

**MINUTES OF THE
COUNCIL MEETING
HELD BY MICROSOFT TEAMS
AT 1.00 p.m. WEDNESDAY, 25th NOVEMBER 2020**

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. M. Mouselhy	Regional Vice President for Africa
Mr. T. Iigaki	Regional Vice President for Asia
Mr. A. Belmar da Costa	Regional Vice President for Europe
Dr. D. Mahasneh	Regional Vice President for the Middle East and South Asia
Capt. J. Karmelić	Vice President for Education
Mrs. J. Cardona	Chair, Association Best Practices Committee
Mr. M. Tak	Chair, ECASBA
Mr. W. Rocha jnr.	Chair, Ship Agent Committee
Mr. F. Carlini FICS	Chair, Ship Broker Committee.
Mrs. B. Blomqvist	Vice Chair, Association Best Practices Committee
Mr. J-P Bidoire	Vice Chair, ECASBA
Mr. S. Carlini MICS	Vice Chair, Ship Agent Committee
Mr. M. El Mezouar	Vice Chair, Ship Broker Committee
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. Abdallah Seriai	Algeria	Mr. Lefteris Kouzapas	Cyprus
Mr. Mouloud Belaid	Algeria	Ms. Melina Papavassiliou	Cyprus
Mr. Benaissa Laribi	Algeria	Mr. Antonis Varnava	Cyprus
Mr. Mohamed Dib	Algeria	Mr. Jesper Sebbelin FICS	Denmark
Mr. Mohamed Laribi	Algeria	Mrs. Nayana Nandkumar	Dubai
Mr. Said Hamamouche	Algeria	Mr. Mohamed Eissa	Egypt
Mr. Adnan Hani	Algeria	Mr. Tamer Nazif	Egypt
Mr. Marc Smulders	Angola	Mr. Mohamed Motrash	Egypt
Mr. Julio Delfino	Argentina	Mr. Wael Abdel Moneim	Egypt
Mr. Patricio Campbell	Argentina	Mr. Gunnar J. Heinonen	Finland
Mr. Sebastián Balestrini Robinson	Argentina	Mrs. Sari Turkila	Finland
Mr. Alfonso Mingo Jozami	Argentina	Dr. Alexander Geisler	Germany
Mr. Pablo Tsolis	Argentina	Mr. John Grange FICS	Great Britain
Cdr. Rod Nairn AM	Australia	Mr. Robert Hill FICS	Great Britain
Mr. Melwyn Noronha	Australia	Mr. Philippos Costopoulos	Greece
Mr. Balaji Ardhani	Bahrain	Mr. Constantinos Mouskos	Greece
Mr. Shahrom Falati	Bahrain	Mr. Stamatis Coveris	Greece
Mr. Biswas Narayanan	Bahrain	Mr. John Hatziantoniou	Greece
Mr. Anoop Kumar	Bahrain	Mr. Angelos Karakostas	Greece
Mr. Ajith Desapriya	Bahrain	Mr. Anacreon Mataragas FICS	Greece
Mr. Raymond Troch	Belgium	Mr. Elias Tsoukalas	Greece
Mrs. Hilde Bruggeman	Belgium	Mr. Antonios Venieris	Greece
Mr. Eddy Wouters	Belgium	Mr. Peter Demeter	Hungary
Mr. Glen Gordon Findlay	Brazil	Dr. Yoram Sebba	Israel
Mr. Argyris Ikonomou	Brazil	Mr. Alessandro Santi	Italy
Mr. Fernando Rodriguez	Brazil	Mr. Vito Totorizzo	Italy
Mr. André Luiz Zanin de Oliveira	Brazil	Mr. Yasuo Dohi	Japan
Mr. Paulo Braga	Brazil	Ms. Utako Yoneda	Japan
Capt. Nikola Hristov	Bulgaria	Mr. Abdelrahman Ali	Jordan
Mr. Svilen Kraychev	Bulgaria	Mr. Mashhour Aljazi	Jordan
Mr. Alfredo Salas	Costa Rica	Capt. Mohammad Dalabieh	Jordan
Mr. José Edgardo Gonzalez Rivera	Costa Rica	Mr. Immad Sakakini	Jordan
Mr. Alen Poturić	Croatia	Mrs. Nadia Shahin	Jordan
Mr. Christakis Papavassiliou	Cyprus	Mrs. Norma Becerra Pocoroba	Mexico
Mr. Dimitris Kouzapas	Cyprus	Mr. Cristian Bennett Lira	Mexico

