

**MINUTES OF THE  
COUNCIL MEETING HELD AT  
THE SHELBORNE SOUTH BEACH HOTEL MIAMI  
AT 2.00 p.m. THURSDAY, 3<sup>rd</sup> OCTOBER 2019**

**Present:**

Mr. A. Mantrach	President
Mr. B. Szalma	Executive Vice President
Mr. J. Dulce	President Designate, Regional Vice President for the Americas
Mr. J.A. Foord FICS	Immediate Past President
Mr. A. Belmar da Costa	Regional Vice President for Europe
Capt. J. Karmelić	Vice President for Education
Mr. F. Carlini FICS	Chair, Chartering & Documentary Committee.
Mr. M. Tak	Chair, ECASBA
Mr. W. Rocha jnr.	Chair, Liner & Port Agency Committee
Mr. M. El Mezouar	Vice Chair, Chartering & Documentary Committee
Mr. S. Carlini MICS	Vice Chair, Liner & Port Agency Committee
Mrs. J. Cardona	Co-opted Member
Mr. G-E Duci	Co-opted Member
Mr. R. Troch	Co-opted Member

**In Attendance:**

Mr. J.C. Williams FICS	General Manager
Mrs. V.L. Marsh FICS	Assistant General Manager

Mr. A. Seriai	Algeria	Mr. P. Costopoulos	Greece
Cdr. R. Nairn	Australia	Mr. U. Masucci MICS	Italy
Mr. R. Rodrigo MICS	Bahrain	Mrs. G. Reghellin Carlini FICS	Italy
Mrs. H. Bruggeman	Belgium	Mr. V. Totorizzo	Italy
Mr. E. Wouters	Belgium	Mr. M. El Yaman	Lebanon
Mr. S. Gielen	Belgium	Mr. I. Uba	Lithuania
Mr. G. Gordon Findlay	Brazil	Mr. A. Aguayo	Mexico
Mr. M. Neri	Brazil	Mr. M. Andrade Gomez	Mexico
Mr. Mr. J. Carlos Gomes	Brazil	Mr. C. Bennett Lira	Mexico
Mr. J. Mariano	Brazil	Mr. B. Kjeldsen	Morocco
Mr. A. Zanin	Brazil	Mr. E. Pinzas Vidmar	Peru
Capt. N. Hristov	Bulgaria	Mr. J. Tyminski	Poland
Mr. S. Kraichev	Bulgaria	Mr. R. D'Orey	Portugal
Mr. M. Dosso	Côte D'Ivoire	Mr. G. Necmeskal	Slovenia
Mr. C.P. Papavassiliou	Cyprus	Mr. J. Fernandez Guillen	Spain
Mr. T.D. Paulsen	Denmark	Mrs. B. Blomqvist	Sweden
Mr. T. Arus	Estonia	Mr. S. Larsen	BIMCO
Dr. A. Geisler	Germany	Ms. M. White	INTERTANKO
Mr. S. Gillie FICS	Great Britain	Mr. A. Jamieson MICS	ITIC
Mr. R. Hill FICS	Great Britain	Mr. G. Wramfelt MICS	Shipbrokers' Register

This meeting was undertaken in compliance with FONASBA's Anti-Trust and Competition Policy and at no time were any discussions undertaken in relation to: fixing of terms, prices or rates, matters relating to particular customers or suppliers, boycotting or black listing particular customers or suppliers, dividing markets or customers or otherwise seeking to distort competition

**Item**

**Action**

**1. President's Welcome**

The **President** welcomed all those present to the 2019 Council Meeting and thanked ASBA for organising the event. He also welcomed those delegates attending for the first time. Their names are attached to these minutes. The **General Manager** reported that apologies for absence had been received from Angola, Dubai, Egypt, Finland, France, Japan, Israel, Montenegro, Russia and South Africa.

The **General Manager** reminded those present that the meeting was being held in accordance with FONASBA's Anti-Trust and Competition policy (see above).

2. **Minutes of the Last Meeting held Cancún, 19<sup>th</sup> October 2018**

No comments were received, the minutes **were approved**.

3. **Matters Arising**

There were no matters arising that were not otherwise covered in the agenda.

4. **The Future of FONASBA**

The **President** made a presentation outlining the current status of the Federation, the changes since the last meeting and his proposals for future actions. This presentation, and the others given during this meeting, can be downloaded from the Members' Area of the FONASBA website.

5. **Annual Meeting 2021**

Mr. **Rodrigo** (Bahrain) and messrs. **Troch** and **Wouters** (Belgium) made presentations in support of their applications to host the 2021 FONASBA Annual Meeting. Following those presentations, the **General Manager** proposed on behalf of the **President** and Executive Committee that in view of the quality of both presentations and the significant events taking place within the Belgian association in 2021, Council agree to “**approve Belgium as the host for the 2021 Annual Meeting and Bahrain as the host of the 2022 Annual Meeting**”. On a show of hands, the proposal was **passed unanimously**. The **President** congratulated both NAVES and BSAA for having offered to host an Annual Meeting and said that the FONASBA members looked forward to enjoying their hospitality in 2021 and 2022 respectively.

