

May 2023 | Issue 57

HORIZON

The Federation of National Associations of Ship Brokers and Agents

PRESIDENT'S INTRODUCTION

by President JAVIER E. DULCE

Dear FONASBA Members,

We are pleased to bring you the first FONASBA newsletter of 2023.

Despite the challenges the shipping industry has faced over the past few years, it has demonstrated remarkable resilience, adaptability, and innovation. We continue navigating the uncertainties of the global economy and geopolitical tensions, but we are hopeful for the future.

FONASBA has been supporting its members throughout these challenging times, and we keep our commitment to collaborate and cooperate to address the shipping industry's issues.

As we move forward into 2023, we are confident that FONASBA will continue to be the voice for the ship brokers and shipping agents, working to promote the interests of our members.

This newsletter will update you on our latest initiatives, events, and activities. We hope you enjoy this first edition 2023 of the FONASBA newsletter and encourage you to share your feedback, comments, and ideas. Together, we can make 2023 a year of progress, growth, and success for our industry.

Fur all

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FONASBA EXECUTIVE COMMITTEE UPDATES

EXECUTIVE COMMITTEE MEETING

The Executive Committee met at the International Chamber of Shipping in London on Tuesday, 7th March, to work through another full agendum.

Central to the discussions was a review of the Action Plan, launched at the previous meeting in October last year, and more detailed updates on several topics included within it are provided in the following pages.



The President notified the meeting that he had been in communication with Mr. Rocha jnr., Regional Vice President for the Americas, in respect of the latter's ability to continue in his current position whilst suffering the effects of long-COVID. He advised the Committee that unfortunately Mr. Rocha jnr., had asked to be relieved of his responsibilities and invited the President to select a candidate to replace him. Having consulted internally and with FONAS-BA member associations in the Americas, the President was pleased to propose that Mr. Marcelo Neri, President of the Brazilian associ-



ation FENAMAR, be invited to assume the role of RVP Designate for the Americas until the 2023 Council Meeting, at which time he would be formally nominated in accordance with By Law 4.9.3.

The Committee endorsed the proposal and welcomed Mr. Neri to the Committee, whilst simultaneously expressing their grateful thanks to Mr. Rocha jnr., for his service to FONASBA as RVP for the Americas, Chair of the Ship Agent Committee and previously as President of FENAMAR.

The Executive Committee will meet next on Friday, $16^{\rm th}$ June in Antwerp.

FONASBA EXECUTIVE COMMITTEE UPDATES

FONASBA SIGNS MOU WITH WWSA

In early March, FONASBA and The Worldwide Ship Agencies Association (WWSA) signed a Memorandum of Understanding with the aim of enhancing collaboration between the two bodies, the exchange of best practice and participation in each other's events. The MoU, signed by FONASBA President Javier Dulce, and WWSA President Godwin Xerri, recognises "that high standards of professional service provision and the provision of appropriate and relevant education and training of staff at all levels are key to maintaining their service commitments to principals" and further



FONASBA President Javier Dulce, and WWSA President Godwin Xerri

that "both organisations also value the open and cooperative exchange of international best practice and ideas as a means of developing, enhancing and improving working practices and continually raising standards of service level provision". The MoU encourages WWSA members to join their national FONASBA association or, if there is no national association, to apply for Associate membership. It also encourages qualifying members

to apply for accreditation to the FONASBA Quality Standard and enter students in FONASBA's education programmes. In its position as the internationally recognised representative body for ship agents, FONASBA will, subject to prior agreement, also represent the interests of WWSA members at IMO and other international fora. In addition, events hosted by either organisation are open to members of the other who can attend as observers.

As a result of the MoU, both FONASBA and WWSA look forward to close and effective cooperation in the future. A similar MoU is currently being developed in conjunction with Multiport.

Communication Plan starts to produce results

In addition to the new format for this Newsletter, FONASBA members will have seen an increase in the number of social media posts issued on LinkedIn and Facebook recently. Both developments are tangible outcomes from the agreement signed late last year between our Federation and Magellan Circle, a consultancy company specialised in strategic communication and advocacy with offices in Genoa, Porto and Brussels.

