

ISSUE NO.

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2019

THE NEW
HORIZON



**THE FEDERATION OF NATIONAL ASSOCIATIONS
OF SHIP BROKERS AND AGENTS**

The Baltic Exchange, St Mary Axe, London EC3A 8BH Great Britain

Tel: + 44 20 7623 3113, e-mail: generalmanager@fonasba.com

website: www.fonasba.com



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END OF YEAR UPDATE

Dear Friends,

It gives me much pleasure to write this introduction to our second newsletter of 2019. Newsletters are central to the provision of information to you, your individual company members and the wider maritime sector so we will be increasing their frequency to keep you more regularly informed. In turn we would ask that you circulate them locally. Communication within FONASBA must not be all one way however, and I would ask you to keep us fully advised of the success stories, difficulties and problems that you and your members face. This will keep FONASBA regularly updated on the matters that impact on you and your members at national level and, equally importantly, allow us to respond favourably and effectively to your expectations.

The desire to enhance two-way communication is also a central theme of our 50th Anniversary Meeting in Miami, the flyer for which can be found on the following two pages. To reform the agenda, we are working with the Chairs of the three Committees to ensure that their meetings offer the widest possible opportunities for interaction and exchange of views. "More discussion panels, less PowerPoint presentations!" will therefore be the guiding principle this year. In order to further increase the value and interest of these events, we will be inviting senior executives, with relevant experience of the matters under discussion, to join us and impart their wisdom and opinions. This will enable you to return home fully briefed and ready to take informed action locally.

Also new this year is the Association Best Practices Committee meeting which, as its name implies, will discuss the issues that face member associations in addressing local issues, administering the association and engaging with member companies. This is an opportunity to exchange views on the development of additional and alternative income streams and the provision of value-added services to members. It will also consider how to ensure the association engages effectively with industry and government to address and resolve local issues. This meeting provides a forum for the discussion of these issues and to share examples of best practice with your colleagues from across the membership. Both FONASBA and our hosts at ASBA are working hard to make this very special Annual Meeting an outstanding success and we hope you will be with us to enjoy it.

Earlier this year we issued a survey to collect your views on the future of our Annual Meetings. We have now heard from just over 30 members and their feedback has been very informative. 30 replies represent less than half the membership however, so if you have not yet given your feedback, I would ask you to do so. This will be an ongoing exercise and your input is vital to ensuring that FONASBA continually meets your needs and expectations.

Over the past 50 years, FONASBA has educated, informed and supported its members and we are committed to continuing to do so. Our future is changing at an ever-increasing rate and agents and brokers must embrace new technologies, artificial intelligence and similar developments in order to remain relevant and provide an effective and efficient service to our principals. This will require us to stay united, strong, enthusiastic and committed and to support FONASBA in promoting and protecting our interests. In order to start our second half-century in the spirit in which we wish to go forward, I would invite you to join us in Miami in October to "Celebrate our past and Inspire our future".

