



FONASBA



ECASBA

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THE NEW

HORIZON

The Federation of National Associations of Ship Brokers and Agents

PRESIDENT'S INTRODUCTION

by President JAVIER E. DULCE

Dear FONASBA Members,

I would like to begin this newsletter with a special announcement: this year, FONASBA will host the 2023 Annual Meeting in Amman, Jordan, from October 16th to 18th.

As a global association with members in 69 countries, opportunities for our entire community to meet are limited. Therefore, the Annual Meeting presents a significant moment for you to meet face-to-face and discuss issues relevant to your member companies, as well as network with fellow members—equally crucial!

This year, we will host a seminar on 'Green Transportation,' focusing on how international regulations regarding the environmental impact of shipping will affect our professions. The delegate program will also cover key aspects of the ship agency and ship broking sectors through the plenary meetings of our five standing Committees: Ship Agency, Ship Broking, European (ECASBA), Inspiring our Future (Digitalisation and Automation), and Association Best Practices.

The AGM program will conclude with the traditional Council Meeting, where the direction of FONASBA's strategy and plans for the upcoming year will be set. I hereby invite you and your organization to participate in this year's FONASBA AGM and contribute to shaping the direction of our Federation.

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Walsingham House, 35, Seething Lane
LONDON EC3N 4AH | Great Britain
Tel: + 44 20 7623 3113
generalmanager@fonasba.com

www.fonasba.com



Antwerp Executive Committee



On June 16th, the FONASBA Executive Committee took place in the beautiful city of **Antwerp, Belgium**. The meeting focused on key industry issues and challenges that impact Ship Agents

and Ship Brokers professions and on how FONASBA is facing them. Additionally, the key topics and organisation of the upcoming **Annual General Meeting in Jordan** were addressed.

FONASBA ANNUAL MEETING

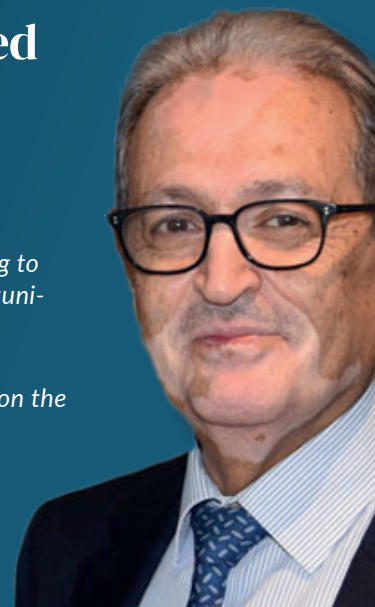
FONASBA Vice-President, Dureid Mahasneh, unveiled details about the 2023 FONASBA Annual Meeting

“ *The Jordan Shipping Association and me personally are delighted to host the 2023 FONASBA General Meeting in Amman.*

We have been working hard together with our local partners to make sure that this year's event is going to be a memorable one for our federation, for other regional players, as well as a great networking opportunity for the members of FONASBA and all guests in attendance.

We are looking forward to the discussion panels lined up over the 3 day event, and in particular we are thrilled about the focus session on Green Maritime Transportation, that promises to be an eye-opener on the initiatives carried out locally: with the latest on the Suez Canal, insights on the Port of Aqaba, and last but not least, an overview of the plans of a prominent global operator like ONE group.

We look forward to the event with much anticipation! ”



MEETINGS & EVENTS

European Shipping Summit 2023

ECASBA has been a member of the Steering Group of the biennial European shipping event, now the **European Shipping Summit**, since its inception in 2015.

The event returned on 19th and 20th September in its new format and was held at the **Museum of Fine Arts** in central Brussels. ECASBA has again developed the agenda in partnership with the European associations representing shipowners, (ECSA), cruise lines (CLIA), maritime pilots (EMPA), tug owners (ETA), dredger operators (EUDA), ferry operators (INTERFERRY), container lines (WSC) and the European Transport Workers Federation (ETF). **The event was also supported by the European Commission.**

Spread over two days, the Summit comprised individual sessions on Tuesday 19th hosted by Steering Group members and based around three broad themes: **Environment, Industry and People.** ECASBA has hosted a session with the World Shipping Council under the People theme, entitled "Dangerous Trade: joining forces against drug trafficking" at 1.00 pm

that day. It was focused on the increasing volume of drugs being smuggled into European ports, and its impact on the ship's crews, shore-based staff and law enforcement agencies involved. ECASBA Chair Marco Tak joined representatives of

the carriers, ports and customs and border protection to discuss the topic with ESS delegates.