Mr. Miguel Ángel Andrade Gomez	Mexico	Mr. Malte Kersten	South Africa
Ms. Paloma Cano Castocerio	Mexico	Mr. Peter Besnard	South Africa
Mr. Majid Bennis	Morocco	Mr. Nils Warner	South Africa
Mr. Smail El Alaoui	Morocco	Mr. Julio Fernández Guillén	Spain
Mr. Hassan El Basbassi	Morocco	Mr. Iñaki Fraile	Spain
Mr. Hamou Boualame	Morocco	Mr. Albert Oñate	Spain
Mr. Bennet Thor Kjeldsen	Morocco	Mr. Bahadır Tonguç	Turkey
Mr. Issam Moutkane	Morocco	Ms. Kseniia Pidruchna	Ukraine
Mr. Andres Mata	Panama	Mr. Arthur Savage	USA
Mr. Rui d'Orey	Portugal	Ms. Michele White	INTERTANKO
Mr. Dmitry Timofeev	Russia	Mr. Andrew Jamieson MICS	ITIC
Mr. Gracijan Necmeskal	Slovenia	Mr. Mark Brattman	ITIC

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
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1. President's Welcome

The **President** welcomed all those present to the 2020 Council Meeting by means of a presentation, copy attached. He also acknowledged the presence at the meeting of more than 50 delegates from 22 associations that were participating for the first time. The names of those delegates are attached to these minutes.

The **President** then asked all participants to observe a minute's silence in memory of Mr. Emil Bandelj, the former President of the Slovenian Shipping & Freight Agents Association, and Mrs. Rosarinho Belmar Da Costa, the wife of Regional Vice President for Europe **Antonio Belmar da Costa**, both of whom were regular participants at previous Annual Meetings.

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 Miami, 3rd October 2019

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. Annual Meeting 2022

The Bahrain Shipping Agents Association had provided a presentation that had been circulated in advance. Mr. **Ardhanari**, President of the association said Bahrain was looking forward very much to welcoming FONASBA members to the meeting.

5. ECASBA Brussels Representation

The **President** made a presentation (copy attached) summarising the actions taken by the Executive Committee since the last meeting and those planned for the coming year. He emphasised the importance of ensuring FONASBA retained its position as the representative organisation for the global ship broking and ship agency sectors, whilst also ensuring the needs of ECASBA members in relation to maintaining adequate representation in Brussels were accommodated. Mr. **Sebbelin** said Denmark supported the retention of the head office in London but said that a representative office in Brussels was also required.

6. Regional Reports

Presentations outlining the status of membership, the Quality Standard and the Port Procedures Survey, as well as future plans for expanding same, were provided in advance by the Regional Vice Presidents and circulated to members. The **President** then invited the RVP's to comment on their reports.

Mr. **Iigaki** took the opportunity of introducing his new Secretary, Ms. **Yoneda**, who he would introduce in person at the Antwerp Annual Meeting. She thanked Mr. **Iigaki** for the introduction and confirmed she was looking forward to joining the FONASBA community.

Dr. **Mahasneh** introduced himself as the new RVP for the Middle East and South Asia and said he was very happy to be attending his first Annual Meeting. He was hopeful of being able to organise

at least two video conferences amongst the members in his region in the coming weeks.

7. Finance/Funding

Using a short presentation of the main items, the **Honorary Treasurer** opened the discussion on the formal accounts for 2019/20, 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 2019/20 be approved** and on a show of hands the motion was **carried unanimously**.

He then proposed that **the budget for 2020/21** (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 2021/22 by 5% across all membership categories**, albeit rounded to the nearest whole number. The proposal was put to Council and **approved unanimously**.

The **proposal to introduce fees for associations and companies approved to the FONASBA Quality Standard** from June 2022 raised several comments from delegates both for and against the proposal. It was then put to a ballot that was inconclusive. Council then approved a proposal to hold an email ballot the following day, and the following eligible votes were cast:

Total:	28
For:	15
Against:	11
Abstentions:	2

In accordance with By Law 2.4, the proposal was **approved by a majority decision**.

The **Honorary Treasurer** then advised that FONASBA's auditors, Messrs. Blain Pritchard, had once again offered their services and **proposed that they be reappointed for 2020/21**. This proposal was also **carried unanimously**.

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 "Inspiring our Future" Committee as a Standing Committee of FONASBA. The proposal was **approved unanimously**.

