



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,

as we approach the end of another year filled with achievements and challenges, I want to express my gratitude to each of you for **your dedication and continuous commitment to our federation.** The year 2023 has marked **significant milestones for FONASBA.**

We are working on adapting ourselves to the new era, **strengthening our global network,** and amplifying the voice of **ship agents and ship brokers** in the maritime environment.

Our collective accomplishments reflect the effort and collaboration of the members of FONASBA, and in this spirit, we eagerly anticipate the coming year with **fresh opportunities to grow and progress together.** Wishing you all a **joyful holiday season and a prosperous 2024.** May this time be filled with **peace, happiness, and both personal and professional success.**

Thank you for being part of FONASBA! Where we work with and for the members!

Warmest regards.

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FONASBA ANNUAL GENERAL MEETING

Discover the contents from our past Annual General Meeting in Jordan

Once again, we would like to express our gratitude to all the members who attended our Annual General Meeting in Jordan, with a special mention for Dureid Mahasneh and the Jordan Shipping Association for their incredible organization and warm welcome. We look forward to meeting everyone again at the FONASBA Annual Meeting in Athens2024!

[WATCH THE VIDEO](#)
[WATCH THE GALLERY](#)

FONASBA QUALITY STANDARDS

Update from FONASBA Quality Standards Application

FONASBA's Quality Standard covers **48 member countries**, namely: Algeria, Argentina, Australia, Belgium, Brazil, Bulgaria, Chile, Costa Rica, Croatia, Curaçao, 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. Within those countries, **607 companies enjoy accreditation to the Standard, which is referenced within UN-CEFACT Recommendation 45: Minimum Standards for Ship Agents and Brokers, BIMCO's GENCON 2022 charterparty and the FONASBA – BIMCO Agency Appointment and General Agency Agreements.** The Standard is recognised by **BIMCO**, the **International Chamber of Shipping**, **INTERCARGO** and **INTERTANKO**.

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](#).

Practical implementation of the MoU between FONASBA and WWSA

Following the signing of the **Memorandum of Understanding** between **FONASBA** and the **World Wide Shipagencies Association** in March (see issue 57), the FONASBA Secretariat met with WWSA President Godwin Xerri and General Manager Rafael Llerena on 1st November to begin the practical implementation of the MoU. Recognising that industry associations "**cannot afford to address the complexities of today's industry in isolation, we must work as a network**", Mr. Xerri said that WWSA acknowledged FONASBA's role as the international representative organisation for ship agents, the scope of its education provision and the reputation of the **FONASBA Quality Standard** as major benefits for WWSA members. He said that WWSA was keen to work with FONASBA to promote membership amongst both organisations and to expand quality provision within the ship agency sector by **encouraging eligible WWSA members to apply for the FONASBA Quality Standards** and participate in its education courses. FONASBA and WWSA will continue to cooperate in the coming months to bring the benefits of the MoU to their respective memberships.

MEETINGS & EVENTS

ESPO Award Ceremony

FONASBA participated in the **ESPO (European Sea Ports Organisation)** Awards Ceremony held on November 7th, on the occasion of its 30th anniversary. FONASBA was represented by Vice President for Europe, **Antonio Belmar da Costa**, who had fruitful meetings with **Magda Kopczynska**, Director General at DG-MOVE, and **Dimitrios Theologitis**, Chairman of the ESPO Awards Jury and former Head of Ports and Inland Navigation at DG-MOVE.



