

**MINUTES OF THE  
COUNCIL MEETING HELD AT  
THE FOUR SEASONS HOTEL, SYDNEY  
AT 1.30 p.m. ON FRIDAY, 14<sup>th</sup> OCTOBER 2011**

**Present:**

Mr. C.P. Papavassiliou	President
Mr. C. Génibrel	Executive Vice President
Mrs. M. Collins	President Designate/ Chairman, Chartering & Documentary Committee
Mr. T.D. Paulsen	Immediate Past President
Mr. A. Mantrach	Vice President Africa
Mr. P Campbell	Vice President Americas
Mr. T Iigaki	Vice President Asia
Mr. G.J. Heinonen	Vice President Europe
Mr. A. Belmar da Costa	Chairman, ECASBA
Mr. G. Gordon Findlay	Chairman, Liner & Port Agency Committee
Mr. B. Szalma	Vice Chairman Chartering & Documentary Committee
Mr. B. J. Stokes FICS	Vice Chairman, ECASBA
Mr. J.A. Foord FICS	Vice Chairman, Liner & Port Agency Committee

**In Attendance:**

Mr. J.C. Williams FICS	General Manager
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Mr. R. Garcia Piñiero	Argentina	Mr. G.E. Duci	Italy
Mr. J. Dulce	Argentina	Ms. T. Nomura	Japan
Mr. G. Hernandez	Argentina	Mr. T. Saita	Japan
Mr. L. Russell	Australia	Mr. J. Cutberto Parra Mendoza	Mexico
Mr. M. Phillips	Australia	Mr. V. Banovic	Montenegro
Mr. S. Adao	Brazil	Mr. K.F. Eriksen	Norway
Mr. W. Rocha Junior	Brazil	Mr. L.P. Storfjord	Norway
Mr. N. Hristov	Bulgaria	Mr. J. Contreras	Peru
Mr. Liu Gaixin	China	Mr. S. Zaconeta Torres	Peru
Capt. J. Karmelić	Croatia	Mr. A. Tablizo	Philippines
Mr. A. Houtved FICS	Denmark	Mr. E. Bandelj	Slovenia
Mr. J. Vikstrom	Finland	Mr. N. Warner	South Africa
Mr. S. Lomberg	Finland	Sñr. J. Fernandez	Spain
Mr. C. Bele	France	Mrs. B. Blomqvist	Sweden
Mr. P.J. Wood FICS	Great Britain	Mr. K. Turkantos	Turkey
Mr. U. Masucci	Italy	Mrs. J. Cardona	USA
Mr. V. Totorizzo	Italy	Mr. A. Jamieson	ITIC
Ms. G. Reghellin MICS	Italy		

**Item**

**Action**

**1. President's Welcome**

The **President** welcomed all those present to the Council Meeting, with a specific mention to Mr. **Adao** (Brazil), Mr. **Liu** and Mr. **Wang** (China) and Mr. **Bele** (France), who were attending their first Annual Meeting. Apologies for absence had been received from Belgium, Germany, Ireland, Israel, INTERTANKO and the Shipbrokers' Register.

The **President** also thanked Mr. **Phillips** and Mr. **Russell** of Shipping Australia having organised a perfect meeting.

**2. Minutes of the Last Meeting held Varna, 15<sup>th</sup> October 2010**

With no comments having been received previously or made at the meeting, the minutes **were approved**.

### 3. **Matters Arising**

There were no matters arising not otherwise covered in the agendum.

### 4. **Annual Meeting 2013**

The **President** invited Mr. **Contreras** and Mr. **Zaconeta Torres** from APRAM to make their presentation to host the Annual Meeting in Lima in 2013. Following the presentation the delegates indicated their full support for the **2013 Annual Meeting** being held in **Lima** by a round of applause. The **President** thanked Messrs. **Contreras** and **Zaconeta Torres** for their presentation and said FONASBA looked forward to meeting in Lima in two years time.

### 5. **Membership Reports**

The **President** asked the Regional Vice Presidents to report on membership activity in their regions.

Africa: Mr. **Mantrach** reported that FONASBA had gained two new members in Africa since the last meeting: Nigeria, a Full member, and GAC Qatar, an Associate member. He reminded the meeting that initially efforts had been made to secure an application from the Qatar Forum as a Full member but when this had not eventuated GAC had been invited to apply for Associate membership. He also confirmed the ballot on the application from the Jordan Shipping Association would be held during this meeting.

Asia: Mr. **Iigaki** said that he was working closely to try and encourage a number of associations the Asia Pacific region to join FONASBA – for example Singapore, Thailand and Korea – but said that their boards remained unconvinced of the benefits of joining. He was therefore considering changing his method of approach and the newly formed Indian Ocean and Westpac range committee would be a useful asset in this regard. He also asked the current associations in the committee, particularly Australia, China and South Africa, to promote the Federation in countries where they have contacts or influence, and to use their experience of membership, along with the Quality Standard and other FONASBA activities and initiatives, as additional tools when talking to potential members.