9. Nomination of Officers

The **General Manager** put to Council the nomination, circulated previously, that following approval of the creation of the "Inspiring our Future" Committee as a Standing Committee, Mr. **Troch** be elected as its Chair. The proposal was **approved unanimously**. Mr. **Troch** thanked Council for electing him as Chair and stressed the importance of ensuring that ship agents and ship brokers were fully informed, and able to take advantage, of the benefits that digitalisation, automation and other technological advances would bring in adding value to the levels of service provision to principals. He also confirmed he was already working to establish a small committee to assist in this task.

10. FONASBA Education:

Capt. **Karmelić**'s report had been circulated earlier. He took the opportunity of thanking all the associations that provided education courses and who had supported the Agent Diploma programmes. He also reminded Council of the courses offered by the International Chamber of Commerce and the World Customs Organisation and recommended they encourage their company members to take advantage of these courses. He also expressed the hope that the Young Agent and Broker award would see an increase in entries for 2021.

11. External Relations

The **General Manager**'s report had been circulated previously and was noted.

12. Annual Meeting 2021

A report from NAVES on the progress of preparations for the 2021 Annual Meeting in Antwerp had been circulated previously. Mr. **Troch** confirmed that despite the limitations due the COVID pandemic, all the arrangements were on track and NAVES were looking forward to welcoming delegates next year. He also reminded Council that 2021 was the 120th anniversary of the Antwerp Shipping Federation and the 50th anniversary of NAVES.

The **President** thanked Mr. **Troch** for his excellent presentation and said FONASBA looked forward very much to the meeting.

13. Any Other Business

Mr. **D'Orey** advised Council that he would be standing down as President of AGEPOR in the coming months and accordingly this was his last Council Meeting. He thanked everyone in FONASBA for their friendship and support and said it had been a great pleasure to have been involved with its work. The **President** thanked Mr. **D'Orey** for his support for the Federation and assured him that he remained a member of the family and was welcome to participate in its activities at any time he wished.

Mr. **Sebbelin** suggested FONASBA should develop protocols for ensuring agents continue to have the right to board ships. This right had been reduced by reason of COVID-19 precautions but said it was vital that it be restored as normality returned. The **President** thanked Mr. **Sebbelin** for his proposal and said it would be considered by the Ship Agent Committee.

