

**MINUTES OF THE  
ASSOCIATION BEST PRACTICES COMMITTEE PLENARY MEETING  
HELD AT THE LINDNER HOTEL, ANTWERP  
AT 2.00 p.m. TUESDAY, 24<sup>th</sup> MAY 2022**

**Present:**

Mrs. J. Cardona	Chair, Association Best Practices Committee
Mr. A. Mantrach	President
Mrs. B. Blomqvist	Vice Chair, Association Best Practices Committee

Mr. M. Belaid	Algeria	Mrs. N. Beccera Poceroba	Mexico
Mr. O. Brahmi	Algeria	Mr. M. Andrade Gomez	Mexico
Mr. J. Dulce	Argentina	Mr. N. Banovic	Montenegro
Mr. J. Delfino	Argentina	Mr. M. Tak	Netherlands
Mr. A. Mingo Jozami	Argentina	Mr. E. Pinzas	Peru
Mr. P. Campbell	Argentina	Mr. J. Tyminski	Poland
Mr. B. Ardhanari	Bahrain	Mr. R. D'Orey	Portugal
Capt. S. Falati	Bahrain	Mr. A. Belmar da Costa	Portugal
Mr. R. Troch	Belgium	Mr. G. Necmeskal	Slovenia
Mrs. H. Bruggeman	Belgium	Mr. J. Fernandez Guillen	Spain
Mr. S. Mackenzie	Chile	Mr. J. Carrasco	Spain
Capt. J. Karmelić	Croatia	Mr. A Ferrandiz	Spain
Mr. C.P. Papavassiliou	Cyprus	Ms. A. Ruiz Garcia	Spain
Ms. S. Turkilla	Finland	Mr. B. Tonguç FICS	Turkey
Dr. A. Geisler	Germany	Mr. E. Kaya	Turkey
Mr. N. Soltow	Germany	Ms. K. Torpey	USA
Mr. J. A. Foord FICS	Great Britain	Mr. J. Kelly	USA
Mr. A. Dobson FICS	Great Britain	Mr. A. Savage	USA
Mr. A. Veneris	Greece	Mr. W. Savage	USA
Mr. B. Szalma	Hungary	Mr. M. Brattman	ITIC
Mr. B. Szalma jnr.	Hungary		
Mr. V. Totorizzo	Italy	<b>Observers</b>	
Mr. F. Carlini FICS	Italy	Mr. H-N. Edbo	Norwegian Shipbrokers' Assn.
Mr. S. Carlini MICS	Italy	Mr. P. Gray	Caribbean Shipping Assn.
Mr. E. Khalil Diddy	Mauretania		

**In Attendance:**

Mr. J.C. Williams FICS	General Manager
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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 plenary meeting of the Best Practices Committee and reminded delegates that this meeting recognises the important role of the member associations within FONASBA and acts to promote the exchange of ideas and best practice for mutual benefit.

**2. Chair's Opening Remarks**

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

**3. Presentation: Remaining Relevant in Turbulent Times"**

The **Chair** introduced Mr. Marc Mestdagh, an association expert with 2Mpact/BS who gave a presentation on ideas for associations to consider when engaging with their members, and how to maximise the value and benefit they provide. (*Copies of this and all the presentations made during this meeting are available for download from the Members' Area of the FONASBA website*).

The presentation covered several topics, including:

- Regularly reviewing the services provided to members,
- ensuring that the association works with the members, rather than for them,

- maximising the value of exchanging views and useful information
- ensuring members' engagement and support for projects
- harnessing the expertise available from within the membership
- carefully considering what would happen if the association did not exist
- Working with the members to develop a strategy for the future without necessarily looking back to the past

At the close of the presentation, the **Chair** thanked Mr. Mestdagh for providing some excellent ideas and encouraged delegates to take them back to their associations for further consideration.