Under their expert guidance, FONASBA's brand image has been refreshed, with new and coordinated templates developed for internal and external communication, a campaign of scheduled social media posts and the start of a series of short spokesperson videos featuring the President and other senior officers. The first interviewees were President Javier Dulce and Regional Vice President for Europe Antonio Belmar da Costa, whose interviews can be seen <u>here</u> (the President) and <u>here</u> (Antonio Belmar da Costa).

Other actions include further enhancing FONASBA's profile on social media and increased utilisation of additional media resources for improved circulation of information and news.

MEETINGS & EVENTS

ANNUAL MEETING 2023

Members will be aware that in February our colleagues in Bahrain withdrew as hosts of the 2023 Annual Meeting. In their place, the Executive Committee was pleased receive a generous offer from the Jordan Shipping Association, then hosts of the 2024 meeting, to bring their meeting forward to this year.

The association rapidly revised its plans and invited General Manager Jonathan C. Williams FICS to visit Jordan in mid-April to discuss the plans for the event and provide guidance and support. During the visit he accompanied JSA Chairman Dr. Dureid Mahasneh to a meeting with the Deputy Prime Minister, Mr. Naser Shraideh, during which the support of the Jordanian Government for the event was assured (see photo on the right). Following those meetings, we are now pleased to confirm that the 2023 Annual Meeting will be held in Amman on the same dates as those previously planned for Bahrain. Accordingly, the plenary programme will begin on Monday 16th October and conclude with the Council Meeting and Gala Dinner on Wednesday 18th October. The optional excursion will then follow on Thursday 19th. All the meetings will be held at the Four Season's Hotel (www.fourseasons.com/ amman).

Further detailed information on the Annual Meeting programme, optional excursion, registration fees and how to book accommodation will be sent to Members shortly.



MEETINGS & EVENTS

ANNUAL MEETINGS 2024-2025

As a result of Jordan being brought forward to host the 2023 Annual Meeting, and with time being short to organise the hosts for the 2024 and 2025 meetings in accordance with the published timetable, the Executive Committee endorsed an approach to Greece and Turkey, both of whom were candidates for the 2023 Meeting, to ascertain if they would agree to host 2024 and 2025 respectively.

Both associations were very receptive to the proposal and accordingly it was put to a ballot of Council in mid-April, who gave it their enthusiastic endorsement. Accordingly, the International Maritime Union of Greece will host the Annual Meeting in 2024 and the Turkish Chamber of Shipping and Maritime Association of Shipowners & Agents jointly in 2025. We thank both associations for their commitment to hosting these meetings and look forward very much to enjoying their hospitality.

The window for expressions of interest in hosting the 2026 Annual Meeting will open as usual during the first week of January 2024 and Full Members wishing to be considered as hosts for that meeting will be invited to put their names forward before 31st May.



ECASBA EUROPEAN SEMINAR 2023

ECASBA's 2023 European seminar will return to Brussels, and the NH Berlaymont Hotel, on 20th June. The meeting

will start at 9.00 am and conclude at approximately 5.30 pm, followed as is now traditional by dinner at which delegates will be joined by speakers and invited guests. Participation in the seminar is open to representatives of both ECASBA members and the wider FONASBA membership.

Whilst the detailed programme is still being developed, delegates can expect it to include, amongst others, discussions on: customs, single windows, environmental issues and, for the first time, the implications for the European ship agency sector of the increasing movement of drugs through major ports. Representatives of the European Commission and other European industry associations will participate in the discussions.

Delegates can register to attend through this link: <u>https://</u><u>forms.office.com/e/u552xYHMDM</u> and accommodation can be booked directly with the NH Berlaymont at: <u>www.</u><u>nh-hotels.com/event/ecasba-european-seminar-2023</u>

Registration fees for this event, which includes the dinner, are: €400.00 for the first delegate from any association, €350.00 for the second delegate and €250.00 for the third and any subsequent delegates.