6. **Finance/Funding**

Using a short presentation of the main items, the **Honorary Treasurer** opened the discussion on the formal accounts for 2018/19, the budget analysis and the auditor's report, all of which had been circulated previously. As there were no questions he proposed that **the accounts for 2018/19 be approved** and on a show of hands the motion was **carried unanimously**.

He then proposed that **the budget for 2019/20** (also circulated previously) **be approved**. This motion also was **carried unanimously**.

The **Honorary Treasurer** then introduced the proposal (again circulated previously) to **increase membership fees for 2020/21 by 3% across all membership categories**, albeit rounded to the nearest whole number. The proposal was put to Council and **approved unanimously**.

The **General Manager** then advised that FONASBA's auditors, Messrs. Blain Pritchard, had once again offered their services and **proposed that they be reappointed for 2019/20**. This proposal was also **carried unanimously**.

7. **Membership Reports**

Messrs. **Dulce** (the Americas), and **Belmar da Costa** (Europe), each gave a presentation that covered in a standardised format the coverage of membership, the Quality Standard and Port Procedures Survey and their plans to expand same in the future. They also highlighted FONASBA membership events planned for their region.

The **General Manager** then presented the reports prepared by Mr. Mouselhy (Africa) and Mr. Iigaki (Asia) that were not present.

The **President** thanked all the Regional Vice Presidents, both present and absent, for their proactive efforts in maintaining and expanding FONASBA's membership.

The **General Manager** then advised Council that an application for Associate membership had been received from **DTS Logistics of Constanta, Romania**. The application had been approved by the Membership Committee and was therefore the subject of a secret ballot of Full Members present at Council. The ballot papers were distributed and voting Members were invited to complete same during the meeting and return them to Mr. **Jamieson**, who once again agreed to act as teller. The result would be announced at the end of the meeting.

8. **Articles and By Laws Revision**

The **General Manager** put to Council the proposals (circulated previously) to amend By Law 9.1 to allow for the creation of the Association Best Practices Committee as a Standing Committee of FONASBA and to rename the Chartering & Documentary Committee the Ship Broker Committee and the Liner & Port Agency Committee the Ship Agent Committee. **On a show of hands they were approved unanimously**.

**9. Nomination of Officers**

The **General Manager** put to Council the nomination, circulated previously, that following approval of the creation of the Association Best Practices Committee as a Standing Committee, Mrs. **Cardona** be elected as its Chair. The proposal was **approved unanimously**.

**10. FONASBA 50<sup>th</sup> Anniversary Book**

The **General Manager** presented the 50<sup>th</sup> Anniversary Commemorative Book to Council and it was well-received. He thanked all those who had contributed to it and advised that one copy would be made available to each FONASBA member, either presented at the meeting or sent by post shortly afterwards. Copies would also go to all the contributors and advertisers. A .pdf copy of the book is available for download from the FONASBA website.

**11. ECASBA Brussels Representation**

At the invitation of the **President**, Mr. **Paulsen** updated Council on the discussions to date in relation to enhancing ECASBA's representation in Brussels. A copy of his report is attached to these minutes.

**12. FONASBA Development Issues**

**Education:** Capt. **Karmelić** made a presentation summarising progress made by FONASBA in promoting and developing education initiatives for the membership. He congratulated Mr. **Gielen** on winning the 2019 Young Agent or Broker Award and highlighted the excellent progress made in the past year in terms of applications for the FONASBA Agent Diploma. In relation to additional education projects, Capt. **Karmelić** advised that early stage discussions were ongoing with ICS and BIMCO in relation to training for ship brokers. He also gave details of the plans to grant company members of FONASBA associations discounted access to the extensive customs training programmes provided by the World Customs Organisation, before introducing a video provided by WCO which gave further information. He said the formal agreement between FONASBA and WCO would be signed by Mr. **Foord** in Brussels on 21<sup>st</sup> October, following which the necessary amendments would be made to the FONASBA website to enable access to the courses. Concluding his report, Capt. **Karmelić** also advised that discussions with the International Chambers of Commerce to also allow access to their education programmes were at an early stage and would be progressed in the coming months. A copy of Capt. **Karmelić's** presentation can be downloaded from the Members' Area.

**Format of the Annual Meeting**

The **General Manager** presented the results of the survey that had been carried prior to this Annual Meeting. The **President** said that he hoped the new format of this meeting, which reflected some of the comments expressed in the survey, had found favour with the delegates. He also confirmed that another short survey would be carried out immediately after this meeting closed and that careful consideration would be given by the Executive Committee to input from members for other enhancements to the format of the 2020 Annual Meeting and beyond in order to further increase the value of the event.