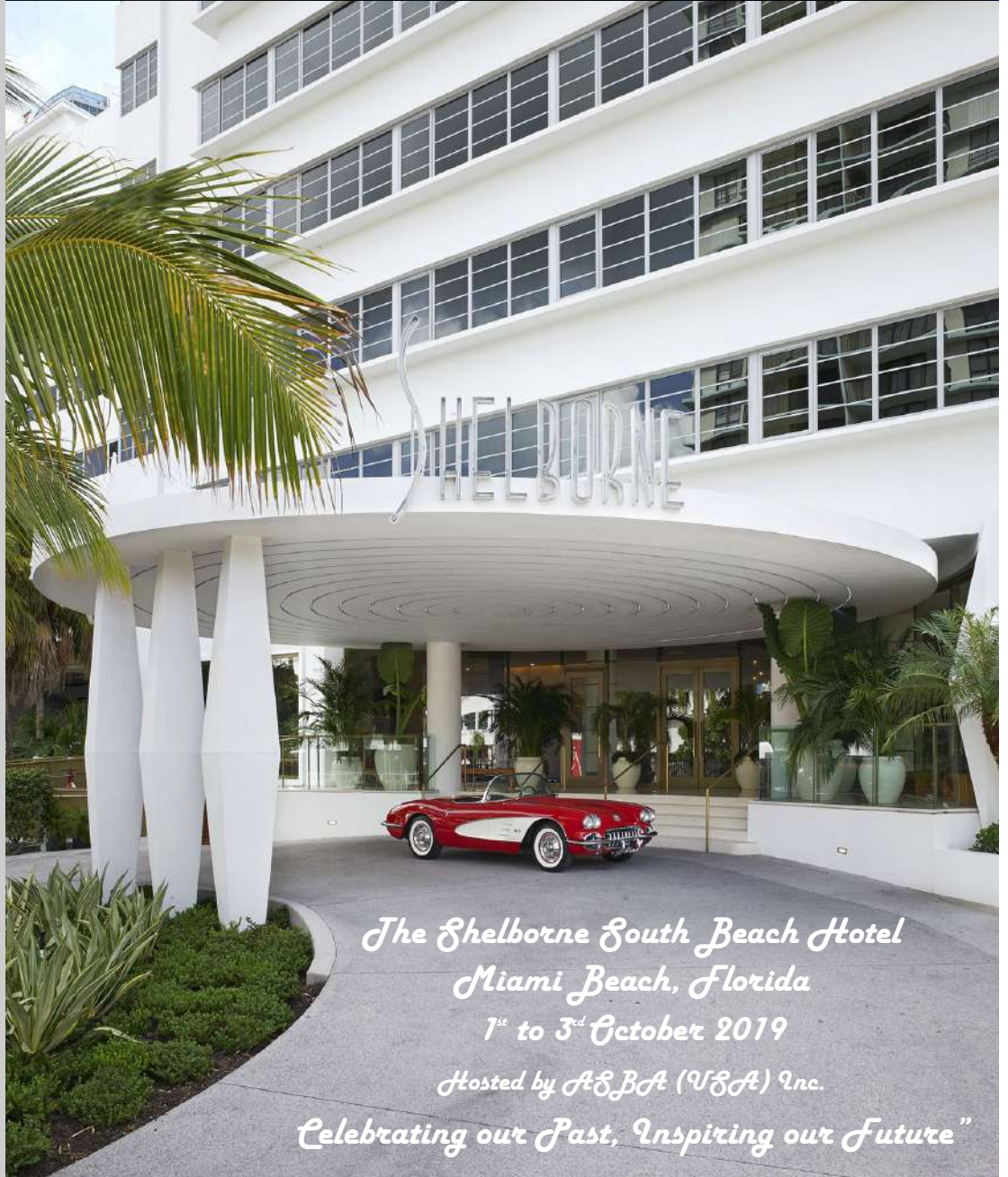
AZIZ MANTRACH - PRESIDENT



FONASBA

ANNUAL MEETING 2019

www.fonasba.com/fonasba-annual-meeting-2019



*The Shelborne South Beach Hotel
Miami Beach, Florida*

1st to 3rd October 2019

Hosted by ASBA (USA) Inc.

"Celebrating our Past, Inspiring our Future"

FONASBA

Join us for our 50th Anniversary Annual Meeting
If your association has not attended before, make this meeting your first!

“Celebrating Our Past, Inspiring Our Future”

Join the entire FONASBA membership to reflect on past accomplishments while planning for our next 50 years.

Our 50th Annual Meeting will host interactive sessions, leading to enhanced collaboration and more productive outcomes:

Tuesday 1st October

09.00 – 13.00 ECASBA Plenary Meeting
 14.00 –15.00 C&D Plenary Meeting
 15.15 – 17.15 C&D Discussion Panel
 17.30 Range Committees

Wednesday 2nd October

09.00 –13.00 L&PA Plenary Meeting
 14.00 –16.00 L&PA Discussion Panel

Thursday 3rd October

09.00 – 11.00 Host Nation Presentation
 11.30 –13.00 Association Best Practices Meeting (*new this year*)
 14.00 – 16.00 Council Meeting

Programme Highlights:

- A Charterer’s view of Ship Agency and the FQS: Jeffrey Milstein, Vitol
- L&PA Panel Discussion: Disruptive Technologies and the Ship Agent
- C&D Discussion Panel: Future Threats and Opportunities for Ship Brokers

Networking compliments the formal work programme and the social events have been organised to allow delegates and partners to meet and mingle:

Tuesday: Welcome Reception at the Shelborne
 Wednesday: “Biscayne Lady” Dinner Cruise www.biscaynelady.com
 Thursday: Gala Dinner at “Briza on the Bay” www.brizaonthebay.com

Delegate Fee: US\$ 750.00 per person, Partner Fee: US\$ 700.00

On Friday 4th October, enjoy an optional excursion into the Florida Everglades, including a ride on an iconic air boat (additional fee). Further details will follow.



PRACTICAL INFORMATION:

Visas: **Almost all delegates will require a US visa.** Early application is recommended. Further information can be found here: <https://travel.state.gov/content/travel/en/us-visas/tourism-visit/visitor.html>

Hotel Reservations and Delegate Registration: Go to: www.fonasba.com/fonasba-annual-meeting-2019. The FONASBA discount hotel rate (US\$ \$209.00/night Single, \$239.00 Double) includes breakfast and the applicable Resort Fee*. **Bookings should be made by 16th August at the latest.**

Hotel Information: For more information on the Shelborne, go to www.shelborne.com (not for bookings).

***Please Note: The FONASBA discount rate applies from 26th September to 7th October inclusive. Bookings made via other sites will exclude breakfast and the Resort Fee (US\$32.00 plus Florida sales tax). These will be charged as an extra.**

SEE YOU IN MIAMI!!

www.fonasba.com/fonasba-annual-meeting-2019

MEMBERSHIP NEWS (www.fonasba.com/fonasba-member/fonasba-membership-list)

Since the last Newsletter, we are pleased to welcome the following Members to the Federation:

Associate Members: Dammers Shipagency, Curaçao

Candidate Members: Cámara Costarricense de Navieros (NAVE), Costa Rica

We look forward very much to their active participation in our activities.

The election of both members is extremely encouraging in the context of FONASBA's membership expansion in the Americas and particularly so that the election of Dammers brings FONASBA its first member in the Caribbean.

Both memberships have arisen as a result of a targeted approach to the central American and Caribbean region by the RVP for the Americas, Javier Dulce. In early April, both he and the President visited Jamaica, Guatemala, Costa Rica and Honduras before also participating in the CIANAM Assembly in Lima, Peru.

EDUCATION (www.fonasba.com/education-and-training)

The writing of final submissions for the 2019 Young Agent and Broker Award is now well underway, with ten applicants having previously submitted initial synopses to the Review Committee.

As in previous years, the winner will be announced in August and invited to participate in the Gala Dinner at the conclusion of the 2019 Annual Meeting in Miami. Both ITIC and BIMCO are continuing their sponsorship of the prizes for this year and we are very grateful for their ongoing support as always.