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QUALITY STANDARD | www.fonasba.com/fonasba-initiatives/fonasba-quality-standard

QUALITY STANDARD

The FONASBA Quality Standard is now operational in 47 countries, namely: Algeria, Argentina, the ABC Islands (Aruba, Bonaire & Curaçao), Australia, Belgium, Brazil, Bulgaria, Costa Rica, Croatia, Cyprus, Denmark, the Dominican Republic, Dubai, Egypt, Estonia, Finland, France, Germany, Great Britain, Greece, Hungary, India, Israel, Italy, Japan, Jordan, Kenya, Lebanon, Lithuania, Malta, Mauritania, Mexico, Morocco, Mozambique, the Netherlands, Peru, Poland, Portugal, Romania, Russia, Slovenia, Spain, Sweden, Tunisia, Uruguay, the USA and Venezuela.

As mentioned in previous Newsletters, BIMCO's new GEN-CON 2022, the latest version of the most used charterparty in maritime transport, includes a direct reference to the Quality Standard in clause 26, relating to the appointment of agents, thereby bringing the Standard to the direct attention of shipowners and operators, charterers and brokers and increasing demand for agents approved to it. It is also referenced in UN/ CEFACT Recommendation 45, (Minimum Standards for Ship Agents and Ship Brokers) and the FONASBA/BIMCO Agency Appointment and General Agency Agreements.

We would therefore encourage all those Full Member associations not yet covered by the Standard to review the appropriate minimum criteria and begin the process of developing their own, thereby enabling their member companies to benefit from the commercial advantages it confers. Full information on the requirements and criteria can be downloaded from the FQS webpage at: www.fonasba.com/fonasba-initiatives/ fonasba-quality-standard.

Different criteria apply to Associate members and accreditation to ISO 9001 is a pre-requisite for approval. Those meeting that requirement should apply to the Secretariat for further guidance.

EDUCATION | www.fonasba.com/young-agentbroker-award

YOUNG SHIP AGENT & BROKER AWARD (YABA)

The deadline for receiving initial synopses for the 2023 FONASBA Young Ship Agent or Ship Broker of the Year Award closed on 14th April with seven entries having been received.

Whilst digitalisation has been a common theme in recent Awards (and this year there is one paper on AI) other entries expanded the range of subjects and include topics as diverse as the use of productivity indicators in ship agency, how smaller ports can remain competitive, the impact of ESG, and mental health awareness within the ship agency community. All seven proposals have been considered by the Review Committee and comments and suggestions passed back to the authors, who are now preparing their for-



mal submissions. The winner of the Award for 2023 will be announced in August and they will be invited to join Nícolas

Henrique, the 2022 Winner, at the Annual Meeting in Jordan in October, where they will present summaries of their papers and receive their prizes at the Gala Dinner.

> As always, FONASBA is grateful to Club Members BIMCO and ITIC for their support for the Award and sponsorship of the prizes since the Award's inception in 2015 and to ACB, the Barcelona Ship Agents' Association, who became a sponsor in 2023.

> Further details of the Award can be found at: <u>www.fonas-</u> <u>ba.com/young-agentbro-</u> <u>ker-award</u>

> As reported in more detail under the Members' News section on page 7, Nícolas Henrique of Brazil was honoured by SINDAMAR (the

FENAMAR regional member covering his home port of Santos) at a lunch on 5th April.

EDUCATION COURSES

FONASBA's suite of courses, hosted in conjunction with member associations, provide comprehensive and relevant education and training resources to employees of companies in membership of national associations and to employees of Associate member companies. A full list of the courses can be found on the FONASBA website (www.fonasba.com/education-and-training) but are summarised below for ease of reference:

FONASBA AGENT DIPLOMA

(www.fonasba.com/education-and-training/fonasba-agent-diploma): An entry-level online course for students new to the ship agency sector, the course is hosted by the Association of Shipbrokers and Agents (USA) Inc. It runs continuously, and students should contact their national association to sign up.

FONASBA CERTIFICATE IN THE FUNDAMENTALS OF SHIPBROKING

(www.fonasba.com/fonasba-certificate-in-the-fundamentals-of-shipbroking): Another entry-level course, this time for trainee shipbrokers, it is hosted by the Institute of Chartered Shipbrokers. This course also runs continuously and like the Agent Diploma, prospective students should contact their national association to register.