Americas: Mr. **Campbell** said that as reported in the Liner & Port Agency Committee Plenary meeting the previous day, CIANAM provided a considerable amount of support to his efforts as Regional VP in attracting new members in the Americas and he thanked the CIANAM members present for their efforts. He said they were currently working on Chile, Panama, Ecuador and Canada and hoped to make progress in the coming months. He said that having the 2013 meeting in Peru would provide a major boost to their efforts and confirmed that CIANAM would be holding a regional meeting in Lima immediately before the FONASBA meeting.

Europe: **Mr. Heinonen** reported that in the past year, Greece had rejoined the Federation and thanked **Mr. Papavassiliou** for his efforts in bringing this about. He said there had been concerns about Ireland but confirmed he had been in contact with the association and was reassured that an ongoing internal restructuring should ensure their continued membership. A meeting held with the Polish association whilst ECASBA was in Gdansk had been very useful in introducing the senior officers – the **President, Chairman** of ECASBA and **himself**, along with the **General Manager** – to the association and had provided an opportunity to discuss a number of issues. A similar meeting was expected with the Swedish association in Gothenburg in 2012. He also stressed the importance for all European associations of securing the FONASBA Quality Standard. Concluding, he reminded all those present that the Regional Vice Presidents were ready and willing to meet with any association that wished to invite them. A copy of **Mr. Heinonen's** report is attached to these minutes.

The **General Manager** then updated the meeting on efforts to bring the Indian association, FEDSAI, into membership. He said that he had been in contact with the federation itself, and its two largest constituent associations – in Mumbai and Chennai – ahead of a visit to the country in early November, which he was combining with an ICS meeting.

The meeting was then asked to vote in a secret ballot to elect the Jordan Shipping Association to

Full Membership. The **General Manager** instructed the delegates in the correct voting procedure and, after being cast, the ballot papers were collected, scrutinised and counted by **Mr. Jamieson** with the result to be announced later in the meeting.

**6. Finance and Funding**

The formal accounts for 2010/11, draft budget for 2011/12 and the proposal to hold membership fees unchanged for 2012/13 had been circulated in advance.

With no comment forthcoming on the formal accounts, Council was asked to vote and, on a show of hands, **approved the accounts unanimously.**

The draft budget was also introduced and on request the **General Manager** clarified a number of items. With no further questions, and on a show of hands, the budget for 2011/12 was **approved unanimously.**

The proposal to hold membership fees for 2012/13 unchanged at the 2009/10/11 level was also **approved unanimously.**

The proposal to re-elect messrs. Blain Pritchard Ltd. as FONASBA's auditors for the current year was **approved unanimously.**

**7. FONASBA PR Campaign**

The **President** gave the meeting details of the proposal to begin discussions with two maritime PR companies, Navigate and Dunelm, with a view to securing the services of one of them for a trial twelve month period, after which the benefits would be reviewed. The Executive Committee had agreed that a small sub-committee (to be appointed) would meet with both companies at the time of the February Executive Committee meeting and discuss their proposals in line with the budget of € 10,000 already allocated. Council agreed that professional assistance was required in order to promote the Federation and supported the Executive Committee's proposals.

**CPP**

Mr. **Jamieson** said that he would be pleased to put FONASBA in touch with ITIC's PR people and the offer was gratefully accepted.

**JCW**

**8. Secretarial Support**

The **President** advised the meeting that the Executive Committee had proposed taking on a part-time (initially two days per week) Secretariat Assistant to provide support to the **General Manager**. A job description and person specification had been drawn up and approved and an indicative salary package had been agreed and included in the budget approved previously. The meeting fully supported the proposal and the **General Manager** was asked to proceed accordingly.

**JCW**

**9. FONASBA Future Development**

At the request of the **President**, the **General Manager** advised the meeting that a decision had been taken by the Executive Committee to upgrade and enhance the FONASBA website early in 2012. The timing had been driven by the need to ensure that the site kept pace with developments in hosting technology and so the opportunity would also be taken to review the content and make improvements to the look of the site and improve navigability. He said that upgrading the operating software to HTML 5 standard would ensure that the site functioned as well on mobile media as on traditional PCs and would also allow it to incorporate links to, and use the functionality of, social media sites such as Linked-In, Twitter etc. The updating process would also be brought in house and updates could be undertaken from any internet connected device thus, for example, allowing seminar or meeting presentations to be uploaded immediately after they were first presented. The page layout would also change, with a much lighter background and newer fonts being provided to improve readability.

The home page would use blogging technology to ensure it could be changed regularly – to enhance the dynamic look of the site and, by implication, of the organisation – and would

incorporate discrete rotating images featuring ship types and the logos of member associations, with the latter linking directly to the members list.

The **General Manager** also reminded the meeting that these enhancements would be done as part of the annual webhosting fee so there were no additional costs incurred in the upgrade. He also said that additional features would be added to the site once it was online and these would include the proposed education pages and the online brokers' directory discussed during the C&D Plenary. Other changes may follow as a result of the PR strategy review that was planned for 2012.

In term of timing, the site would migrate unchanged to the new technology in early 2012 and the other enhancements/improvements/additions would follow thereafter.