MEETINGS & EVENTS

FONASBA's actions at IMO and in Europe

FONASBA continues to express the views and concerns of its members in maritime sector legislative and representative bodies. Following the ECASBA session at the **European Shipping Summit in September** and the discussion at the **Jordan Annual Meeting**, FONASBA co-sponsored a paper introduced to **IMO's Assembly by Belgium** calling for action by Member States to enhance efforts **to combat the use of the maritime transport chain by organised crime**. FONASBA also met with the **Belgian Deputy Prime Minister and Minister for the North Sea Paul van Tigchelt** and his colleagues at **IMO** to discuss the matter directly. The proposals have been adopted and the **Maritime Safety (MSC)** and **Facilitation (FAL)** Committees will now consider the most effective means of implementation. Developments in both committees will be closely monitored and FONASBA will express its views as appropriate. Concerns relating to the introduction on 1st January 2024 of the **EU Emissions Trading Scheme (ETS)** on



Europe's port, terminal and agency sectors saw **ECASBA join with other European maritime sector associations calling on the European Commission to review the proposed measures**. Those concerns relate primarily to the **possible reduction in throughput of container traffic through Europe's ports** should shipping lines amend their calling patterns to mitigate the impact of the ETS charges. ECASBA wrote directly to the **Commissioners for Transport, Climate Change, and the Green Deal** to draw their attention to the detrimental impact the measures will have. ECASBA also joined with other organisations across the shore-based shipping sector in publishing a joint press release to raise the subject in the public domain. Whilst it is not expected that the European Commission will postpone implementation of the ETS, it is hoped that the concerns expressed by such a **broad coalition of major maritime sector organisations** will lead to a reappraisal of the practical measures.

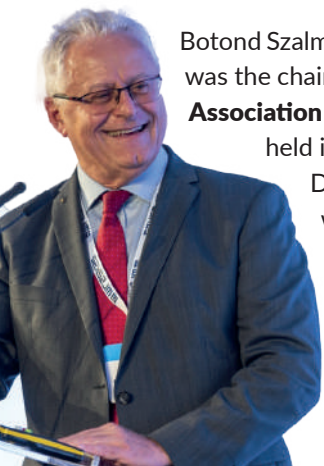


Eisbeinessen 2023

At the beginning of November, FONASBA once again participated in **Eisbeinessen 2023** as a guest of the **Hamburg Shipbrokers Association**. The event saw the participation of nearly 3,000 shipping professionals, providing an interesting occasion to exchange ideas and perspectives on the #MaritimeIndustry and its upcoming challenges and trends.

MEETINGS & EVENTS

FONASBA to the conference of the Association of Hungarian Logistics Service Centres



Botond Szalma, Executive Vice President of FONASBA, was the chairperson of the **Annual Conference of the Association of Hungarian Logistics Service Centres**, held in Budapest, Hungary, on October 27th.

During the closing session, Szalma, along with industry experts, provided a dynamic overview of the Logistics sector, discussing topics that impact the **Hungarian landscape and are also relevant in other parts of the world:**

- The analysis of **market dynamics** under the pressures of demand, geopolitical issues, and new orders, as well as the need for new assets.
- **Digitalization and Artificial Intelligence** in the entire industry sector.
- The **Danube River** and how to manage the needs of sustainable river navigability and agricultural irrigation.

The event was an inspiring moment for delving into world-class innovations related to Intermodal Transport directly from experts in this field.

Aziz Mantrach to Asmex conference



On October 31st, **Aziz Mantrach**, the immediate past President of FONASBA, participated in a conference organized by the **Moroccan Association of Exporters (ASMEX)** held in Fez, Morocco, which focused on the **Decarbonisation of exporting industries**.

The objective was to raise awareness of these and other topics among regional exporters to help them prepare for and **adapt to the requirements of the European Union**.

Ship Agency and Ship Broking are just two of the many mechanisms in the complex global system of International Trade and transportation. Synergies among these mechanisms are fundamental to ensure a smooth and efficient business activity for clients and stakeholders worldwide.

ShortSea/Huelva Annual Conference

Antonio Belmar da Costa, FONASBA-ECASBA Regional Vice-President for Europe, participated in the **ShortSea/Huelva Annual Conference** on November 28th. The conference focused on **'Short Sea Shipping: Efficiency, Sustainability, and Connectivity in the Service of Maritime and Land Logistics Chains'**. Belmar took part in a panel discussion on **digitalisation and harmonisation** to enhance competitiveness, which are particularly crucial topics in today's context. The event, organized by the **Spanish Association for the Promotion of Short Sea Shipping**, provided an excellent platform to present FONASBA's vision and the perspectives of its members on the future of the Maritime Industry.