FONASBA/ACB AGENCY COURSES:

Hosted by the Barcelona Shipping Agents' Association ACB, these courses cover Liner, Tramp, and Ro/Ro shipping (this course is delivered exclusively in Spanish) in a series of modules delivered by video conference over two or three months. The courses therefore have fixed start and finish dates and information is provided in advance to FONASBA members.

The next ACB course dates are:

- 13th Liner Shipping Transportation course: STARTS 21st SEPTEMBER 2023
- 2nd Shipping Agency in the Tramp Business course: STARTS 5TH OCTOBER 2023

As usual, registration for the ACB courses will open some weeks before the course starts, and information on registration and course content will be sent to all FONASBA members before registrations open.

ECASBA EUROPEAN UPDATE

VISIT TO BRUSSELS, MARCH 2023

ECASBA Chair Marco Tak and General Manager Jonathan C. Williams FICS visited Brussels at the end of March 2023 for a series of meetings with European Commission Directorates General and with other European associations. In addition to discussing policy issues, the visit also allowed for early discussions on the 2023 ECASBA European seminar, further details of which can be found on page 3. A detailed report was sent to ECASBA members following the meeting and what follows is a summary of the visit for members outside Europe.

Visits were made to three Commission DG's, namely: DG-TAX-UD (Taxation & Customs Union), DG-MOVE (Transport & Mobility) and DG-HOME (Migration & Home Affairs).

Two meetings had been organised with DG-TAXUD, the first to discuss developments in the implementation of the ICS2

import system and the second to introduce ECASBA to the Director responsible for Customs. At this latter meeting we also expressed the concerns of European ship agents, and indeed the wider transport sector, at the pace of development of new customs systems, the lack of consultation with the sector and the ability of both Member State and commercial customs systems to adapt to meet the ambitious implementation timelines. In recent months, ECASBA has co-signed a series of letters to DG-TAXUD expressing concern about the pace and volume of changes planned, and the lack of meaningful discussion with trade.

Regarding ICS2, Release 3 covering maritime, road and rail transport, is expected to go live on schedule on 01.03.2024. The delays to the preceding Release 2 were not expected to

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spill over into Release 3 as both use the same systems and procedures and therefore the issues should be overcome by the time Release 3 goes live. That said, TAXUD did admit that a lack of qualified IT specialists (a common theme in our discussions with TAXUD, MOVE and HOME) could result in some delays, as could the introduction of Phase 6 of the New Computerised Transit System (NCTS6) with its increased safety and security elements.

TAXUD are providing a wide range of resources to support companies in implementing the changes to ICS2 and Klemen Oven of DG-TAXUD will also attend the ECASBA seminar to update delegates in person.

During the second meeting, with Matthias Petschke, Director of Directorate A: Customs, the impact on trade and Member States of the rapid changes to customs systems was discussed, as was the lack of skilled IT professionals. Petschke indicated that TAXUD was aware of these problems, and several mitigations were planned, including enhancements to the AEO and trusted trader programmes to provide some relief for approved companies. Whilst not being able to discuss the Union Customs Code reform project (it is currently embargoed) he did indicate that to avoid overburdening trade and Member States, the current UCC will be fully implemented before the revised Code is launched.

ECASBA will continue to monitor developments in relation to customs procedures, and particularly electronic customs reporting systems, and keep Members updated. As always, we are grateful to Frank Janssens for his representation of our interests and participation in the many customs/trade meetings.

At DG-MOVE, the main topic of conversation was the ongoing development of the European Maritime Single Window environment (EMSWe) which ECASBA has been engaged on for many years. The practical aspects of the project have now been moved over to the European Maritime Safety Agency (EMSA) and DG-DIGIT, the DG responsible for informatics and IT systems, whilst DG-MOVE are concentrating on governance of the project, including setting timelines and allocating responsibilities between MOVE, EMSA, and Member States, which should bring some welcome clarity.

As always, the opportunity was taken to re-emphasise the need for harmonisation, streamlining and coordinating of reporting datasets across Member States and for coordination between MOVE, TAXUD and national authorities in the provision of Entry Summary Declaration (ENS) data, which includes some customs information.