The main conference took place on **Wednesday 20th September** and featured high-level panels on subjects such as the role of shipping in securing Europe's security, maintaining the EU's competitive edge, and delivering transition both in energy and for the people involved in the shipping industry. Senior industry figures and political leaders from the European Commission were present.



The Steering Group are very pleased that this first European Shipping Summit was significantly oversubscribed, and we look forward to an informative and engaging event: <https://europeanshipsummit.eu>

MEETINGS & EVENTS

FONASBA docks in Asia

During their recent visit to Asia the president, Javier Dulce and the President Designate, Fulvio Carlini visited 4 countries accompanied by the VP Asia, Takazo Iigaki: **Malaysia, Vietnam, Thailand and Singapore.** Good meetings were held with the associations of Vietnam and Thailand. **These associations were not ready to join yet, however by maintaining a close relationship with them the hope is that these may consider applying in the near future.** The Singapore Shipping Association is currently unable to join due to some internal governance bearings. However, the representatives were keen to establish alternative forms of cooperations with FONASBA, i.e.

joint events and various initiatives. One very positive outcome had already been

forward is that of **continuing these type of field visits with the aim of expanding the membership where possible.** Mr. Iigaki during the last Executive Committee in Antwerp acknowledged the support received from the local Ben Line offices, and he stressed how he was confident that with continued and regular contact FONASBA would in due course expand its membership in Asia. **All associations visited during the mission have been invited to attend the AGM in Amman to try and consolidate the relationships.**



achieved: following the visit the application from Malaysia that was unanimously approved during the Executive Committee in June 2023. So the plan going

MEETINGS & EVENTS

Madeira Maritime Week

The Europe Regional Vice President of FONASBA, Antonio Belmar da Costa, met with the President of WISTA (Women's International Shipping and Trading Association) Mrs. Elpi Petraki during the Madeira Maritime Week in Portugal. The meeting was intended to debate about the inclusivity of the Ship Agents and Ship Brokers industry sectors, expressing FONASBA's commitment in this field.



107th Anniversary of Centro de Navegación de Uruguay



President Javier Dulce participated in the celebration of the 107th anniversary of the founding of the Centro de Navegación de Uruguay. During this event, former President Mr. Alejandro González was honoured with the Pedro Campbell Award in recognition of his journey. The award was presented by the current president, Mónica Ageitos Link, who also holds the position of President of C.I.A.N.A.M. (Cámara Interamericana de Asociaciones Nacionales de Agentes Marítimos).

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

Chile brings total to 48 countries adopting FQS

FONASBA's Quality Standard has further increased its coverage with the approval in late July of **ASONAVE in Chile**, taking the number of countries covered to 48.

Our congratulations are extended to the Chilean association, and we look forward to their member companies **joining the 609 others already accredited**.

The countries included in the Standard are: Algeria, Argentina, Curaçao, Australia, Belgium, Brazil, Bulgaria, Chile, Costa Rica, Croatia, Cyprus, Denmark, the Dominican Republic, Du-

bai, 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 always, further applications will be welcome, the criteria for Full and Associate members can be found [here](#) and the list of accredited companies [here](#).

THIAGO SANTOS

YOUNG SHIP AGENT OR SHIP BROKER AWARD

WINNER



www.fonasba.com

Winner of 2023 YABA Award

Thiago Santos, Corporate Strategy Director at Unimar Agenciamentos Marítimos Ltda. – Shipping Agency in Brazil, is the winner of the 2023 FONASBA Young Ship

Mr. Santos on a detailed and carefully researched paper that looked at the impact of ESG on the ship agency sector from both theoretical and practical viewpoints.

Mr. Santos has received prizes kindly sponsored by the Asociación de Agentes Consignatarios de Buques de Barcelona, BIMCO and ITIC | Professional Indemnity Insurance for Transport Contractors & Professionals, whose support for the Award is gratefully acknowledged. He will receive the Award during the next FONASBA Annual Meeting in Jordan.

