

**MINUTES OF THE
SHIP AGENT COMMITTEE PLENARY MEETING
HELD AT THE LINDNER HOTEL, ANTWERP
AT 9.00 a.m. TUESDAY, 24th MAY 2022**

Present:

Mr. S. Carlini MICS
Mr. A. Mantrach

Vice Chair, Ship Agent Committee
President

Mr. M. Belaid	Algeria	Mr. N. Banovic	Montenegro
Mr. J. Dulce	Argentina	Mr. B. Kjeldsen	Morocco
Mr. J. Delfino	Argentina	Mr. M. El Mezouar	Morocco
Mr. A. Mingo Jozami	Argentina	Mr. M. Tak	Netherlands
Mr. P. Campbell	Argentina	Mr. E. Pinzas	Peru
Mr. B. Ardhanari	Bahrain	Mr. J. Tyminski	Poland
Capt. S. Falati	Bahrain	Mr. R. D'Orey	Portugal
Mr. R. Troch	Belgium	Mr. A. Belmar da Costa	Portugal
Mrs. H. Bruggeman	Belgium	Mr. J. Silva	Portugal
Mr. B. Silva	Cabo Verde	Mr. G. Necmeskal	Slovenia
Mr. S. Mackenzie	Chile	Mr. J. Fernandez Guillen	Spain
Capt. J. Karmelić	Croatia	Mr. J. Carrasco	Spain
Mr. C.P. Papavassiliou	Cyprus	Mr. A Ferrandiz	Spain
Ms. S. Turkill	Finland	Ms. A. Ruiz Garcia	Spain
Dr. A. Geisler	Germany	Mrs. B. Blomqvist	Sweden
Mr. N. Soltow	Germany	Mr. B. Tonguç FICS	Turkey
Mr. J. A. Foord FICS	Great Britain	Mr. E. Kaya	Turkey
Mr. A. Dobson FICS	Great Britain	Mrs. J. Cardona	USA
Mr. A. Veneris	Greece	Ms. K. Torpey	USA
Mr. A. Mataragas FICS	Greece	Mr. J. Kelly	USA
Mr. B. Szalma	Hungary	Mr. A. Savage	USA
Mr. B. Szalma jnr.	Hungary	Mr. W. Savage	USA
Mr. V. Totorizzo	Italy	Miss. S. Taiger Ivø	BIMCO
Mr. F. Carlini FICS	Italy	Mr. M. Brattman	ITIC
Dr. D. Mahasneh	Jordan		
Mr. I Uba	Lithuania	Observers	
Mrs. N. Beccera Pocaroba	Mexico	Mr. H-N. Edbo	Norwegian Shipbrokers' Assn.
Mr. M. Andrade Gomez	Mexico		

In Attendance:

Mr. J.C. Williams FICS General Manager

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/Chair's Opening Remarks

The **President** welcomed all those present to the plenary meeting of the Ship Agent Committee. He also extended the best regards of the membership to the Chair of the Committee, Mr. Rocha jnr., and wished him a fully recovery. He also thanked NAVES and the Port of Antwerp for having organised and hosted the Welcome Reception at the Port House the previous evening.

Mr. **Carlini** also welcomed delegates to the meeting and echoed the **President's** best wishes to Mr. Rocha jnr. 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 in Miami on 2nd 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 agendum.

4. **Range Committee Reports**

The **Vice Chair** invited Mrs. **Blomqvist** to report on the activities of the Nordic Range Committee and Mr. **Pinzas** to report on CIANAM.

Mrs. **Blomqvist** said that the last meeting of the Nordic Committee opened with a celebratory dinner in Gothenburg in August 2021, marking the 100th anniversary of the inaugural meeting of the group in 1921, and it was held in the same room. Denmark, Sweden, and Norway were present at the dinner, joined for the Committee meeting the following day by Finland via Teams. A copy of the Nordic Report is attached to these minutes.

Mrs. **Blomqvist** also took the opportunity of welcoming Ms. **Turkilla** and Mr. **Edbo** to the meeting and said she hoped that Norway would soon re-join the Federation.

Mr. **Pinzas**, President of CIANAM reported on the activities of the inter-American committee, represented in Antwerp by Argentina, Chile, Mexico, Peru, and the USA. He said the organisation continued to meet regularly, albeit virtually, and to engage actively with national governments and authorities on issues of concern. He also thanked FONASBA for its support, particularly on the issue of Peruvian Legislative Decree 1492 that sought to overturn several internationally recognised maritime practices, including the need to sight the original bill of lading before releasing cargo.

He advised that the next meeting of CIANAM would be held in the second half of 2022.