Again, ECASBA is well-represented on the various steering and working groups on the EMSWe, and our thanks go to Jesper Sebbelin FICS, of the Danish association, and Capt. Peter Langbein and Bastian Güttner of the German association, for their support.

At DG-HOME, the conversation covered the introduction of

the Entry Exit System (EES) and the European Traveller Information and Authorisation System (ETIAS), both covering the Schengen region, a discussion that was given added importance as a result of a further delay in implementing EES, apparently due to unspecified technical issues. The main areas of concern for ECASBA within the EES project are its impact on crew changes and the arrival and processing of cruise passengers at the first European port of entry. We were pleased to note that in the latest information circulated to Schengen region border authorities, both biometric and non-biometric Seafarer Identification Documents (SIDs) will be accepted as proof of identity for on and off-signing crewmembers. In addition, there is also a facility for seafarers to be granted a visa on arrival specifically for the purpose of getting to the vessel or airport.

For cruise passengers, the issue will be the time required to process them on arrival at the first Schengen region port, and the space available at the cruise terminal to do so. Whilst these issues are primarily the responsibility of CLIA (Europe), we were advised that so long as the vessel does not leave the Schengen region during its itinerary, no further checks will be required until the vessel leaves the last port.

During this visit, meetings were also held with the European Community Shipowners' Association (ECSA), and CLIA Europe. Of particular interest to both organisations were the discussions with HOME, as apparently ECASBA is the only European maritime sector body to be invited to meet with them. Other topics of discussion included the 2023 European Shipping Summit (see below) and ECASBA's wish to contribute to, or support, industry positions on environmental matters.

These subjects and more will be discussed further at the ECASBA European Seminar in Brussels on 20th June, registration is now open.

EUROPEAN SHIPPING SUMMIT

As reported previously, the 2023 European Shipping Summit, the successor to European Shipping Week, will be held in Brussels on 19th and 20th September. The first day comprises workshops hosted by members of the Steering Group (of which ECASBA is one) and the Gala Dinner, with the main conference taking place the following day. The workshops will be organised around three themes, environment, industry, and people, and ECASBA is considering co-hosting a workshop with CLIA (Europe) on the EES/ETIAS implementation and/or on the impact of drug trafficking into European ports, a topic also under consideration by the World Shipping Council. Participation at the Summit is open to anyone connected with the European maritime sector and information on how to register will follow shortly. NEWS FROM MEMBERS

BRAZIL



In 2022 we once again had a Brazilian winner of the FONAS-BA "Young Ship Agent or Broker Award".

Mr. Nícolas Henrique Marques Esperança de Souza, of Wilhelmsen Shipping Services in Santos, proudly took the award for his paper entitled "A Technical Analysis of the Key Element Behind Ship Operations: Husbandry Services, Under the Remote Centralisation Scope".

To celebrate his achievement SINDAMAR, the regional association covering the port of Santos, hosted a lunch in honour of Nícolas, which included the presentation of a plaque extolling his achievement, signed and delivered by the President of SINDAMAR, Jorge Mariano.

FENAMAR also participated in the event, with President Marcelo Neri highlighting the importance of the award coming to Brazil once again, with Nícolas following in the footsteps of Renan Queiroz, the first winner in 2015.

The FONASBA award to Nícolas Henrique will be presented during the 2023 Annual Meeting in Jordan in October.

Once again, we congratulate Mr. Nicolas Henrique on this important achievement.

NEWS FROM MEMBERS

CHILE

To strengthen links and enhance cooperation with the relevant maritime authorities, ASONAVE recently visited the offices of the Chilean Coast Guard.

Association President Mr. Simon Mackenzie met Rear Admiral Fernando Cabrera Salazar, recently appointed Director of General Directorate of Maritime Territory and Merchant Navy.

During the visit, Mr. Mackenzie congratulated Admiral Cabrera on his appointment and informed him of the different tasks and objectives of ASONAVE for the coming year.