The runners-up in the 2023 Award were: Augusto Cesar Silva de Aquino, Emmanuel Hugo Augusto Britos, and Yasmin Belen Marizza of Argentina; Amadeus Elias Machado jnr. of Brazil; and Elliot Atkins of Great Britain.

Agent & Ship Broker Award. Mr. Santos entered a paper entitled: “ESG in the Shipping Industry: Impacts and Opportunities for Ship Ahents”, and is the third winner of the award from Brazil.

Announcing the award, the Review Committee Chair, FONASBA Immediate Past President Aziz Mantrach, congratulated

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.

NOW OPEN > STARTS 5TH OCTOBER 2023

2nd Shipping Agency in the Tramp Business Course

This course has been designed to introduce the Tramp Shipping Agency with a complete review of all the key concepts of the business. The learners will study this subject in 7 units with the aim of increasing their knowledge by having a complete un-

derstanding of the shipping agency in tramp business. This course has been specifically designed to accommodate anyone interested or already working in any kind of service related to the Tramp shipping industry. While those directly involved in tramp shipping agency services will benefit most, other students or professionals whose careers are somehow related, will also take great advantage of the contents of the course.



REGISTER HERE

ECASBA

Visit to Brussels, June 2023



ECASBA (FONASBA’s European committee), held its 2023 European seminar in Brussels on 20th June. Delegates from **Belgium, Bulgaria, Cyprus, Denmark, Finland, France, Germany, Greece, the Netherlands, Portugal Spain and Sweden** participated in the event, where they were joined by FONASBA President Javier Dulce and representatives of the European Commission, Danish Shipping, the European Community Shipowners Association, the International Port Community Systems Association, and the World Shipping Council. ECASBA’s Brussels representative, Frank Jans-

sens was also present.

During a full day of presentations and panel discussions, the seminar covered **European maritime policy issues such as customs policy, the European Maritime Single Window environment, and the rising tide of drug smuggling through northern European ports.** On this latter subject the meeting discussed the impact on both the transport chain and, equally importantly, employees of ship agency companies. As is now traditional, the seminar closed with dinner, allowing the discussions of the day to continue in an informal social setting. **Information on the location and date for 2024 seminar will follow in the new year.**



Also a good networking opportunity: Javier Dulce, FONASBA President with Marie Caroline Laurent, CLIA Director General

NEWS FROM MEMBERS

Navigation Center of Argentina Celebrated its 123rd anniversary



The Navigation Center of Argentina celebrated its 123rd anniversary on June 8th at the renowned Yacht Club of Puerto Madero in Buenos Aires. Members, authorities, CIANAM members, chambers and institutions from the maritime and port sector attended the event.

During the celebration, the president of the organization, Julio Delfino, delivered a speech and emphasized that, in a complex context,

“Today, Argentina more than ever needs consensus and teamwork to pursue objectives with positive results.” He also expressed gratitude for the support of all those who are part of the chamber and called for a toast to the future: “Which is always promising, especially if we work together to make it so, as it is through our collective efforts that we make the reality of foreign trade and the maritime transport industry, which accounts for over 90 percent of Argentine foreign trade, possible.”

The Centro de Navegación of Argentina also hosted the Annual Meeting of the Inter-American Chamber of National Maritime Agents Associations (CIANAM) that took place in the city of Buenos Aires on June 7th and 8th. The opening ceremony was conducted by the president of the Centro, Julio Delfino, who welcomed the attendees. Estenio Pinzas then delivered a message as the president of CIANAM, and on behalf of local authorities, the Interventor of the General Administration of Ports, Dr. José Beni, also delivered some remarks.

One of the most important topics discussed was related to environmental protection, such as carbon footprint and renew-

able energies. Norma Becerra, president of ANAMAC, Javier Dulce, president of FONASBA, and Carla Monrabal, president of Puerto Dock Sud Management Consortium, presented this subject. This panel was moderated by María Laura Filippello from Euroamerica. In this regard, Filippello highlighted the importance of focusing on the future and learning from what colleagues around the world are doing – which is made possible by events of this kind – and posed a question to the panel about what is being done today and the steps each one is taking in that direction to create a better future.