ECASBA present during European Shipping Summit

The inaugural **European Shipping Summit** was held in Brussels on 19th and 20th September, organised and hosted by the **Cruise Lines International Association, ECASBA, the European Community Shipowners Association, the European Maritime Pilots Association, the European Towage Association, the European Transport Workers' Federation, the European Dredging Association, Interferry and the World Shipping Council**.

Day one of the event was dedicated to a series of sessions hosted by the Summit stakeholders organised on the themes of Environment, Industry and People, focusing on issues specific to their members. ECASBA joined with WSC in organising a session entitled **"Dangerous Trade, joining forces against drug traf-**

ficking", looking at the impact of drug smuggling on ports, terminals, and ship agents in northern Europe, with a particular emphasis on individuals working in those areas. Speakers representing the shipping lines, ports, customs and border protection and the ship agency community (ECASBA Chair Marco Tak) gave a detailed overview of the problem and provided **insights to the methods used by organised crime to coerce vulnerable staff** to facilitate drug trafficking throughout the transport chain. The session was attended by **approximately 40 delegates**.

Other sessions covered the role of **shipping in the European economy, the fair transition of seafarers to the new shipping environment and of course the decarbonisation of the sector**. The first day of the Summit closed with a gala

dinner at the Belgian Museum of Fine Arts. The main conference was held on day two, with the focus being on political issues impacting on the shipping sector, with high-level discussions on the role of shipping in maintaining and protecting Europe's security and competitive edge, the energy transition and ensuring people remain at the heart of the maritime sector. Speakers included former Commission President **José Manuel Barroso**, DG-MOVE Director General **Magda Kopczynska**, **representatives of EU Member States and senior figures from the shipping sector**. With this first Shipping Summit having been judged a great success, plans are now underway for the 2025 event. Further details will follow.

MEETINGS & EVENTS

FONASBA present at the COP28



FONASBA Regional Vice President MiddleEast & SouthAsia Dr. Dureid Mahasneh attended COP28 Dubai in his role as Chairman of EDAMA - Energy, Water & Environment Association, and Jordanian Member of Advisory Board of Marine Park of Aqaba.

NEWS FROM MEMBERS



New members: Seaharbor Group of Curaçao

In early October, FONASBA was very pleased to welcome **Seaharbor Group of Curaçao** as our second **Associate member** in the country, and our third in the **ABC Islands**. Seaharbor is an **integrated maritime services company**, providing bulk transport services throughout the Caribbean, logistics and other marine services in Curaçao

in addition to their ship agency activities. We look forward very much to their participation in FONASBA's activities in the Caribbean region, the Americas and beyond. Including Seaharbor, **FONASBA's membership now stands at 85 members in 67 countries.**

VIDEOGALLERY



Spokespersons

MR. FULVIO CARLINI
CHAIR OF THE SHIPBROKER COMMITTEE
AND PRESIDENT DESIGNATE



AGENDA

JANUARY 2024

First Africa Round Table

JANUARY 2024

Second Americas Round Table

FEBRUARY 2024

MATE'S Receipt Webinar with BIMCO and ITIC Experts

STAY TUNED

DA-DESK Webinar

SOCIAL



Is your staff ready for the challenge?

by Captain Jakov KARMELIC, FONASBA Education Vice President

FONASBA strongly supports the need to constantly educate brokers and agents, and incorporated this commitment in its strategic documents including the Code of Conduct, FONASBA Quality Standard, and its Lima Declaration.

Many FONASBA national associations organize education and training for their members in various maritime

fields, some of whom are world-renowned institutions education providers for brokers and agents.

Over the last few years, FONASBA has partnered with several of them and now offers a range of online courses that are very popular, with over 400 students from 30 different countries having attended. This shows that FONASBA educational programs are welcomed and has encouraged us to expand our training offer. In addition to the well-established courses on offer for the last few years, we intend to offer the MACN module on Anti-Corruption early in 2024. Watch this space!