The FONASBA Agent Diploma, developed in conjunction with our colleagues at ASBA in the USA, continues to attract students from across the membership. As reported previously, the course is a modified version of a scheme that ASBA have been successfully running for some years to provide an entry level study course and online examination for ship agents. For the FONASBA scheme, the course and examination have been modified to suit an international student base.

To date almost 200 students have registered and nearly 70 had successfully completed the course and received their Diplomas. Full details of the scope and coverage of the Diploma, and how to register and enter students, can be downloaded from the FONASBA website at: www.fonasba.com/education-and-training/fonasba-agent-diploma

The President and Javier were very warmly received by the associations and it is anticipated that further applications for membership will follow as a result of this visit.

Pictures of all these visits are on the FONASBA Facebook and LinkedIn pages and are also reproduced in the Photo pages at the end of the Newsletter.

The Baltic States, Estonia, Latvia and Lithuania are not currently represented in FONASBA (although Lithuania was a member until 2009) and so the President and RVP for Europe Antonio Belmar da Costa will be visiting all three countries later in June. The opportunity will also be taken whilst in close proximity to additionally visit the St. Petersburg association.

The RVP's for Africa, Far East and the Middle East & Indian sub-continent are also actively following up on membership opportunities in their areas of responsibility.

Pictures of some of the successful candidates have been posted to the FONASBA Facebook and LinkedIn pages and a sample are reproduced on the Photo pages.

Following its launch in May 2018, the Ship Agents Interchange Learning (SAILNET) project, developed by ECASBA in conjunction with the Escola Europea de Intermodal Transport in Barcelona, now enjoys the support of our Members in Algeria, Argentina, Italy, Morocco, Portugal, Spain and Tunisia. Any other association wishing to participate in the exchange programme (which includes a commitment to host students from other partner associations) should contact the FONASBA Secretariat.

The first SAILNET course will begin in November 2019 with the introductory international training element being held at the Escola in Barcelona. Further information can be found on the dedicated website at: www.sailnetprogramme.com



QUALITY STANDARD (www.fonasba.com/fonasba-initiatives/fonasba-quality-standard)

The latest country to be added to the Standard is Curacao, where new Associate member Dammers Shipagency quickly followed up their successful membership application with a request to be granted the FQS on the basis of their ISO 9001 accreditation.

At the end of June therefore, the number of Members covered by the Standard stands at 33, the others being: Algeria, Argentina, Australia, Belgium, Brazil, Croatia, Cyprus, Denmark, Dubai, Egypt, Finland, France, Great Britain, Greece, Hungary, Israel, Italy, Japan, Kenya, Lebanon, Malta, Mexico, Morocco, the Netherlands, Peru, Portugal, Slovenia, Spain, Sweden, Tunisia, Uruguay and USA. There are also a number of other Members working on developing their own criteria and so the total number of countries covered is expected to increase very shortly. Overall, the number of companies holding the Standard continues to rise and currently 493 have been approved to the Standard.

Whilst having more than half our member countries covered by the Standard is encouraging, it remains vital for the success of the initiative that all FONASBA Members are covered. To this end Jeanne Cardona of ASBA has been given overall responsibility at Executive Committee level for overseeing promotion of the Standard and she will be working with the Secretariat to ensure the continued spread of its coverage across the membership. In addition to

promoting the Standard internally, her remit will include liaising with ship owners as well as major charterers in order to generate demand for the Standard from Principals back to ship agents.

We are aware that some associations have doubts about the impact on already busy secretariats of the level of work required to draft the criteria. It may therefore come as some comfort to learn that earlier this month, the criteria for one major maritime nation (and one of our largest members) were put together in approximately 3 hours during a visit by the association Managing Director to the FONASBA Secretariat. This underlines the inherent simplicity built in to the Standard, using elements of the association's pre-existing membership conditions and adding in the missing components.

All those associations still not covered by the FQS are therefore encouraged to look at their membership criteria, see what needs to be added and put a proposal together. The General Manager is always ready and willing to work closely with the association during that process. Bear in mind too that the association can charge a small fee to its members for administering or auditing the Standard. FONASBA does not make a charge but associations can, thus generating some additional revenue, which is always welcome!

PORT PROCEDURES SURVEY (www.fonasba.com/fonasba-initiatives/fonasba-port-procedure-survey)

At the last count, there were 258 ports in 44 countries covered by the Port Procedures Survey. Whilst the number of countries represented is quite promising, the number of ports within those countries is often very small, usually limited to the major ports and often further restricted to the container ports only. Whilst it is correct that associations should enter information on the major ports first, to have any benefit to the wider shipping community, the smaller ports, particularly in the bulk sector also need to be included. Regular callers at ports (for example container lines) have most of the relevant information to hand but it is in providing data to ship owners that only call occasionally that the survey can demonstrate most value. We would therefore urge associations to look once again at the coverage of ports in their country and to upload information on those that are missing, whilst at the same time reviewing and updating existing data.

As stated previously, leaving the uploading of the information to the secretariat can increase their

workload and slow down the process. A local agent will have all the information at their fingertips and is therefore best placed to undertake the work. The data is uploaded online and where necessary fields are automatically added based on the response to the previous question. An updater with current and practical knowledge of the port can therefore fill in any gaps at the time, thus avoiding the need to refer back as could be the case were the secretariat to undertake the work. We would therefore recommend that associations invite a small number of their agent members (where possible those operating at multiple ports) to taken on the role of uploading the data.

This does of course require that the association has to provide the updater with the username and password for the Members' Area but if done carefully this should not prove too much of a security risk.