The **Vice Chair** then advised the Committee of the proposal to reactivate the Mediterranean and Black Sea Committee (MABSA), which had been dormant for some years. He highlighted the significant common interests between the members around the Mediterranean and the volume of trade in the area. The proposal was warmly welcomed by Mr. **Totorizzo**, Mr. **Papavassiliou** and Mr. **Belmar da Costa**, although the latter suggested the new Committee could be restricted to the Mediterranean only. The situation in Ukraine notwithstanding, the issues in the Black Sea required a separate focus.

Following the discussion, the **Vice Chair** said he would take the proposal forward and invited expressions of interest from associations around the Mediterranean to act as Chair of the group.

5. **The FONASBA/BIMCO General Agency Agreement**

The **Vice Chair** reminded the Committee of the original intention to support the core text of the GAA with additional clauses to adapt it more directly to specific trades. He said that despite some useful proforma trade-specific agency clauses having previously been received from member associations, this project has stalled. It was clear that drafting these additional clauses would enhance the usefulness of the GAA to shipowners and therefore the **Vice Chair** confirmed that the project would be reopened.

He also advised that the Agency Appointment Agreement was now in regular use, which was encouraging.

6. **FONASBA Quality Standard Update**

The **General Manager** provided an update presentation on the status of the Quality Standard, confirming it was in place in 45 countries, up 8 since the Miami meeting, with 602 companies approved to it, up 80. He also reminded those associations not covered by the Standard of the increased exposure it was receiving following references in UN/CEFACT Recommendation 45 (Minimum Standards for Ship Agents and Ship Brokers), and the anticipated reference in the new BIMCO GENCON 2022. Demand for the Standard was therefore expected to increase from ship owners and accordingly from association members. *(This presentation, as well as all the others made during this plenary meeting, can be found on the Members' Area of the FONASBA website).*

7. **Membership Surveys**

The **General Manager** then moved on to a summary of responses to membership surveys. Highlighting the value of the surveys to both the originating association and to the wider membership, he reported that the average response rate to surveys issued by FONASBA was 45% and to those exclusively for ECASBA members, 60%. He applauded the 8 members that have a 100% response rate but also noted that 13 others have never responded to a single survey, which was disappointing. He encouraged all members to ensure that they responded to every survey they received, even if only to return a "not applicable" reply, to ensure that those initiating the surveys could count on the full support of their colleagues.

The **Vice Chair** then elected to take item 9 ahead of item 8.

9. FONASBA Infectious Diseases Protocols

Using a short presentation, the **General Manager** explained the background to the protocols and their development, acknowledging the initial request from the Danish association that they be drafted, and the support from the International Chamber of Shipping. He then took the meeting through the document, highlighting major points including the need to continue to provide pastoral care to seafarers alongside handling the operational requirements of the vessel.

With no substantive comments having been received during the meeting, the **General Manager** confirmed that the protocols would be published in June and circulated to all Members. *(Done)*.

8. The Impact of COVID-19 On the Ship Agency Sector

The **Vice Chair** then introduced the presentations and discussion panel on the effect of COVID-19 on the ship agency sector. This commenced with video presentations from two Young Italians, Daniela Vicari, who spoke about the impact on crewing, followed by Maria Giovanna Cacopardi, who addressed the meeting on the effect on the cruise market. Marie-Caroline Laurent, Director General for Europe at the Cruise Lines International Association, then made a presentation to the meeting on both the recovery of the cruise market post-COVID and its plans to reach nett zero by 2050.

The presentations were followed by the discussion panel. Moderated by the **Vice Chair**, the panel consisted of Ms. Laurent, Mr. **Dobson** and Mr. **Szalma**. The topics under discussion included the recent emergence of “no boarding” agency appointments, where the principal stipulates that the agent is not to board the vessel – and reduces the agency fee accordingly, issues with the provision of shoreside electricity, opposition from local communities to the development of maritime facilities and the transmission of information from ship to shore.

Whilst several of the issues discussed were already on the agenda of the Ship Agent Committee, the issue of principals appointing ship agents on a “no boarding” basis was of concern. The **General Manager** offered to take this matter up with the International Chamber of Shipping and to raise awareness in the wider maritime sector of this practice and the detrimental impact it would have on both the agent’s pastoral and support activities for seafarers and on seafarers welfare.

At the close of the panel discussion, the Vice Chair thanked all the panellists, and particularly Ms. Laurent, for their contribution to the meeting. He also expressed the hope that FONASBA and CLIA could work closer together to support the full restoration of the cruise sector to its pre-COVID levels of activity.