To conclude the day, Marcelo Neri, president of Fenamar and Alfonso Mingo Jozami, General Manager of Centro de Navegación of Argentina, delivered presentations in which they analyzed the **revolution of ports and their legislation, envisioning the port of the future**. At the end of the presentations, farewell remarks were given by the Presidents of Centro de Navegación of Argentina, CIANAM and FONASBA.

Shipping association Malaysia (SAM) joins FONASBA as a full member

We are pleased to welcome the Shipping Association of Malaysia (SAM) as the latest member of the FONASBA Family. The association was formed in 1962 and is based in Kuala Lumpur, from where it represents, promotes and protects the interest of its ship owner, agent and NVOCC members by contributing views and recommendations to the Malaysian Authorities to enhance the competitiveness of Malaysian ports and Malaysia as an international Maritime Centre. The presence of SAM in membership enhances and expands FONASBA's representation in the strategically important Asia Pacific region.



VIDEOGALLERY

Spokespersons
Marcelo Neri
FONASBA REGIONAL VICE PRESIDENT AMERICAS



Spokespersons
Dureid Mahasneh
FONASBA VICE PRESIDENT



IMO new Secretary General



FONASBA would like to extend its congratulations once again to Mr. Arsenio Antonio Dominguez Velasco on his **new appointment as Secretary-General of the International Maritime Organization (IMO), effective from January 1, 2024.** FONASBA is deeply committed to supporting the IMO in addressing the challenges faced by the maritime industry and stands ready to collaborate with Mr. Dominguez and the IMO Secretariat.

World Customs Organization

As its name suggests, the World Customs Organisation is the United Nations agency for customs matters and is headquartered in Brussels. With its membership exclusively comprising

national customs authorities (and some other UN agencies) and with no formal arrangement for consultation with the private sector, in 2005 the WCO established the Private Sector Consultative Group **“for the purpose of informing and advising the WCO Secretary General, the Policy Commission and WCO Members on Customs and international trade matters from the perspective of the private sector”.**

Following the signing of a revised **MoU between the WCO and FONASBA** in May 2014, FONASBA was invited to join the PSCG in September 2016 as the only organisation representing the maritime sector. General Manager Jonathan C. Williams FICS was the first FONASBA representative, followed in June 2018 by Past President John Foord FICS. We remained a member for the maximum of two three-year terms as allowed by the PSCG rules and our term ended in June 2022, followed by a fallow year.

Contact was reinstated with the Group in early 2023 to express our interest in rejoining. This approach was welcomed by the PSCG and formal application was made in April. Our readmission to the Group was confirmed in August 2023 and we will remain members for a maximum of six years.

We are pleased that **Hilde Bruggeman**, General Manager of our Belgian member NAVES, and an expert on customs matters, **has agreed to represent FONASBA on the Group and will take up her post with immediate effect.** We are very grateful to Hilde for giving up her time to take on this role and we look forward to benefiting from her participation.



Communication from Marcelo Neri, VP for the Americas

On 11th August the newly appointed regional VP for the Americas, Marcelo Neri, sent a letter out to all **FONASBA Full Members, Associate Members in the Americas.** He expressed his pride in starting his new role in FONASBA and declared his commitment to **proactively engage with all current members and associate members in the Americas continents.**

“Our Federation has an impressive footprint worldwide, with its national associations representing well over 4000 shipbrokers and agents in 66 countries. FONASBA provides a united voice at global and regional level and is always ready to support national associations locally to ensure that the needs of all members are understood across the maritime sector.”

Mr Neri highlighted how the next great occasion to meet in person and exchange

ideas about respective professions across the Americas will be coming up shortly at the 2023 FONASBA Annual General Meeting, in Jordan, next October. The AGM will provide a great opportunity to have a first dedicated ‘Americas’ session’, therefore, together with the President, Javier Dulce, Mr Neri **encouraged each and every member in the Americas to join in.** In preparation to the Americas group session at the 2023 AGM, everyone was invited to meet in September for a preliminary Americas Round Table via conference call.

The meeting is taking place as this Newsletter issue is published and we wish to all a productive meeting!

Marcelo Neri, Regional VP Americas:

“It is my intention to make sure that the voice of FONASBA America’s membership is heard and I need your help to succeed.”