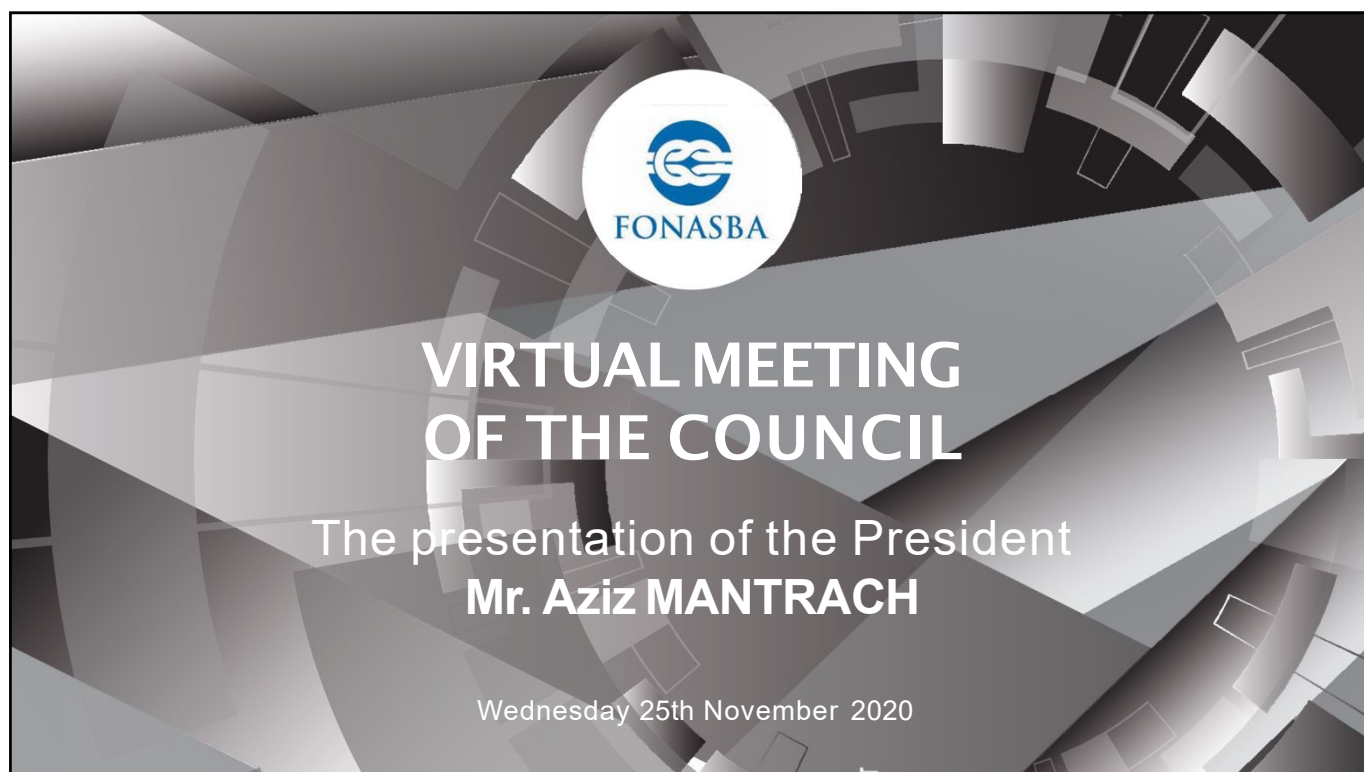
14. Date and Place of Next Meeting

The **President** advised that the next Council Meeting of FONASBA would take place in **Antwerp** on **Friday 8th October 2021** and he looked forward to welcoming everyone to that meeting.

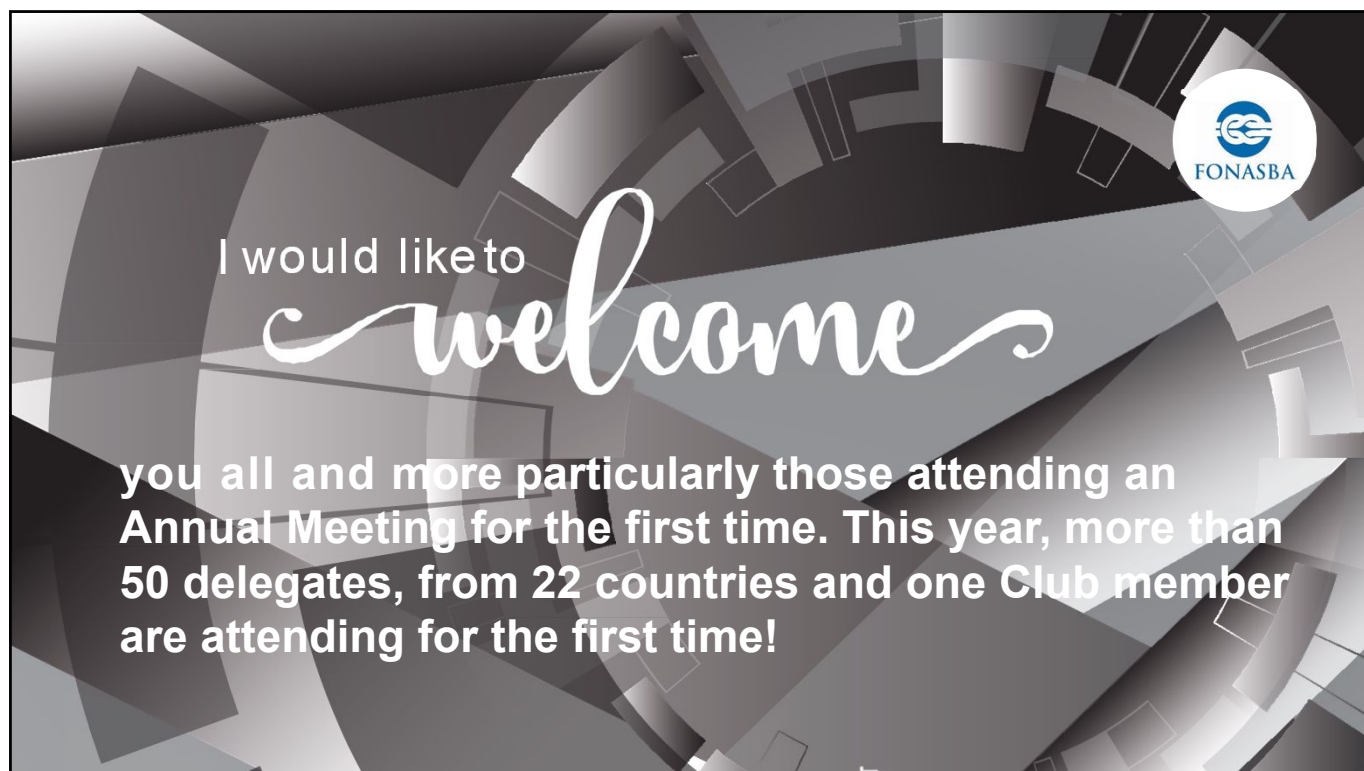
There being no further business to discuss, the President brought the 2020 Council Meeting to a close.