10. “The Ship Agent in A Green World”

The **Vice Chair** introduced a short video from Mr. Carlo Gariazzo from ONE, detailing the procedures his company has in place to reduce emissions and sustainability across the group, from ship to shore.

He then invited Dr. **Mahasneh** to make his presentation on Green Maritime Transportation, in which he provided an in-depth analysis of the issues, and benefits, of reducing emissions from ships and in port, and the status of alternative fuels. At the conclusion of his presentation, Dr. **Mahasneh** suggested that FONASBA should issue a statement supporting the greening of the shipping and port industries.

11. Date and Place of Next Meeting

The **Vice Chair** advised that the next Ship Agent plenary meeting would take place in Bahrain on **Tuesday 17th October 2023**, and he looked forward to welcoming everyone to that meeting. He also thanked both NAVES and ASV for the excellent organisation of this meeting and the speakers.

There being no further business to discuss, the Vice Chair brought the 2022 Ship Agent Plenary Meeting to a close.

JCW/08.2022



The Nordic Range Committee Report 2021 - 2022

As always, we had a Nordic Meeting last year, and of course we were happy to meet in real life again, after the last years' Teams-meetings. But we were even more happy to hold the meeting August 12, exactly 100 years after the first Nordic Meeting and in the very same room as in that time!



What if walls could talk, imagine how it looked like the 12th August 1921, in the same venue.

But the celebration started with a tour in the port of Gothenburg, hosted by their chairman and managing director, and of course it was a lovely shiny day in Gothenburg!





After the lunch tour we had the 100th meeting where the chairmen and managing directors in Sweden, Denmark, Norway and Finland participated.

Amongst other things we discussed the impact of Covid-19 to the shipping industry, how to improve the status of the agents and how digitalisation will change the role of the ship agents.

Fonasba was of course also a topic, and this time we really hope we can get Norway back into the Fonasba-family.



After the meeting we took this picture, from left: Eric Hjalmarsson, Sweden; Jacob Svane, Denmark; Hans Nicolai Edbo, Norway; Jesper Sebbelin, Denmark; Tom Engø, Norway and Berit Blomqvist, Sweden. Unfortunately, the finish delegation only could join by Teams, due to remaining covid-restrictions.

To the dinner we had invited the board of the Swedish Shipbrokers association and others guests as former chairmen and directors from the Port of Gothenburg.



In April 2022 the situation in each country is in short as below:

DENMARK

Danish Shipbrokers and Port Operators has increased our number of members from 110 members in 2020 with a total of 130 members in 2022. Our economy is in balance and we expect to increase the membership further in the coming years. We are going to launch a new membership category in 2022 called Associate Membership. Targets are any entities with substantial interest in our industry, and they will not have voting rights with the membership.

40 of our members have signed up for FONASBA Quality Standard.

Annual Meeting

We held our Annual Meeting on 4 May 2022 which had the environmental transition as the overall theme, and we listened to Maersk Zero Carbon Emission centre and were presented by green initiatives taken by three different type of membership companies. The Danish Minister of Transport gave presentation including Q&A session. Some 40 participants took part in the Annual Meeting which was held at our office building Industriens Hus.

Education

Danish Shipbrokers and Port Operators and Rybners have our own shipping education which is recognized by the Public Education system. Our shipping trainees are provided with two educations during the two years traineeship, and in addition to shipping they also get a separate 60 ECTS points education called International Transport and Logistics. Through the same education system we also offer a later Diploma in Shipping or Diploma in Leadership. We attract 40 shipping trainees per year.

DSPO is also agent of Institute of Chartered Shipbrokers and we have secured relevant syllabus and study material to be integrated in our national shipping education.

Developments

The Cruise Industry is expecting a better season but the war in Ukraine is an uncertainty factor. The remaining segments within our association are busy, however sanctions are reducing some business activities and we are yet to see long-term factors and new evolving markets to replace the Russian ones.



FINLAND

Shipbrokers Finland has 37 members and 6 partners year 2022. The number of members decreased by three due to changes in corporate operations and mergers. However, all major companies in the industry in Finland are members of the association.

Shipbrokers Finland's partners can be companies close to the association's operations, partners or other parties that want to network with the association's member companies.

The association's visibility has grown and we participate in several maritime working groups. Our economy is well in balance this year, mainly due to project funding.

Education

This spring, 5th May, we are organizing an own in-service training day for agents on an experimental basis. There are about twenty registered already, and if the feedback is good the training will be continued also next year.

Annual meeting and other events

The association's annual meeting was held on 17th March 2022. The meeting was attended by representatives of 35 member companies from 18 different companies.