#### 4. **UNCTAD National Trade Facilitation Committees**

The **Chair** gave a short introduction to the network of UNCTAD National Trade Facilitation Committees and their work. Given the role of the ship agent and ship broker in facilitating international trade, she recommended all associations consider joining: <https://unctad.org/topic/transport-and-trade-logistics/trade-facilitation/committees-around-world>

#### 5. **Member Association Presentations**

The **Chair** invited Centro de Navegacion and the Jordan Shipping Association to make presentations on how their associations have supported their members and maintained their relevance during the pandemic. They would be followed by a video from SAASOA (South Africa). The presentations and the SAASOA video can be found in the Members' Area of the website.

For Centro, Mr. **Delfino** highlighted the development of the Mercuria II platform that provides electronic customs facilities for members and the wider shipping community, as well as income for the association. He also introduced the "Three A's Strategy" (Awareness, Attitude, Action) for dealing with a major issue such as the COVID pandemic.

For the Jordan Association, Dr. **Mahasneh** reported on the work undertaken by the association in supporting the maritime sector and also charitable and humanitarian actions in other fields. Maritime sector support included donations to the Aqaba Port Authority for COVID prevention equipment and to Beirut Port following the August 2020 explosion. Other actions included the purchase of COVID vaccines, support for local orphanages and the donation of a room at the King Hussein Cancer Centre.

In his video presentation, Peter Besnard, CEO of SAASOA, highlighted the resilience of the South African port and shipping community, not only in responding to COVID but also adapting to industrial unrest, attacks on transport infrastructure, extreme weather events, cyber-attacks, corruption, reduced inward investment, and obstructive government actions.

The **Chair** thanked all three presenters for having addressed the meeting and acknowledged and applauded the efforts their associations had undertaken. She also recommended that all associations look at their own activities to gauge how they support their own members and communities.

#### 6. **Round Table Discussions**

The **Chair** invited the delegates to split into three discussion groups, covering:

- Digitalisation and its effect on membership associations
- How can associations engage their members
- Is the Association equipped to be "out there in the future" for its members?

Following the breakout sessions, the meeting reconvened and a representative of each group reported back as follows:

**Digitalisation:** Mr. **Kelly** reported that the group had discussed maximising the use of current remote working applications such as Microsoft Teams and OneDrive to allow for efficient and effective collaboration and using social media for communication with members. The group recommended associations undertake reviews of the available products in these fields and benchmark them against their needs to ensure that they employ the solutions most suited to their needs. The group also looked at associations providing solutions to the wider maritime community that could be employed to generate revenue.

**Member Engagement:** Mr. **Veneris** represented the group. It had discussed the need for associations to devote time to clearly determining the expectations and requirements of the members and to take positive action to bring members together, either through social or teambuilding events. Maximising the potential of the membership, for example by involving them in problem solving or participating as speakers for events, was also suggested. Regarding communication with members, the group recommended circulating short digests that are easily understood.

Is the Association “Out There?”: Mr. **Brattman** summarised the discussion in this group. Recommendations included knowing what the members are doing, and the issues they face, so that the association can fully represent them. Additionally, to engage with, and keep members up to date on, developments such as e-bills and the use of platforms and actively promoting the role of the ship agent and ship broker to ensure they retain their role despite ongoing technological developments. Ensuring they can continue to provide pastoral and humanitarian support to seafarers was also considered to be of vital importance.

The **Chair** thanked all the presenters and their groups for their enthusiastic participation and for proposing some interesting solutions. She recommended all delegates take them back to their associations for consideration and further action. FONASBA would certainly be doing so.

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

Before concluding the meeting, Mrs **Cardona** reminded delegates that this was her last meeting as Chair of the Committee, as she would shortly be retiring from the Executive Committee and ASBA. She thanked FONASBA, her Vice Chair Mrs. **Blomqvist**, and all the members for their support and encouragement and wished the organisation well in the future.

She then advised that the next Association Best Practices plenary meeting would take place in Bahrain on **Wednesday 18<sup>th</sup> October 2023** under its new Chair.

**There being no further business to discuss, the Chair brought the 2022 Association Best Practices Plenary Meeting to a close.**

**JCW/08.2022**