JCW/12.2020

DELEGATES ATTENDING AN ANNUAL MEETING FOR THE FIRST TIME			
Mr. Mouloud Belaid	Algeria	Mr. Constantinos Mouskos	Greece
Mr. Benaissa Laribi	Algeria	Mr. Stamatis Coveris	Greece
Mr. Mohamed Dib	Algeria	Mr. John Hatziantoniou	Greece
Mr. Mohamed Laribi	Algeria	Mr. Angelos Karakostas	Greece
Mr. Said Hamamouche	Algeria	Mr. Anacreon Mataragas FICS	Greece
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Mr. Alfonso Mingo Jozami	Argentina	Mr. Utako Yoneda	Japan
Mr. Pablo Tsolis	Argentina	Dr. Dureid Mahasneh	Jordan
Mr. Melwyn Noronha	Australia	Mr. Abdelrahman Ali	Jordan
Mr. Shahrom Falati	Bahrain	Mr. Mashhour Aljazi	Jordan
Mr. Biswas Narayanan	Bahrain	Capt. Mohammad Dalabieh	Jordan
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Mr. Ajith Desapriya	Bahrain	Mrs. Nadia Shahin	Jordan
Mr. Argyris Ikonomou	Brazil	Mr. Majid Bennis	Morocco
Mr. Fernando Rodriguez	Brazil	Mr. Smail El Alaoui	Morocco
Mr. Alen Poturić	Croatia	Mr. Hassan El Basbassi	Morocco
Mr. Dimitris Kouzapas	Cyprus	Mr. Hamou Boualame	Morocco
Ms. Melina Papavassiliou	Cyprus	Mr. Issam Moutkane	Morocco
Mr. Antonis Varnava	Cyprus	Mr. Dmitry Timofeev	Russia
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Mr. Mohamed Motrash	Egypt	Mr. Iñaki Fraile	Spain
Mr. Wael Adbel Moneim	Egypt	Mr. Albert Oñate	Spain
Mrs. Sari Turkkila	Finland	Mr. Bahadir Tonguç	Turkey
Mr. Jean-Pascal Bidoire	France	Ms. Kseniia Pidruchna	Ukraine
Mr. John Grange FICS	Great Britain	Mr. Mark Brattman	ITIC

