



**ANNUAL MEETING**  
**MIAMI 2019**

COUNCIL MEETING  
3<sup>rd</sup> OCTOBER 2019

**SHIPBROKER SURVEY SUMMARY**

MOHAMED EL MEZOUAR  
C&D COMMITTEE VICE CHAIR

# Total Number of Respondents



**28**  
Countries

Algeria, Argentina, Australia, Belgium, Brazil, Bulgaria, Croatia, Denmark, Egypt, France, Germany, Great Britain, Hungary, Israel, Italy, Japan, Mexico, Morocco, the Netherlands, Panama, Poland, Portugal, Russia, Slovenia, Spain, Sweden, Turkey, USA

# Assn. includes shipbrokers?



19  
Countries

Argentina\*, Bulgaria, Croatia\*,  
Denmark, Egypt\*, France,  
Germany, Great Britain, Hungary,  
Israel, Italy, Morocco, the  
Netherlands\*, Panama, Poland\*,  
Slovenia, Sweden, Turkey, USA

\*indicates some members are both  
ship brokers and ship agents

# Separate Brokers Committee?



07

Countries

France, Germany,  
Italy, Panama,  
Slovenia, Turkey,  
USA

# Actions for Brokers?



1 1  
Countries

**Argentina, Denmark,  
France, Germany, Great  
Britain, Italy, Panama,  
Poland, Sweden, Turkey,  
USA**



# What are those actions?

**Argentina:** Spread of information, regulations update and representation before official authorities.

**Denmark:** GENCON 94 revision. The secretariat concurrently receive questions in relation to chartering, contracts, disputes and equivalent. Distribute New Contex, provide ITIC error and omissions insurance and thus may distribute ITIC review and other ITIC publications. Already liaise with FONASBA at mutual interest for both associations, but handle those expert requests ourselves.



# What are those actions?

**France:** Main topics are: Profession recognition, VAT, education

**Germany:** Provide market data and indices. Promotes Hamburg as location for the (container) charting business

**Great Britain:** We circulate information, run seminars and ask enquiries – all on a not commercial basis. Brexit concerns.

**Italy:** Protection of the profession (administration, legal and trade unions)

**Panama:** None currently, but usually relate to action by government agencies



# What are those actions?

**Poland:** Assist members in relation to actions by the Polish administration

**Sweden:** Monitor issue and take action at association board level

**Turkey:** Seven person broker committee meets monthly to review issues and take appropriate action

**USA:** Social events: Annual tanker broker lunch with guest speakers, dry broker lunch trialled in 2019. Charterparty development and updating. Provide service for collection of outstanding dues for members

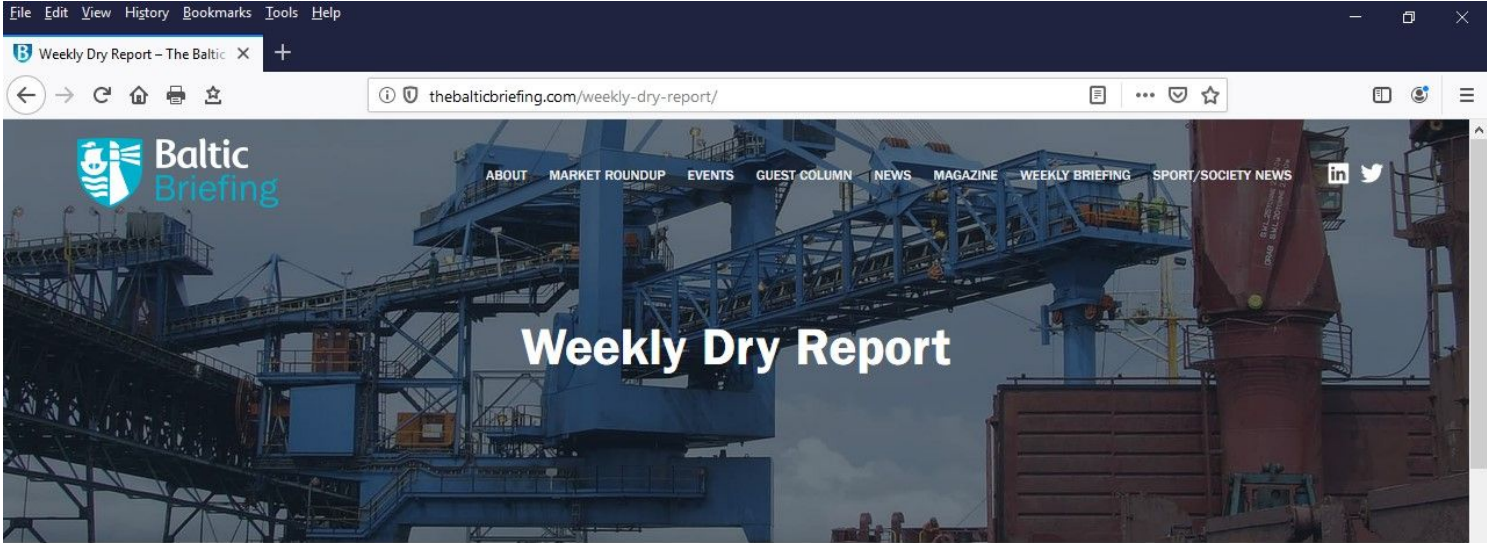




# Actions from FONASBA?

- Circulate market and regulatory information from the Baltic, BIMCO, IMO etc.
- Support and promote ethical action by ship brokers worldwide
- Facilitate links between ship brokers, owners and charterers within FONASBA membership
- Exchange information on professional matters
- Consider response to digital developments such as online trading platforms
- Circulate news of new developments for brokers from within membership
- Promote association events for brokers