The **President** then asked Mr. **Campbell** to introduce the proposal to introduce a professionally published Annual Report to replace that currently produced in house. Mr. **Campbell** said that the proposal was based on the format of the very successful River Plate Shipping Guide that Centro de Navegacion had been publishing for many years. He said the content would be a mix of informative articles and reports from member associations and would be funded by advertising from companies within member organisations. It was proposed that the editor of the River Plate Guide would take on the task of producing the FONASBA report and would be responsible for all aspects of the publication – including securing country information and reports from member associations and securing adequate advertising to ensure that the book was a revenue generator for FONASBA rather than a cost item.

Both proposals were discussed by Council and received their enthusiastic support. Accordingly the **General Manager** and Mr. **Campbell** were authorised to proceed with both projects.

**JCW  
/PC**

With regard to the current Annual Report, the **General Manager** said that due to the delay in receiving country reports, the 2010/11 edition had been postponed and would be issued in early 2012, a timeline that both avoided the summer break and also better suited a number of associations. All associations were therefore asked to review their country reports and update same to cover the 201 calendar year.

**Assns.**

Further on the subject of future development, Mr. **Masucci** said that in terms of strategy FONASBA should be looking at least 20 years ahead and actively encouraging the participation of younger members of the agency and broking sectors in its work. He said the Venice meeting in 2012 would be an ideal base from which the Young Members initiative could be re-launched and to this end FEDERAGENTI would be encouraging young members to participate in the event at a reduced cost through the provision of cheaper accommodation in Venice.

The **President** thanked Mr. **Masucci** for his suggestion and reminded those present that the Annual Meeting was the best opportunity to see FONASBA in action and to benefit from the events, networking and other opportunities, as well as the social events. He reminded the meeting that ideally all associations should send three delegates – one agent, one broker and the secretary – to ensure that all the meetings were appropriately covered and therefore the maximum benefit was gained from their participation.

Finally on this subject, the **President** reminded delegates of the discussion at the ECASBA Plenary on the need to positively and quickly reply to all surveys issued by FONASBA. Being in a position to respond accurately and in many cases in a short timeframe to all enquiries received from members and externally was of paramount importance to the effective operation of the Federation.

**Assns.**

#### **Result of Membership Ballot**

Following completion of the ballot process, Mr. **Jamieson** announced that the Jordan Shipping Association had been **elected unanimously**. The **President** said the association would be notified immediately. *(Done)*

**10. FONASBA Governance Handbook**

The **General Manager** reminded the meeting of the purpose and aims and objectives of the Governance Handbook project and said that the version circulated to all associations ahead of this meeting had sought comment from member associations as to any possible inaccuracies but none had been received. He therefore encouraged all those present to look carefully at the contents of the current version (attached) and revert with any suggestions for changes. Proposals to expand the contents/scope would also be welcome.

As this document would evolve in conjunction with FONASBA's rules and procedures there was no requirement to formally approve the handbook but the project was endorsed by Council and the **General Manager** congratulated on the work done in bringing it to its current state.

**11. External Relations**

The **General Manager** updated Council on the current excellent state of FONASBA's relationships with IMO, the European Commission, the Baltic Exchange, BIMCO, INTERTANKO, Intercargo and ITIC.

**12. Annual Meeting 2012**

The **President** then invited Mr. **Masucci** to update the meeting on progress towards the 2012 Annual Meeting in Venice. Mr. **Masucci** made a short video presentation on Venice, the chosen hotel – the Danieli – and the anticipated programme. He also confirmed the date as being the week commencing Monday, 8<sup>th</sup> December 2012, reiterated the arrangements for young members and said that FEDERAGENTI looked forward to welcoming everyone there at that time. The **President** thanked Mr. **Masucci** for his presentation and confirmed FONASBA was eagerly anticipating the event.

**13. Any Other Business**

On the subject of future Annual Meetings, **Mr. Carlini** said that in even dated years the second week in October clashed with a major forest products conference and he asked that consideration be given to another date for the FONASBA Annual Meeting in such cases.

Mr. **Foord** suggested that consideration be given to expanding the range of issues discussed at the Plenary meetings – and in particular current important topics linked to environmental protection such as emissions, renewal energy sources and similar.

The **President** said both issues would be considered by the Executive Committee over the coming year.

With the formal business of the meeting concluded, the **President** announced the award of **Honorary Membership of FONASBA** to Regional Vice President for Asia **Takazo Iigaki**. In making the award, which had been enthusiastically endorsed by all the associations present, the **President** said it was in recognition of the many years of active service by **Iigaki-san** and in particular his drive and commitment in developing and expanding FONASBA in the Asia Pacific region. The award was marked by a spontaneous and extended standing ovation from the delegates. In thanking Council for the award, **Iigaki-san** said it was a huge honour for both himself and the Japanese association and he was very proud and honoured to accept it. Presentation of the Honorary Members badge would take place at the Gala Dinner later that evening.

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

The **President** advised the next meeting would be held in **Venice on Friday 12<sup>th</sup> October 2012**.

**There being no further business to discuss, the President brought the meeting to a close.**

**JCW/12.2011**