We look forward to further ports being added to the Survey to increase its value to users.

MEMBERSHIP SURVEYS (www.fonasba.com/member-survey)

The close and collaborative relationship between members, demonstrated by the provision of mutual support and assistance through the exchange of information on technical matters, best practice and other subjects is key to the success of FONASBA's activities. Our membership surveys are of considerable value to our members, and at the same time reinforce the cohesiveness of this Federation. Support from colleagues is particularly important where the issues are complex, for example on customs or immigration procedures. Implementation of global and regional legislation often includes provision for the original regulation or directive to be amended, often significantly. It is therefore important to ensure a level playing field that FONASBA members are able to exchange information on how a specific measure is implemented elsewhere. Where the legislation is newly introduced, it is also vital that a member is able to seek guidance from others that have previously undergone the same process.

Membership surveys are circulated to all members, Full as well as Associate, and it is important to the originating member that they receive the broadest possible level of responses. Input from all members surveyed is therefore vital in building up the whole picture.

STANDARD DOCUMENT UPDATE (www.fonasba.com/documentation)

The FONASBA/BIMCO Agency Appointment (AAA) and General Agency Agreements (GAA) are gaining increasing acceptance in the market as the documents for establishing a clear and balanced agreement between the agent and Principal. Using one of these documents ensures that the two parties are fully aware of the split of their responsibilities, thus avoiding unnecessary complications later on.

Clarifying what the Principal can expect, and what the agent will provide, for the agreed agency fee is also fundamental to a good agent/Principal relationship. A summary of the activities to be provided in return for a "normal" agency fee has therefore been developed in conjunction with the Netherlands association, VNC. Similar to the previous Standard Port Agency Conditions document (now withdrawn), it is not a contract but a checklist for exchange between the agent and the Principal at the start of the agency relationship to clarify what will be expected and provided. To assist in reaching agreement, the subject headings in the summary align with those in the AAA and GAA. The document will be circulated to members ahead of the Liner & Port Agency Plenary meeting in Miami with a view to it being approved as

As stated previously, the Secretariat now records the level of responses to surveys and unfortunately, the support given by members across our Federation can vary widely. Good news first and we can report that over the past year, Argentina, Belgium, Brazil, Croatia, Cyprus, Denmark, Hungary, Israel, Japan, the Netherlands, Portugal and the UK have responded to every survey, so well done all. Less good news is that some members have not responded to any surveys, whilst others have a less than 10% response rate. Clearly not every member will be able to reply to every survey, for instance because the conditions to not apply in their country and if that is the case, please report that. "Not applicable" is a valid answer and will count towards the number of times a member has responded.

On the other side, members facing issues in their own countries are strongly encouraged to contact the Secretariat to request a survey be issued. In order to avoid duplication however, we would recommend a check of the surveys already carried out (listed on the website at the address above), and of the Port Procedures Survey to ascertain if the question has already been covered.

a FONASBA Standard Document.

Also scheduled for endorsement in Miami will be the first draft of the revised UNCTAD Minimum Standards for Ship Agents. As reported previously, FONASBA agreed with the UNCTAD Secretariat that after more than 30 years, the original Minimum Standards were in need of review in order to ensure they reflect the current state of ship agency. FONASBA's definition of the ship agent that was incorporated in the revised IMO FAL Convention will form an integral part of the new UNCTAD Standards, as, it is hoped, will a reference to the Quality Standard. Assuming the first draft receives endorsement in Miami, it will be sent to UNCEFACT, the UN body now responsible for trade facilitation for further consideration.

FONASBA continues to participate in the BIMCO sub-committee working on a revision of the GENCON '94 charterparty, the most commonly used voyage charter form worldwide. FONASBA has established its own sub-group to support C&D Committee Chairman Fulvio Carlini FICS, who attends the meetings.

FONASBA VISITS

Maintaining regular face to face contact between FONASBA, its member associations and their own members is integral to ensuring a strong, open and active dialogue and to ensure FONASBA is attentive to their needs and continues to provide relevant and appropriate services at all times.

In March, President Aziz Mantrach visited Jordan to meet with the board of the Jordanian Shipping Association.

As reported on page 4, the President and Regional Vice President for the Americas Javier Dulce visited Jamaica, Costa Rica, Guatemala and Honduras in April to meet the local associations and to discuss their interest in joining FONASBA. The election as a Candidate membership of the Costa Rican association Cámara Costarricense de Navieros (NAVE), was a direct result of this visit and it is anticipated that further applications will follow. The President also attended the 2019 Annual Meeting of CIANAM and made a presentation to the delegates.

Accompanied this time by Regional Vice President for Europe Antonio Belmar da Costa, the President visited Norway and Sweden in early May. In Bergen they met with the President and Secretariat of the Norwegian Shipbrokers' Association to discuss the possibility of the NSA re-joining FONASBA. With Norway being one of the founder members of FONASBA, their absence from membership in this

50th anniversary year was clearly noted by both sides. Whilst no decision on Norway returning was taken at the time, the talks were cordial and it is hoped that this, combined with the close relationship Norway shares with Denmark, Finland and Sweden as part of the Nordic Range Committee, will lead to the NSA returning as a member of FONASBA in the near future. In Stockholm, the President and Antonio Belmar da Costa attended the centenary celebrations of the Swedish Shipbrokers' Association. The President was invited to address the guests at the start of the event and he emphasised the importance of Sweden to the development of FONASBA, it too being one of the founder members in 1969.

Pictures of these visits can be found on the Photo pages.