# Actions from FONASBA?



**WEEKLY SHIPPING REPORTS**



**Dry Reports**

[Weekly Bulk Report Archives](#)

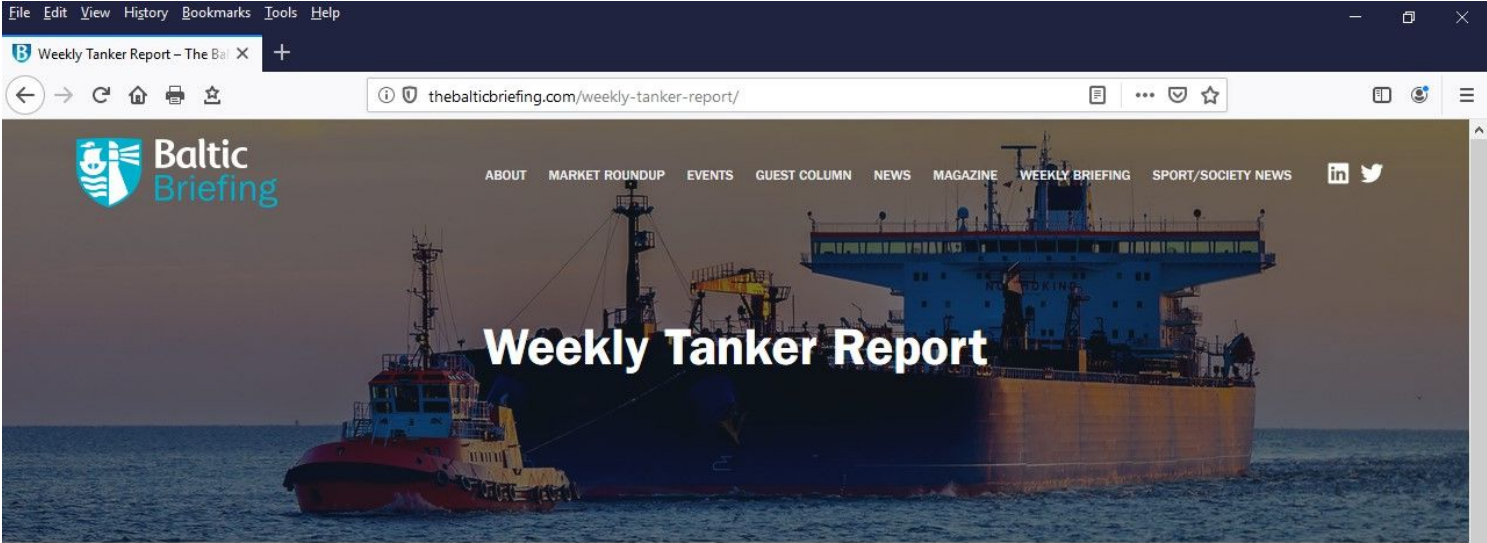
Latest in :

20 September 2019

**Bulk report – Week 38**

**Concise**

# Actions from FONASBA?



**WEEKLY SHIPPING REPORTS**



**Tanker Reports**

[Weekly Tanker Report Archives](#)

Latest in :

20 September 2019

**Tanker report – Week 38**

**VLCC**

# Actions from FONASBA?



A screenshot of a web browser displaying a Facebook group page. The browser's address bar shows the URL: https://www.facebook.com/groups/358371197945765/?fref=mentions&amp;\_tn\_\_=K-R. The page title is "Fonasba - Ship brokers closed group". The main content area features a large banner image of a ship at sea during a sunset, with the text "FONASBA The Federation of National Associations of Ship Brokers and Agents" overlaid. Below the banner are buttons for "Joined", "Notifications", "Share", and "More". The left sidebar contains navigation options: "About", "Discussion", "Members", "Events", "Videos", "Photos", "Files", and "Shortcuts". The right sidebar includes an "INVITE MEMBERS" section with a search input, a "MEMBERS" section showing 124 members with profile pictures, and a "DESCRIPTION" section starting with "This Group is a closed group created for the".

# Can FONASBA Contact Brokers?



## YES:

Bulgaria, Egypt, Germany, Hungary, Israel, Morocco, Poland, Slovenia, Sweden

## MAYBE:

USA

## NO:

Argentina, Denmark, France, Great Britain, Italy, Panama, Turkey



Thank you.