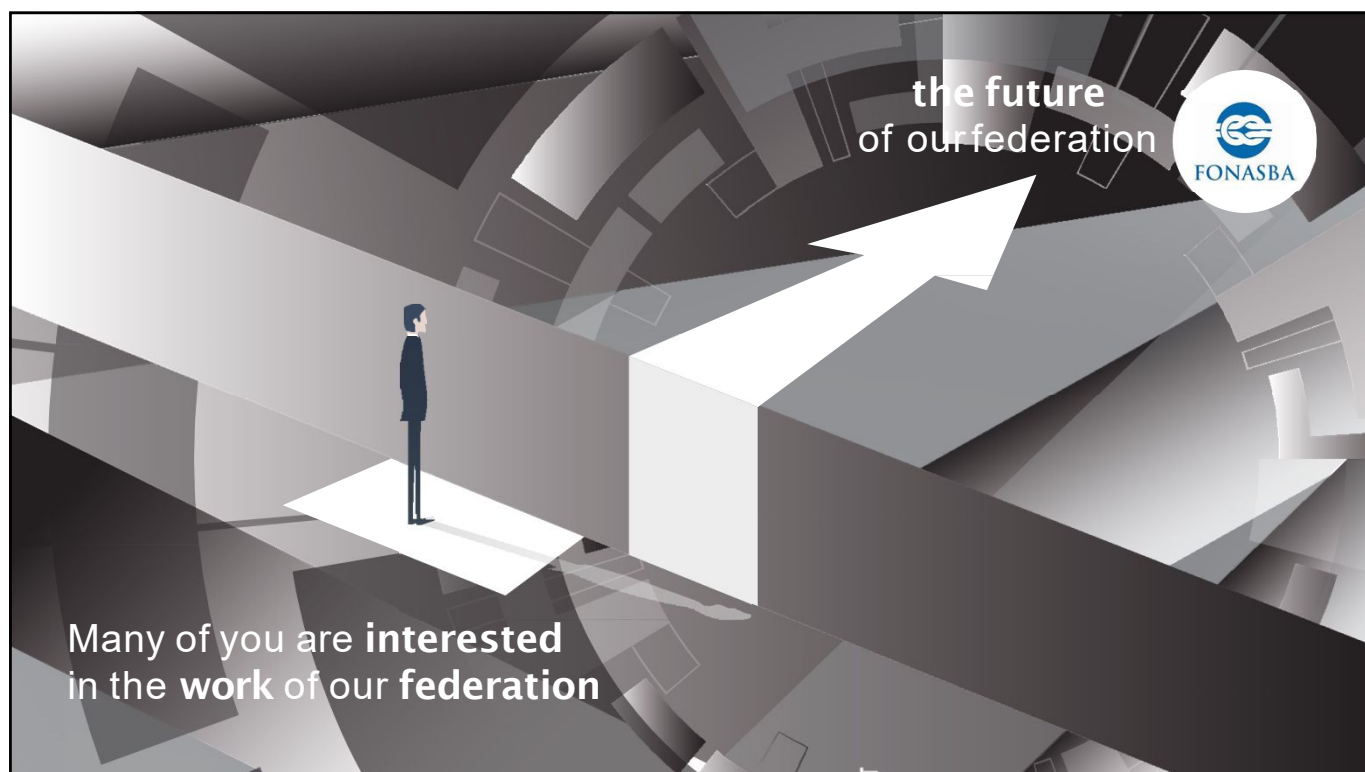


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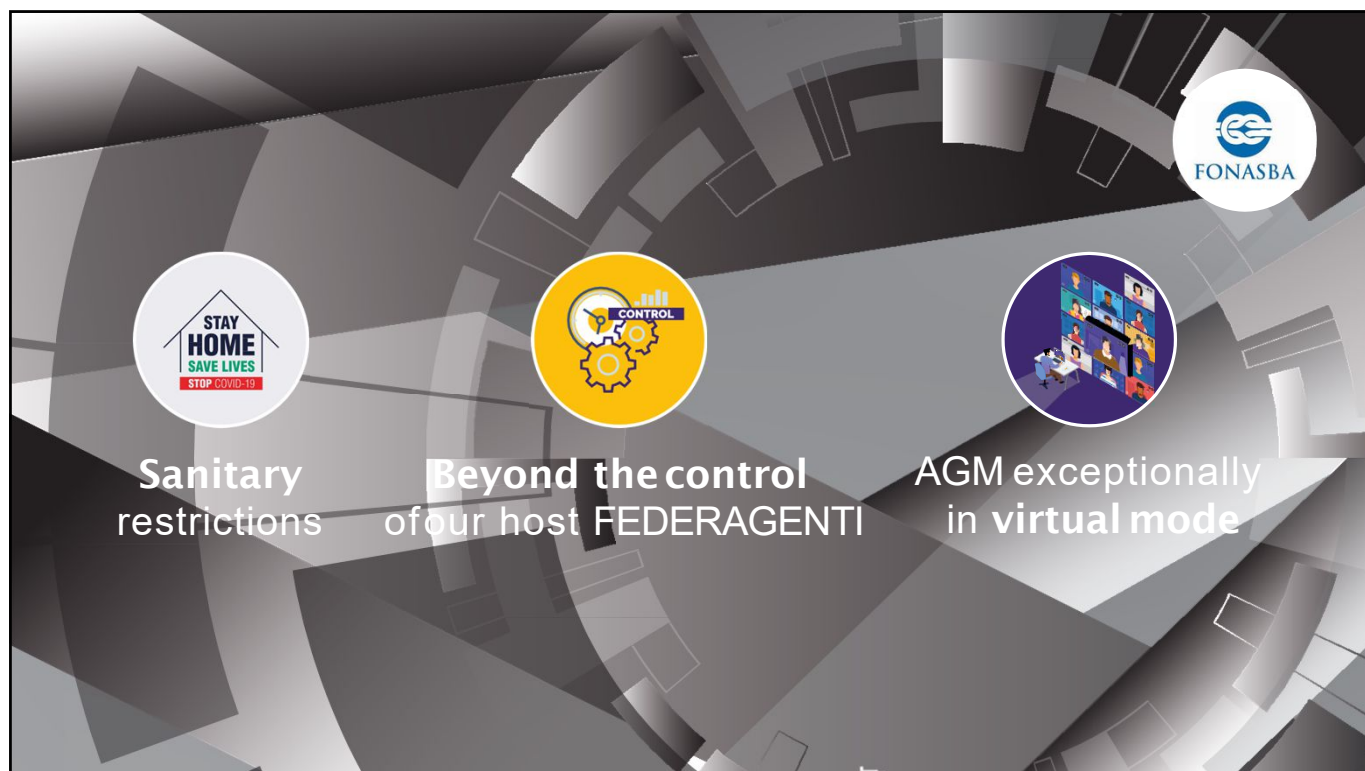