As already mentioned on page 4, the President and RVP Europe will be visiting the Baltic States in mid-June and it is hoped that as a result our representation in the area will be expanded.

The programme of visits will of course continue and we would once again remind associations that FONASBA will be pleased to join in General Meetings, seminars and other appropriate events to ensure the connection from FONASBA through the association to the local agency and broking communities remains strong and active. Please contact the Secretariat if you would like FONASBA to visit your association.

WEBSITE AND SOCIAL MEDIA (www.fonasba.com, www.facebook.com/fonasba, www.linkedin.com)

The FONASBA website remains the main resource for ship brokers and ship agents and provides a wealth of information about the activities of FONASBA and its members. It also holds the only definitive list of companies accredited to the Quality Standard and is the portal to Port Procedures Survey. The level of hits is increasing steadily, providing further evidence of its value to members.

FONASBA², the Members' Area for company members of national associations is now live but a slow start to registrations has seen the deadline for self-registration extended for another three months until mid-August. Information on how companies can register was circulated previously but is also reproduced on the next page. We would strongly encourage companies to self-register as it gives access to information that is not currently available on the public site or, as with the summaries of membership surveys, will soon be removed from the public site. Self-registering also reduces the

workload on the association secretariat, which is never a bad thing! Once self-registration closes, companies will still be able to register but will need to do so via the association.

Also reproduced on the following pages is information on how to advertise on the FONASBA website. Advertising on the main site is an excellent means by which companies can get their message across to ship owners and operators as well as to ship agents and others that visit the site looking for guidance and information.

Our social media pages on Facebook and LinkedIn are another effective way of publicising the activities of the Federation beyond the membership and of better promoting our Federation and its activities. There is also a separate private, invitation-only, Facebook page for shipbrokers. A private LinkedIn account is under development to allow association secretaries to communicate and exchange views on the running and development of their organisations.

FONASBA² COMPANY LOG-IN INSTRUCTIONS

Access to FONASBA² is strictly limited to companies that are bona fide members of FONASBA national associations. Accordingly these instructions must not be made available outside those companies or in the public domain. Registrations to FONASBA² will be regularly monitored and any inadmissible applications cancelled.

INITIAL REGISTRATION:

1. After logging-on at FONASBA² at: www.fonasba2.fonasba.com, the registration page will appear.



2. Insert your username (which can be your email address), contact details, email address and password (see below) in the “Register” panel and then select your host member association from the drop down list.
3. The password must be at least of 8 characters, containing at least one number, one uppercase character, one lowercase character, and a special character e.g. asterisk, or brackets etc.
4. Click “Register”. If your registration is successful, you will receive an on-screen notification to confirm.

This facility will only be open for a limited period. If the Register panel is not visible, contact your member association (details at: www.fonasba.com/fonasba-member/fonasba-membership-list) and they will organise a username and password for you.

ACCESS AFTER REGISTRATION

Simply enter your username and password in the “Association Members” panel and click “Login”.

FONASBA

The Baltic Exchange, St. Mary Axe, London EC3A 8BH
Great Britain

Tel: + 44 20 7623 3113, e-mail: generalmanager@fonasba.com,
website: www.fonasba.com

ADVERTISE WITH FONASBA!!

FONASBA is now taking bookings for advertisements on its website.

The Federation's website is the "go to" resource for ship owners, operators, charterers and others seeking ship agents and ship brokers, as well as those seeking more information on the activities of our members.

The site receives more than 5,000 hits every month and with it now being fully responsive that number is only expected to increase. Opportunities to advertise on the site will therefore directly appeal to any company that wishes to promote its services to our website visitors.

Rates start at £200 per month for advertisements on the inside pages of the site and £500 per month on the home page. A maximum of three advertisements will appear at the same time on each page. Further information on the default page layout is provided on page 2. Larger formats are also available and volume and period discounts will be considered on request. Linking advertisements to specific pages on the website, for example the Quality Standard or education pages, is also possible.

Expressions of interest in taking advertising space should be sent to the FONASBA Secretariat (generalmanager@fonasba.com) for further action.

Suitability of Advertisements for the Site:

Publication of advertisements on the site will be at the sole discretion of FONASBA and will be reviewed prior to acceptance. Please note that:

FONASBA reserves the right to refuse and advertisement that it deems unsuitable for the site or that may be considered detrimental to the best interests of the Federation and or its members.

Should an advertisement be refused, FONASBA will be under no obligation to give reasons for the refusal.

Contracts and Payment:

The period of an advertising contract will be agreed in advance between the advertiser and FONASBA. The minimum contract period is three months. Requests to renew a contract should be given in writing at least one month in advance of the termination date.

An invoice will be issued by FONASBA once the advertisement has been accepted (see above). Payment for advertisements will be due in advance of it appearing on the website. Where a contract is extended, the additional payment will be due prior to the end of the original period.

