a daily basis. For example, competition between agents driving down agency fees, principals renegotiating the fee after the appointment was agreed, the failure to prefund and settle disbursements accounts on time and the complexity of the relationship and responsibilities between the number of agents attending a single vessel. Whilst this is well-known to our members, it was comforting to note that a major charterer like Vitol recognises these practices and, more importantly, is committed to reducing them through a proactive and collaborative relationship with their agent that isn't driven by the level of the agency fee alone.

Highlighting Vitol's ongoing support for agents, he gave details of the procedures they have in place to develop close and effective working relationships with agents including clearly setting out the obligations and responsibilities of both parties in an agency manual and requiring that they sign up to the Quality Standard where it is in place.

He said the company also fully endorsed the actions FONASBA was taking to equip agents with the tools needed to defend themselves against the practices, highlighting (once again) the Quality Standard, the agency documents and the education initiatives. He did however warn that ship agents must also stand up for themselves by increasing the level of service provision to principals, concentrating on their core activities and strengths, resisting demands for reduced agency fees and being prepared to take robust and effective action against late payers.

Milstein's presentation was a salutary lesson and one that FONASBA members should bring to the attention of their company members.

The next item on the agenda was a presentation by Immediate Past President John A. Foord FICS on FONASBA's engagement with two organisations fighting against illicit trades. United for Wildlife campaigns against the trade in endangered species and BASCAP that in counterfeit goods. The presentation gave delegates a sense of the size and scale of the two trades, with that in endangered species estimated to be worth between US\$ 7 and 23 billion per annum whilst in counterfeit goods it is in excess of US\$ 500 billion. It also highlighted the role ship agents can play in disrupting these trades.

The final agenda item was a panel discussion, hosted by James Kelley, a Vice President with Moran Shipping Agencies, on the expected impact of new and disruptive technologies on ship agents.

Following an introductory presentation by Antonio Belmar da Costa, coordinator of the L&PA Committee working group on the topic, four influential industry commentators, Evangelos Eftstathiou, CEO of Skysail Advisors, Capt. Bryan Bender, CEO of PortCall.com, Capt. John Konrad, CEO of gCaptain and Adrian Challinor, founder of Osiris Consultants, gave the meeting their views on how ship agency would have to adapt and change in order to maximise the opportunities new technologies would bring.

It was interesting, and perhaps comforting, to note that one common thread running through the presentations was that the new technologies were primarily aids to assist ship agents in working more efficiently and productively. The essential role of the ship agent, as the local eyes and ears of the principal and the helping hand for the master and crew, was not expected to change, at least for so long as crews remained on board.

HOST ASSOCIATION SEMINAR

The first meeting on the final working day of the meeting (3rd October) was the host association seminar, an opportunity for the association to showcase a specific topic of interest to the delegates or of particular importance to the association. This year the seminar featured a presentation on three ports in membership of the Florida Ports Council, namely Port Manatee, Pensacola and Tampa Bay.

The very informative and entertaining presentation was given jointly by Matty Appice (Port Manatee), Clark Merritt (Port of Pensacola) and Wade Elliot (Port Tampa Bay). Each speaker highlighted the main trades through their port and the developments underway and planned.

ASSOCIATION BEST PRACTICES COMMITTEE

This new Committee supersedes the Secretaries Meetings of previous years and brings matters related to the administration and operations of associations into the formal Standing Committee structure. The meeting was opened by President Aziz Mantrach, who detailed the background to its inception and outlined his expectations for the new Committee.

Expanding the scope of an association's income and thereby making it less reliant on membership fees alone is a major goal for any membership organisation. With this being the theme of the first meeting of the Committee, Jeanne Cardona, nominated Chair, then introduced representatives of four associations, Mexico, Portugal Italy, and Argentina, that had managed to diversify their income streams. They then shared their experiences amongst the delegates. The actions taken by those associations included:

- Cristian Bennet Lira (AMANAC, Mexico) outlined the broad spread of income streams, including collecting fees for electronic transmission of manifests and bills of lading, attending to ship agent licensing, handling maritime registry and immigration formalities, processing cabotage waiver applications and hosting training courses. AMANAC's Annual Congress was another important source of revenue.
- Rui D'Orey (AGEPOR, Portugal) explained how the per vessel call fee was structured and that it contributed more than 60% of the association's income. He also revealed that AGEPOR usually returns a proportion of the

Whilst Port Manatee is primarily a container port, Pensacola has carved itself an enviable niche as a major import facility for wind turbines, handling more than 1,200 over a five year period. In contrast, Port Tampa Bay is a traditional multi-cargo port, handling containers, bulk liquids, ro-ro, steel, and project cargo.

The Florida Ports Council was a sponsor of the Annual Meeting and FONASBA is grateful for both their support and for their excellent presentation.



fees to the members every year. He also spoke about the insurance guarantee scheme in place in Portuguese ports, which AGEPOR manages for a fee.

- Gian Enzo Duci (FEDERAGENTI, Italy) detailed the wide range of activities undertaken by FEDERAGENTI, including management of the ship agents pension fund, the provision of training for its members and the wider maritime sector funded by a levy on all broking and agency companies, and the management of a private health fund for employees of ship broking and ship agency companies.
- Julio Delfino (Argentina) described the in-house private initiative development of an electronic customs reporting system (Mercuria) which is now mandatory for all customs entries for cargo inbound to Argentina by sea or river.

The delegates then broke into three groups, organised by the size of their association, to discuss the examples given in greater detail and to ask questions of the presenters in order that they could consider implementing the same, or similar, initiatives at home. The meeting was extremely well-received by the delegates and the breakout session generated a lot of interaction, and hopefully some good ideas, within the groups.