**13. External Relations**

The **General Manager** made a short presentation on FONASBA's relationships and activities with its Club members and external organisations. Following the presentation, the **President** supported the comments made by Mr. **Foord** in Cancún to the effect that whilst some of the work undertaken with colleague associations may not receive the fullest recognition, or generate tangible outcomes, nonetheless they were necessary to ensure that FONASBA remained fully engaged on developments in other fora that would impact on the membership. Furthermore, active and regular cooperation with those organisations and bodies ensured that the work of FONASBA and the ship agency and ship broking sectors was recognised across the entire global transport industry. He also thanked Ms. **White**, Mr. **Jamieson** and Mr. **Larsen** for the ongoing support of their organisations and for their regular participation at Annual Meetings.

**14. Annual Meeting 2020**

Mr. **Duci** and Mr. Simone **Carlini** made a presentation on behalf of FEDERAGENTI as hosts of the 2020 Annual Meeting in Genoa. They confirmed that the meeting would take place the week commencing Monday 12<sup>th</sup> October, although the exact start and finish dates remained to be confirmed. A copy of the presentation can be downloaded from the Members' Area of the website.

The **President** thanked Messrs. **Duci** and **Carlini** their excellent presentation and said FONASBA looked forward very much to meeting in Genoa.

**15. Any Other Business**

Thanking Mr. **Jamieson** for administering the ballot, the **General Manager** advised that the application for Associate membership from **DTS Logistics** had been **approved unanimously**.

Mr. **El Yaman** welcomed the new member but said that whilst increasing the number of Associate members brought about a welcome increase in coverage, the emphasis should be on appointing new Full member associations. The **General Manager** advised him that following the meeting he would be advising all three Romanian Associate members of the need to start work on the formation of a national association. (*Post Meeting Note: DTS acknowledged the obligation and confirmed that initial discussion were already underway*).

Mr. **Masucci** said that this was his 27<sup>th</sup> Annual Meeting and he felt that the changes to the programme this year were a major improvement and brought significant added value to the associations participating. He expressed his congratulations to all those responsible for the new format. The **President** thanked him for his kind words.

**16. Date and Place of Next Meeting**

The **President** advised that the next Council Meeting of FONASBA would take place in **Genoa** the week commencing **12th October 2020**, with the exact date to be notified in due course.

**There being no further business to discuss, the President brought the 2019 Council Meeting to a close.**

**JCW/11.2019**



## ANNUAL MEETING 2019

### DELEGATES ATTENDING FOR THE FIRST TIME

NAME	COUNTRY
Rod Nairn	Australia
Stefan Gielen	Belgium (YABA Winner)
Jorge Mariano	Brazil
Svilen Kraichev	Bulgaria
Alfredo Salas	Costa Rica
Tiit Arus	Estonia
Philip Costopoulos	Greece
Igoris Uba	Lithuania
Andres Mata	Panama
Jacek Tyminski	Poland
Estenio Pinzas Vidmar	Peru
Gracian Necmeskal	Slovenia
Kemal Akbaşođlou	Turkey
Cris Hall	USA
Tish Oates	USA
Rita Razzano	USA
Soren Wolmar	USA
Hans Laue	USA
Evangelos Efstathiou	USA
Jeffrey Milstein	USA
Sam Eckett	USA
Tommy Bradley	USA
Arthur Savage	USA
Matty Appice	USA
Wade Elliott	USA
Clark Merritt	USA
Ian Duthie	USA
Capt. Bryan Bender	USA
Felipe Carvalho	USA
John Konrad	USA
Despina Theodosiou	WISTA International

# FONASBA ANNUAL MEETING 2019 FONASBA

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## COUNCIL MEETING

### **AGENDUM ITEM 11: ECASBA BRUSSELS REPRESENTATION**

As most of you will recall, ECASBA initiated a member consultation in autumn 2017 regarding the future ECASBA Brussels Representation.

The consultation showed that majority of the ECASBA members preferred to continue without a permanent presence in Brussels and continue to carry out the ECASBA business from London supported by ECASBA officers. Not the least from an economical aspect.

A reconsideration of the matter was opened again as many things have changed. Therefore, the President and the Execom established a working group consisting of 10 members whereof 7 members attended this Annual meeting. I was asked to coordinate the work of the group.

During the last months, I have been in contact or visited most of the members of the working group.

However, our first formal meeting took place here in Miami and agreement has been reached how to structure the work and how to proceed.

The goal is to present our recommendation to the President and the Execom in due time for their next meeting.

It is the intention of the working group to maintain a strong FONASBA as well as a strong ECASBA and even strengthen their future positions.

However, it will not be appropriate to give more information as the working group considers that it will be premature at this time.

TDP/Copenhagen, October 2019