FONASBA/May 2019



WEB ADVERTISING



FONASBA



WEB ADVERTISING

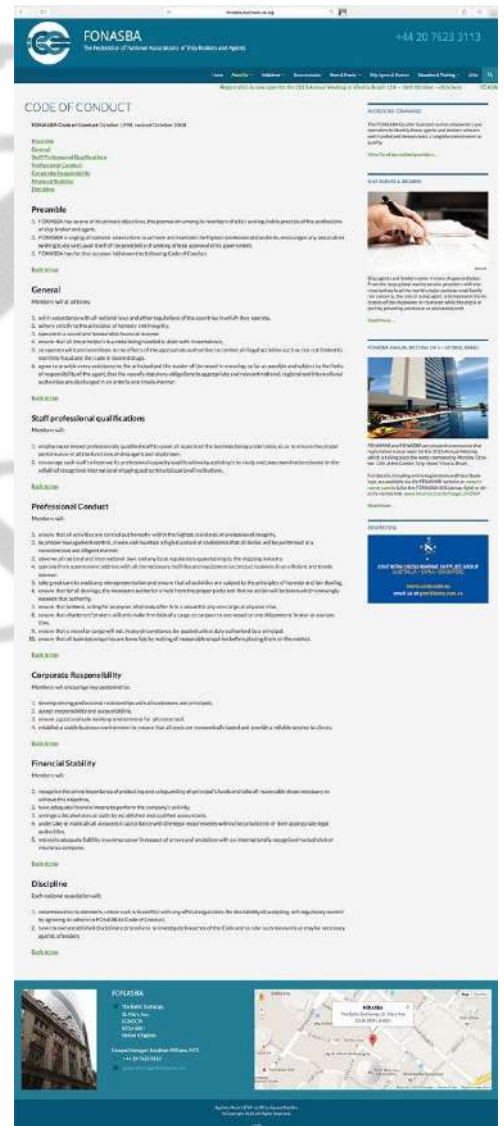
ADDITIONAL INFORMATION FOR ADVERTISERS:

Advertisement Sizes: The standard layout of advertisements on the home and inside pages are shown in the mock-ups below. Requests for other formats or positions should be sent to the Secretariat for consideration.

Presentation of Advertisements on the Site: In order to ensure adequate exposure, the total number of advertisements will be limited to a maximum of 21 on the home page and 42 on inside pages, at any one time. Advertisements will be randomly chosen in groups of three and on the home page those groups will scroll horizontally. On the inside pages they will rotate. The screen-shots below indicate the layout and appearance of both the home and inside pages

The default image size is: 900 pixels wide by 512 pixels high for the home page and 360 pixels wide by 540 pixels high for the inside pages, all at 150 dpi.

Acceptable file types are: .jpeg, .gif, .png, .bmp, .eps, .tiff, .svg, .psd (native Adobe Photoshop), .ai (native Adobe Illustrator), .pdf. Other formats may be accepted on request.



RELATIONS WITH INTERNATIONAL ORGANISATIONS

FONASBA's relationships with other international and maritime industry organisations are of prime importance in ensuring this Federation has the means to influence policy, to raise the profile of the ship agency and ship broking communities and ensure their voice is heard on matters of interest or concern to profession. FONASBA therefore actively utilises its current links with relevant organisations across a wide range of maritime-related fields at international and regional level and also develops new relationships as the opportunity arises.

FONASBA was once again represented at the 43rd meeting of IMO's Facilitation Committee, FAL, in April. With the revisions to the FAL Convention now in place, the current focus of our attention is on IMO's actions in relation to the development of single windows. As a member of the intersessional correspondence groups working on revising FAL.5/36, the Guidelines for Establishing a Maritime Single Window, and on the Explanatory Notes for the revised FAL Convention, a close watch has been kept to ensure that no actions have been proposed or taken that would impact adversely on the ship agency community. In the single window working group held during the FAL meeting, FONASBA made positive contributions to the development of the guidelines. This included restating that access to single windows through graphical user interfaces (web-based applications) must be retained, as should the need to ensure that the existing reporting functionality, for example port community systems, was also kept. Furthermore the common database should only contain those elements necessary to ensure effective vessel reporting. These discussions mirror those in ECASBA's bilateral discussions with DG-MOVE in the context of the European Maritime Single Window environment (see page 12) and it was useful to be able to liaise with the Commission's IMO representatives on this project.

The paper put into FAL 43 by Member States and NGO's (FONASBA included) in support of the campaign by the Maritime Anti-Corruption Network was very well received by delegates in plenary and it was agreed that a new item would be added to the work programme of the FAL Committee to address corruption in the maritime sector. The work item, once defined, will require to be completed by FAL 45 in 2021. This is an extremely welcome result as it ensures that the matter will now be considered at the highest levels of maritime decision-making. This alone will significantly increase the publicity around the whole issue of maritime corruption and that in so

doing will bring positive developments for the ship masters, crews and agents that are directly affected by any demand for illegal payments.

The second meeting of the IMO NGO ports group, coordinated by Patrick Verhoeven of the International Association of Ports and Harbours, took place during FAL 43. This meeting was also attended by the FAL Secretariat. The first action is to support a paper on greenhouses gas emissions from ships which was put into MEPC 74 with the support of IAPH, FONASBA and the harbourmasters and pilots associations. Other actions proposed from the group members include guaranteeing access to ships, on safe mooring practices and on the stowage of steel cargoes. In some ports, access to ships is a major issue for ship suppliers and it was for this reason they proposed it. Whilst it does not seem to be such an issue for agents as they are recognised in the ISPS code, clear guidance on which parties can access ships would be worth FONASBA supporting. The next meeting of the group will take place in September, probably during CCC 6.

As reported in the last edition of this Newsletter, the draft instrument on the judicial sale of ships proposed by the Comité Maritime International (CMI) to UNCITRAL was taken up by its Working Group IV, which met in New York in mid-May. FONASBA has strongly supported the initiative since its earliest days and although it was not possible for a representative to be present at the meeting, our continuing support was clearly indicated to CMI and communicated to Working Group IV. The draft instrument received a very positive reception from UNCITRAL and good progress was made during the New York meeting. The next WG IV meeting will be held in Vienna in November and we expect to be present to provide further concrete evidence of industry support for the draft instrument.