Operating in an increasingly complex and regulated sector of the maritime industry, ship brokers and ship agents must be trained and educated to a very high standard to comply with complicated and detailed instructions, understand and act on complex legal conventions and be fully aware of the rules and regulations applicable to the port environment in which they work.

FONASBA partners with a number of its member associations to offer education and training courses covering a wide variety of subjects, levels, languages, delivery methods and course durations.



ICS COURSES

In partnership with the Institute of Chartered Shipbrokers, we offer part-time study solutions that learners can undertake alongside their work.

The Institute courses are available worldwide, delivered 100% online, and supported by expert tutors. Among other solutions for Agents and Brokers, we offer the **"FONASBA Certificate in the Fundamentals of Shipbroking"**.

Registrations are open throughout the year. Please enquire for this entry level course or other ICS courses emailing gmd@fonasba.com

ACB COURSES

As FONASBA, we also cooperate with the Barcelona Shipping Agents' Association (ACB) which in 2024 will host the following courses:

LINER SHIPPING TRANSPORTATION

FONASBA ACB Online Course 14th Edition will be held starting April 2024.

SHIPPING AGENCY IN TRAMP BUSINESS

FONASBA ACB Online Course 3rd Edition will be held starting October 2024.

RORO COURSE (in Spanish) and a second edition of the Blockchain course (in English) will be taking place again in 2024

Please contact ACB at: acb@consignatarios.com

ASBA COURSES

In partnership with ASBA in the USA, we offer a practical entry-level course for new entrants to the ship agency sector: the **FONASBA Agent Diploma**. The course is held online with registration open throughout the year and provides a general understanding of the maritime industry with a detailed foundation on ship agency. The FONASBA Agent Diploma is open to employees of company members of any of its members. FONASBA thanks to its wide network of first-class professionals can help solving any education and training needs.

FONASBA Tailored Courses

Please feel free to contact us to discuss bespoke solutions tailored around your requirements:

gmd@fonasba.com

ASIA REGION

Visit to Visaba, Vietnam



FONASBA is pleased to welcome **Therry Van Vreden of Ben Lines**, on the Executive Committee as a co-opted member. Therry has helped us greatly to sign up **Shipping Association Malaysia** as a new full member last July. He will be working together with Takazo Iigaki, our Regional Vice-President for Asia, as FONASBA **Deputy Regional Vice President**. Indeed, Therry has already started connecting with various potential new members in the region: he has recently visited **VISABA - Vietnam Ship Agents, Brokers and Maritime Service Providers Association**, in Ho Chi Minh city. This is a follow-up visit following President Javier Dulce's mission in the Region, along with President-designate Fulvio Carlini and Takazo Iigaki, FONASBA Regional Vice-President Asia, **to expand the association's network in the area**. It was a pleasure to have had a fruitful meeting with Mr. Pham Quoc Long, the Chairman, and Mr. Tuan Ngo Anh. We look forward to working closely with our partners in Vietnam!

AFRICA REGION

Next Executive Committee meeting

In these days, FONASBA is already working on the **upcoming Executive Committee meeting** with our host, **Mr. Mohamed Mouselhy**, who previously visited us in London. The meeting in **Cairo**, scheduled for March 5th, promises to be exceptional, aiming to expand **FONASBA's footprint in the region**. Do not miss this opportunity to delve into the specificities of the continent and discuss FONASBA's expansion.



Reminder for Members

We aim to work as closely as possible with each and every one of our members. **If your association is hosting an event and you believe that the presence of a FONASBA officer would be beneficial**, please let us know, and we will make every effort to participate!

Also, FONASBA offers several options to welcome companies that wish to be part of our federation. **'Full membership'** is reserved for **National Associations**. However, for companies that cannot be represented at the national level but still wish to be part of our federation, there is the **'Associate'** category option. Please reach out to us to discuss all available options.

We would like to hear from you!