In addition, ASONAVE Executive Vice President Mr. Claudio Mo-

rales also met with Rear Admiral Carlos Fredes Monsalves, the Director of Safety and Maritime Operations (DIRSOMAR) and updated him on the association's current activities and initiatives. Mr. Morales also met with Valparaiso Harbor Master Commander Javier Mardones H. and Quintero Port Captain Commander Hector Salgado Narvaez, and discussed the challenges related to ships operations in the respective ports and how climate change and is affecting ship operations. ASONAVE will continue to develop and maintain regular contact with the Chilean maritime authorities for the benefit of its members.



ASONAVE Executive VP Mr. Claudio Morales and Rear Admiral Carlos Fredes from Directorate of Safety and Maritime Operations.



Mardones Valparaiso Harbor Master



Commander Hector Salgado Narvaez.

FRANCE

AMCF President Johan Feltgen set out the association's priorities for this year in his first address to the members of 2023, writing:

662022 will remain a historic year for shipping companies.

At the end of crisis that led to the disorganization of Supply

Chains, Europe rediscovered the strategic role of logistics players and maritime transport in particular.

Two major structural changes are on the horizon and will require heavy investments: energy transition and digitalization.

Shipowners must be prepared for the next deadlines of 2030 and 2050 in terms of energy transition and the application of new standards in 2023 for the decarbonization of ships, which could also lead to massive fleet movements to evacuate the most polluting.

At the end of 2022, thanks to better profitability, container shipping com-

panies also embarked on a vertical consolidation approach to the supply chain (freight forwarding, port terminals, air freight, etc.).

Ship brokers and shipping agents therefore find themselves at the heart of these new dynamics and must anticipate these adaptations.

At the same time, like many other professions, we encounter significant difficulties in recruiting and training our

NEWS FROM MEMBERS

GREAT BRITAIN

The Institute of Chartered Shipbrokers held a Special General Meeting on 30th March for the purpose of extending the term of office of the incumbent President, Mr. Kevin Shakesheff FICS, for a further year. The need to extend the term arose following interim arrangements for Institute Officers implemented during the COVID pandemic that, without further amendment, would have resulted in both President and Chairman (Mr. Glenn Murphy FICS) stepping down in the same year. To ensure continuity and a smooth transition therefore, it was proposed that the term of office of Mr. Shakesheff was extended to the Controlling Council Meeting scheduled for November 2024.

All members present voted in favour of the resolution and therefore Mr. Shakesheff will duly serve as ICS President for a further year.



staff, linked in particular to a lack of knowledge of the jobs and careers that our companies can offer to new generations.

All this confirms AMCF in the orientation choices of its roadmap for this year 2023:

- Increased cooperation with all players in the supply chain and their federations, for optimal fluidity of port passage,
- Better use of data from our flows and use of new digital technologies,
- Optimization of multimodal transport and its processes,
- Increase the visibility of our businesses through an effective communication strategy,
- Encourage and develop professional training initiatives more suited to our activities,
- Develop our national network of members to be attentive to all port areas.

Global trade and logistics are on the verge of profound transformations. The role of AMCF is to support members in these changes, by constantly monitoring the evolution of regulations and by giving you the answers and tools best suited to your needs.

We will do this with all our energy and passion! **



Mr. Kevin Shakesheff FICS

NEWS FROM MEMBERS

JORDAN

The Jordan Shipping Association organized a training course entitled "Global Supply Chain Logistics Leadership Program" from the 13th to 15th March at the Crown Plaza Amman Hotel. The Course was opened by the General Secretary of the Ministry of Transport and association Chair (and FONASBA Regional Vice President for the Middle East & South Asia) Dr. Dureid Mahasneh. Capt. Mohamed Dalabieh, General Secretary of JSA also participated.

JSA invited Mr. Victor S. Deyglio (Founding President and President Emeritus at the Canadian Professional Logistics In-



stitute, Toronto, Canada) to present of the course.

The course was organized for the employees of shipping agents and affiliates in Jordan. Following the completion of the course the 42 participants received certificates of attendance from both the association and the Canadian Professional Logistics Institute, presented by Dr. Mahasneh and Mr. Deyglio. Photographs of the course are shown below.

The Jordan Shipping Association is already in the process of planning further educational initiatives for its members.