FONASBA's membership of the anti-counterfeiting organisation BASCAP was confirmed in April and in May, Past President John Foord attended the latest meeting of United for Wildlife, the organisation established by the Royal Foundation to tackle the illegal trade in endangered species. The meeting, which was attended by HRH Prince William, Duke of Cambridge, and Lord Hague, Chairman of UfW, heard a number of presentations that highlighted the issues facing the transport chain and the role organisations and transport operators could take to disrupt the trade. John has asked UfW for copies of the presentations and they will be circulated to all members for information.

EUROPEAN DEVELOPMENTS

ECASBA ADVISORY PANEL MEMBERSHIP

In late April, ECASBA Chair Marco Tak was pleased to accept an request from Hilde Bruggeman of NAVES to re-join the Panel. The request was endorsed by the Executive Committee and so Hilde will officially take up her place at the Advisory Panel meeting in London in July. Members will be pleased to know that Hilde has also agreed to return to her previous position as coordinator of the Customs group, so bringing her extensive knowledge of customs matters back to ECASBA.

POLICY ACTIONS

As reported in Newsletter 46, little is expected in terms of new European maritime policy items now that the Parliament has been dissolved and the 2019 elections have taken place. The process of nominating candidates for Commissioners will start shortly and with parliamentary hearings taking place over the summer (and the small issue of the position of the United Kingdom to be resolved), it is not anticipated that the direction of maritime, customs and other policies impacting on ECASBA are likely to be known until October at the very earliest. The end of this year is thought more realistic by some observers.

That said, a number of policies from the 2014-19 Commission remain ongoing and mid-February, Marco Tak and General Manager Jonathan Williams travelled to Brussels for three days of meetings with Commission DG's. As well as allowing Marco to meet with senior Commission staff in his new role as ECASBA Chair, it also provided an opportunity to discuss in detail the current situation in respect of the European Maritime Single Window environment (EMSWe) and Customs Single Windows projects and also the inspection regime for transshipment of cargoes of animal origin.

With regard to the EMSWe, and in parallel to the actions being pursued by FONASBA within IMO, (see the External Relations report on page 11) ECASBA's main priority has been to convince DG-MOVE that huge quantities of cargo are moved in bulk and therefore not all data is sent to national single windows from automated data centres on a machine to machine basis. As a result, there is a clear and ongoing need for web-based input facilities, suitable for use by small agents, to be retained. Furthermore, and to save cost and avoid unnecessary duplication of effort, existing port community systems should also continue to provide a means of accessing national single windows. Finally, harmonisation of data, combined with a rigorous appraisal of all the

elements collected to ensure it remains relevant and necessary, should provide the firm foundation on which the entire project can be based.

That all these provisions were included in the original Regulation proposal was of course very welcome and proves that our voice is being heard. It is the nature of policy development in Brussels however, that it remains necessary to maintain regular dialogue with DG-MOVE to address any substantive (and possibly less welcome) changes that may be proposed by the Parliament or Member States. The meeting with Sandro Santamato, Head of Unit D1, Maritime, Transport & Logistics, and his colleagues Jukka Savo and Roberto Alongi confirmed that all our main areas of concern were still addressed in the latest version of the proposal and this was subsequently confirmed at FAL 43. Clearly this matter remains subject to change until the Regulation is finally approved by the Commission, Member States and the Parliament but this was a positive start to the meeting schedule.

The next meeting was with DG-TAXUD, the first of two, and in this case to discuss the Customs Single Window project. Here again, the news was positive in that TAXUD were liaising closely with MOVE to ensure that both projects were synchronised, albeit that the Customs project is slightly further behind. The expression "Customs Single Window" is actually somewhat inaccurate in that this project ultimately aims to bring in all the other reporting functions not covered by the EMSWe. This is certainly ambitious but TAXUD are confident they can deliver, especially as they will have the experience of DG-MOVE and the EMSWe to draw on. As always, ECASBA will maintain contact with DG-TAXUD on this project and provide ongoing input to the development process.

From DG-TAXUD to DG-SANTE, where the topic of discussion was the inspection regime for cargoes of animal origin transiting EU ports for third country destinations. It has been reported previously that containers staying in the EU port for more than seven days can be subject to a check of original documents and more than 14 days to a full outturn check. ECASBA and other maritime industry bodies have long argued that these time limits are too short and should be increased to recognise both the ability of modern containers to maintain correct temperatures for extended period and the less frequent schedules of feeder services. This is a significant issue in Rotterdam and Antwerp, causing significant delays to

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EUROPEAN DEVELOPMENTS/2

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large numbers of boxes as well as claims for spoiled cargo after they have been opened for inspection. That the original documents do not accompany the shipment but are sent direct to the ultimate destination (thus needing time to being back to the port) has also been reiterated on many occasions. The news from Bruno Saimour of DG-SANTE that there is an expectation the time limits would be extended to 30 days was therefore very well-received. Final sign off by SANTE's legal experts is not expected for some time yet but if it is ultimately agreed then ECASBA will be able to finally close the file on a long-running issue. Another matter on the agenda was the proposed IMSOC database project, which had raised some concerns about the introduction of another reporting obligation for the maritime sector. Saimour advised that he was aware of the concerns but provided assurance that IMSOC was just a means of integrating a number of existing plant and animal safety recording systems at Member State level in order to enhance the effectiveness of the existing TRACES database. He also confirmed the earlier advice from TAXUD that eventually all these reporting systems would be incorporated into the Customs Single Window.