The Committee would be formally established in the Council Meeting that followed but all concerned agreed it was an excellent, and vital, addition to the Annual Meeting programme.

COUNCIL MEETING

The 2019 Council Meeting, the Annual General meeting of FONASBA and the final event on the work programme, took place on Thursday 3rd October.

After formally announcing the names of the delegates attending the Annual Meeting for the first time, President Aziz Mantrach made a short presentation during which he summarised the main developments that had taken place over the past year. These included the increases in membership and Quality Standard coverage, the expansion of FONASBA's education provision, the revised programme for the Annual Meeting and the actions to increase the services provided for brokers.

This was followed by two presentations by Bahrain and Belgium as candidates to host the 2021 Annual Meeting. Following the presentations, it was announced that agreement had been reached between the two associations and the Executive Committee that Belgium, which will celebrate two significant milestones that year, would host in 2021 with Bahrain doing so in 2022.

Following approval of the financial statements and appointment of the auditors, and reports on membership development by the Regional Vice Presidents, Council voted unanimously to elect DTS Logistics as FONASBA's third Associate member in Romania.

Next on the agenda was approval of the revisions to the Articles of Association to rename the Chartering & Documentary Committee the Ship Broker Committee and the Liner & Port Agent

Committee the Ship Agent Committee. The proposal to make the Association Best Practices Committee the fourth Standing Committee was also approved. This decision was then followed with the confirmation of Jeanne Cardona as Chair.

Jonathan Williams then formally presented the FONASBA 50th anniversary book to Council and copies were distributed to those present.

In terms of development issues, Capt. Jakov Karmelić, Vice President for Education, outlined the current status of FONASBA's education initiatives. Those included initial discussions on the provision of training, similar to the Agent Diploma, for ship brokers. Past President John Foord then reported on the upcoming link with the WCO Academy to provide training on customs matters and Tonny Paulsen, Past President and coordinator of the ECASBA Brussels Representation Working Group, also gave a brief update on the group's work to date.

With the meeting drawing to a close, Jonathan Williams took the opportunity to update Council on the breadth and scope of FONASBA's external relations activities, including action in IMO, the World Customs Organisation, other industry bodies and in conjunction with our Club members.

Following a presentation by Gian Enzo Duci and Simone Carlini on the programme for the 2020 Annual Meeting in Genoa, the President brought the Council Meeting, and the formal proceedings of the 50th Anniversary Meeting, to a close.

SOCIAL EVENTS

As always, the social events are an integral part of the meeting programme, providing the only opportunity for colleagues and friends from the entire membership to mingle and network.

The Miami Annual Meeting featured three social events and the optional excursion on Friday 4th.

The Welcome Reception on Tuesday 2nd brought everyone together for the first time - and often allowed conversations to restart from exactly where they stopped in Cancún!

On Wednesday 3rd, delegates and guests enjoyed a dinner tour of Biscayne Bay on the catamaran "Biscayne Lady" which included music, dancing and a very close encounter with a MSC container vessel!

The Gala Dinner on Thursday 4th October, the final

formal event of the 2019 Meeting, was an opportunity to congratulate Stefan Gielen on winning the Young Agent or Broker award and present his prizes and to thank the ASBA team for organising another excellent meeting. It was of course also FONASBA's 50th birthday party, which notable occasion was marked with a suitable cake and candles, blown out by the current and Past Presidents.

The optional excursion the following day featured a visit to a traditional Miccosukee Indian village, crocodile wrestling and an exhilarating air boat ride across the Everglades.

Pictures from the Annual Meeting are reproduced on the following pages. Presentations and meeting minutes are in the Members' Area of the website.

PHOTO PAGES: FOR MORE PICTURES GO TO OUR FACEBOOK PAGE (www.facebook.com/fonasba)



Top: Delegates to the 2019 Annual Meeting
Middle: Rear Admiral Richard Timme USCG, welcomes the delegates, Hilde Bruggeman and the ECASBA Plenary Customs breakout group
Bottom: ECASBA Chair Marco Tak introduces the breakout session, Julio Fernandez and Berit Blomqvist summarise the views of the Recognition of Agents group

PHOTO PAGES: FOR MORE PICTURES GO TO OUR FACEBOOK PAGE (www.facebook.com/fonasba)



Top: Chair Fulvio Carlini FICS and Vice Chair Mohamed El Mezouar open the C&D plenary meeting

Middle: Past President Marygrace Collins moderates the Future of the Shipbroker panel

Bottom: Fulvio Carlini introduces the 2020 Sulphur Cap panel



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Top: Jeffrey Milstein of Vitol and Young Agent and Broker Award winner Stefan Gielen address the L&PA plenary meeting

Middle: A full house for the L&PA plenary meeting

Bottom: Vice President for Europe Antonio Belmar da Costa introduces the Disruptive Technologies discussion panel



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Top: President Aziz Mantrach (centre) with WISTA International President Despina Theodosiou (left) and Alexandra Anagnostis. Jeanne Cardona with the Florida Ports Corporation speakers at the Host Association seminar

Upper Middle : Julio Delfino address the Association Best Practices Committee and President Aziz Mantrach opens the Council Meeting.

Lower Middle: Education VP Capt. Jakov Karmelić and Ravindu Rodrigo address Council, Gian Enzo Duci reports on Genoa 2020.

Bottom: General Manager Jonathan Williams presents the FONASBA 50th Anniversary book to Council.

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*To end with, a small selection
of pictures from the Gala
Dinner and the excursion to
the Everglades*

*The pictures on these pages
were provided by Victoria
Marsh, National Event Pix
and Margaret Williams, to
whom we express our thanks.*