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LIVE
WEBINAR

the meetings of the other standing committees
will take place separately in the form of webinars

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LIVE
WEBINAR

Following program :


ABPC Committee plenary	25th November 20
9th December 20	Inspiring our Future Committee plenary
Ship Agent Committee plenary	13th January 21
27th January 21	Ship Broker Committee plenary
10th February 21	ECASBA plenary

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Very strong participation



we invite you to register massively

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This unprecedented



CRONAVIRUS
Pandemic

Completely wiped out the world economy

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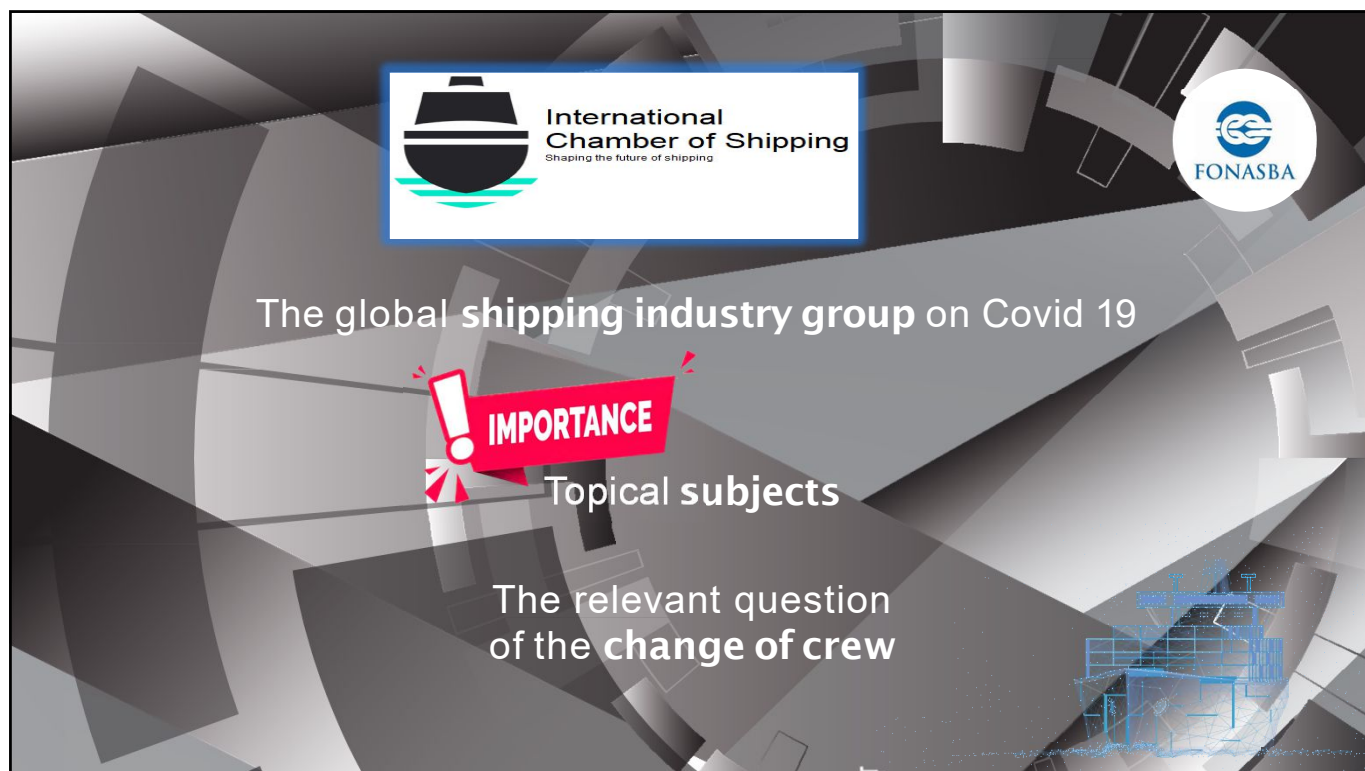