ECASBA's actions on the transshipment issue were carried out in close cooperation with shipowners' association ECSA and a visit to their offices allowed the good news to be passed on to the new Secretary General Martin Dorsman and Policy Director Lieselot Marinus, who had accompanied the General Manager on the previous visits to DG-SANTE. The meeting also provided an opportunity to discuss other issues such as the revised Port Reception Facilities Directive and the revival of the European Shipping Week project, see below. The relationship between FONASBA and ECSA remains as close as ever under Dorsman's leadership and regular exchanges of information will of course continue. As a further example, as this Newsletter is being written, ECASBA is liaising with ECSA on possible changes to the procedures for issuing Schengen area visas to seafarers.

The second visit to DG-TAXUD was intended to provide an opportunity to thank Susanne Aigner, Head of Unit A2, Customs Policy, for her guidance and support in respect of facilitations with the Union Customs Code by which agents can limit the impact of unintentional misdeclaration of cargo, see the previous edition of this Newsletter. Unfortunately Aigner was unable to join the meeting so ECASBA's

thanks were passed on through her colleagues, Luc Goorman and Agnes Nagy. The opportunity was also taken to express concern at the proposal to require four or six digit HS codes (HS 4/6) to be reported for all import transit cargo. According to some ECASBA members, this information was not routinely provided, although it was in other countries. Goorman and Nagy explained that whilst provision of the information will ultimately be made mandatory, it will not be required until the new Import Control System, ICS 2.0, is implemented in 2025. ICS 2.0 will also require other changes to be made to customs reporting formalities, so the addition of the HS 4/6 codes is not expected to cause significant problems.

The series of meetings concluded with an informal discussion with Dominique Willems of CLECAT, who has worked with the ECASBA Chair for some years. He has considerable knowledge of European customs matters and will therefore prove useful to ECASBA in formulating its policies and actions in this complex and specialist field.

Both the ECASBA Chair and General Manager were in agreement that in terms of progress made, this was one of the most positive visits to Brussels for some time and it is hoped that this trend will continue.

As reported above, ECASBA is once again a member of the Steering Committee for European Shipping Week (ESW) which is being revived by ECSA. The General Manager attended the first meeting of the Committee in March, where it was agreed to hold the first event under the new regime in 2020, with mid-March being a preferred option. The exact date will not be determined until the programme for the European Parliament is confirmed in early July. The week commencing 23rd March 2020 is however the current favourite, assuming Parliament is in Brussels at that time. It is anticipated that once again the ECASBA European seminar will take place during Shipping Week. In a change to the programme, it is expected that a day will be set aside to allow supporting associations to provide an introductory briefing on the shipping sector to senior Commission staff. A similar event on the bulk shipping sector was held during the first ESW was extremely well received. Any opportunity to educate the Commission about the role of the ship agency sector is enthusiastically welcomed and so ECASBA has indicated its willingness to participate. Further information on the programme for ESW 2020, and ECASBA's contribution to it, will be provided in due course.

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The President has travelled extensively in recent months as shown on these pages.

Upper left: Attending the presentation of FQS certificates to APAMA Algiers. Upper right: Visiting the Jordan Shipping Association. Centre left and right: Visiting ASONAVE, the Guatemalan agents' association and AHCORENA in Honduras. Bottom: With newly-elected Candidate members NAVE in Costa Rica.

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The President's tour of the Caribbean and Central America (where he was accompanied by Regional Vice President Javier Dulce) ended with his participation at the 2019 Annual Meeting of CIANAM, the Inter-American association of shipping agents, hosted by APRAM in Lima. Left, the President addresses the meeting. Right with CIANAM delegates.



Prior to joining the President for the tour of associations in the Caribbean and central American region, RVP Javier Dulce visited Jamaica and met with the Caribbean Shipping Association.



The President, accompanied by Regional Vice President for Europe Antonio Belmar da Costa, attended the centenary celebrations of the Swedish Shipbrokers' Association in Stockholm in May.

Pictured left: The President and Antonio Belmar da Costa with Swedish Association Managing Director Berit Blomqvist and right, with BIMCO Deputy Secretary General Søren Larsen.

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Immediate Past President John A. Foord FICS represented FONASBA at a recent meeting in London of United for Wildlife, the NGO established under the Royal Foundation to prevent the trade in endangered species, which FONASBA joined earlier this year

Pictured right, John Foord with, to his left, Lord Hague, Chair of UfW and centre right, HRH Prince William of Cambridge, patron of the Royal Foundation and UfW.

In March, Chartering & Documentary Committee Chair Fulvio Carlini FICS attended Breakbulk Asia 2019 in Shanghai. He is pictured right with Bright Cheng, a colleague from ISS Marine Services, a member company of Shipping Australia Ltd.



Marco Tak, ECASBA Chair and Director of VNC, FONASBA's association in the Netherlands, welcomed a delegation from Italy to the Port of Rotterdam in late April. The delegation included FONASBA Past President and Honorary Member Umberto Masucci MICS (centre left) and Vito Totorizzo (centre right).



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The Alexandria Chamber of Shipping, FONASBA's member in Egypt, held a Quality Standard certificate presentation ceremony in April. Pictured here, representatives of the newly approved companies receive their certificates from FONASBA Regional Vice President for Africa, Mohamed Mouselhy.



Algeria became the newest entrant to the SAILNET education interchange programme (see page 4) when APAMA President Abdullah Seriai (centre) signed the contract in Algiers in February. Alongside him are Eduard Rodes of the Escola Europea Intermodal Transport (left) and FONASBA President Aziz Mantrach (right).

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Celebrating education successes. More successful completed students in the FONASBA Agent Diploma programme.