Two topical speeches were heard before the regular meeting. OP Financial Group opened up the outlook for the Finnish economy after the pandemic and the effects of sanctions on Russia. The Central Chamber of Commerce addressed the same issues from the perspective of companies and also spoke about the effects of the EU's emission reduction targets on maritime transport. The situation of Finnish winter shipping in particular is critical.

Our own event "Call the Agent – October Summit 2022" will be held 13th October and the main theme there will be to follow up the changes of the shipping market.

Projects

As a part of the Logistics 2030 programme of the National Emergency Supply Agency we have an own project: "International vessel capacity and Finland's security of supply, survey of critical points and proposal for an operational model." It is implemented in co-operation with a broader project of the Agency's Maritime Transport Pool and realised by the University of Turku. Results are ready in September 2022 and they are going to be presented at our "Call the Agent"-event.

We are also actively involved in developing the new maritime reporting system Nemo, which is going to replace the old one, Portnet. The timetable is the same as with the EMSW implementation, but the scope of port call services in Nemo is going to be wider.

Within the association's framework we are also going to initiate co-operation with field-relevant educational institutes, primarily universities of applied sciences with logistics programmes. The availability of a competent labour force for companies in the field is a challenge.



NORWAY

Norwegian Shipbrokers Association, NSA, has 113 member firms representing some 1200 shipbrokers and agents in Norway. Last year we gained 3 new members and so far in 2022 we have got 3 new members.

Annual Meeting

Our 100th ordinary annual meeting took place in Stockholm 6-8th of May, 70 members and guests attended.

We had a good annual meeting followed by a maritime seminar and a nice boat trip to Drottningholm castle. In the evening we held a grand dinner at Sjøfartshuset.

Activities

NSF have arranged several seminars and “lunch and learn” webinars for our members during 2021 and so far in 2022.

Various topics such as geopolitics, economy, interests, sanctions and war insurance related to the Ukraine situation have been popular with some 100+ participants.

Our lawyers assisting our members on individual basis in different cases, sanctions and general counseling in shipping related matters.

NSA held a shipping seminar in Bergen in October last year. The new reviewed Gencon cp and some maritime cases was on the agenda. We will continue these seminars in 2022.

In June, Bergen Shipping Dinner with some 3-4.000 participants will take place and NSA will attend.

In august NSA will host the Nordic meeting in Oslo.

Education

We had 20 students during 2021 taking different Tutorship courses, and we see an increasing interest for the Shipbroking profession in Norway. We continue to market and recruit students to ICS Tutorship courses.

Developments within the industry

As from the summer 2020 the activity in several segments boosted and our members have had a busy period both in chartering and s+p market. Covid -19 generated a rally within raw materials and transportation of food, fertilizers and all kind of products who needed sea transportation.

After the Russian invasion of Ukraine and the massive sanctions coming into force a large number of charterers are no longer possible to trade. However, we see a continued fairly strong demand in many segments going forward the next 12-24 months.



SWEDEN 2022

Sweden has lost a lot of members due to buying-ins and mergers. Today we have 120 members, including branch offices. The economy is in balance, partly because of state aid for pandemic-consequences and for advertisements in our newsletter Skeppsmäklarnytt. The advertisements are both from members looking for new employees and from the shipping industry as a whole, supporting us as being a “Shipping enthusiast” and paying to have their logo on our website and in our newsletter.

Consequently, we also lost FQS-members and now have 48 companies qualified for the FONASBA Quality Standard (FQS).

Annual meetings

We are so happy our association was founded in 1919, so we could celebrate our 100 years properly in the same venue as the Nobel Prize ceremony, because since then we only have had Teams-meetings. But now we are looking forward to 3rd of June, when we have this year’s Annual meeting where about 100 people will attend.

We were also able to hold a seminar in November last year where we had almost 160 delegates, also good for our economy.

Education 2020 - 2021

7 students registered for TutorShip, 6 sat the exams and 4 succeeded in at least one subject. We had two students getting highest mark on their exams and being invited to London as prize winners.

To improve the interest for TutorShip we will launch a Kick off in August for all interested in ICS Tutorship. We have also had tailor-made courses for our members. In the past year we have had a VAT-course, and basic courses in Dry Cargo Chartering and customs; or to be specific in the new UECC. This course brings also a surplus to our economy.

Developments within the industry

The Swedish merchant fleet is still declining, and especially the ferry industry was seriously hit by the pandemic, as all over the world. All other segment has been more or less the same during the last two years, only a lot more work to do, due to congestion in the world’s container ports. The cruising industry is back in business again, and after the ban of Russia a lot of cruise passenger now discover Sweden instead of St Petersburg.

BB// 7 May 2022