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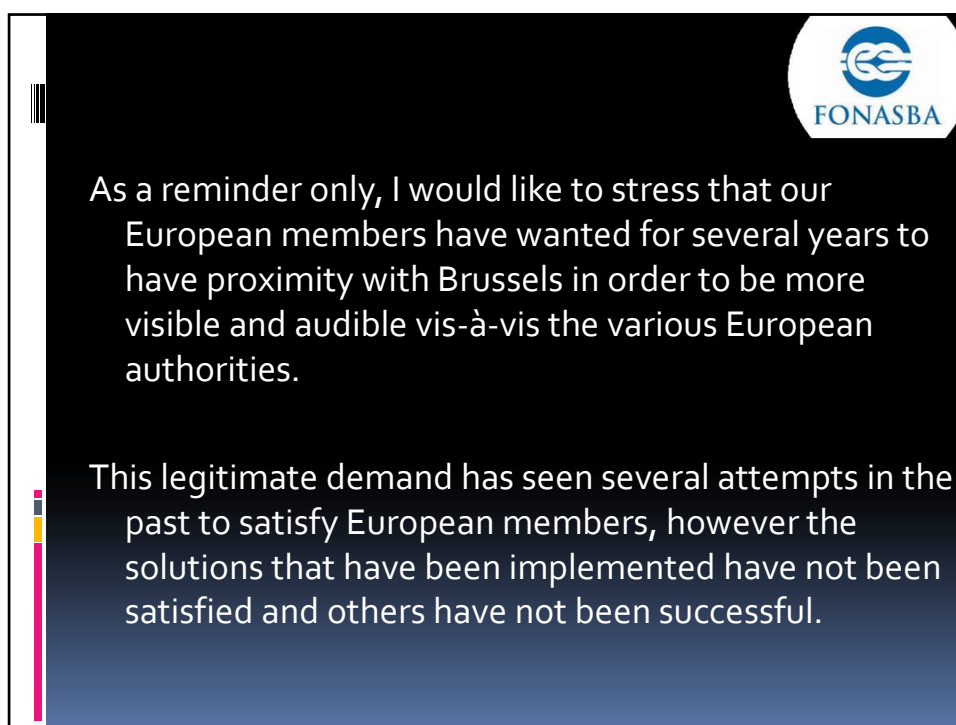
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As the BREXIT date approaches, and taking into account current information which seems to lead the current negotiations to a no deal, the European demand is becoming more and more urgent in search of a solution

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During the assembly held in Miami in October 2019, and the EXECOM meeting that followed, we were commissioned to conduct a comparative study on the choice of maintaining the FONASBA headquarters in London, or move it to Brussels, and I have therefore done everything to achieve this objective, so that the Council can finally decide on the matter and put an end to this request


4



So I immediately appointed a working group made up of all the regions of FONASBA, also a sub-group to speed up the discussions, and I appointed as chairman Mr. Tonny Paulsen, who did an excellent job supported by the working group, and that I thank very much for his involvement and dedication to all the causes that interest our federation

A report with a detailed comparative benchmark between the London and Brussels option was presented to EXECOM by Tonny, which was held on June 28, 2020

5



A debate took place, some members of EXECOM reacted rather on an emotional basis.

A good part of the members of EXECOM, considered that given the Coronavirus crisis and its impact on the world economy, that it is better to postpone this discussion / decision, to another date once the health crisis will have finished

Other EXECOM members consider London more suitable for a global federation, as it is the capital where the majority of international maritime organizations are located

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A third part of the members of the EXECOM, considers that Brussels, given its qualities, could also make the case of electing the domicile of FONASBA in the European capital.

It turned out that some European members preferred to postpone this discussion because of the health crisis, and others voted in favor of London, which suggests that this issue is not sufficiently ripe and that it has not yet won the unanimity of European members

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In light of the above, our friend Tonny preferred to retire from being chairman of the working group
It is recommended to resume these discussions next year, once the coronavirus is wiped out to see to what extent, our European members can have a representative in Brussels, preferable in part time with a fictitious domiciliation, to reduce costs and make this suggestion possible.


8



Moreover, during the last virtual meeting of EXECOM, held on Monday, November 26, we decided to form a working group, during the summer of 2021, to work on this proposal.

On this occasion, it is likely that we can at the same time find a solution for ECASBA Brussels representative, on the condition that FONASBA keeps its global character, and that the funding does not in any way reduce the FONASBA's international activities

9



It should be recalled that Jonathan Williams, general manager wished to continue working from October 2021 in part time and to carry out actions from the current work which equate the 60%

Discussions are currently underway to reach a win-win agreement with JW and meet his demand, which will involve the restructuring of FONASBA, to start thinking about the succession at the general manager level and also ensure the sustainability of the future of our federation, once JW decides to take full retirement.

10

