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FONASBA



ECASBA

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THE NEW HORIZON



THE FEDERATION OF NATIONAL ASSOCIATIONS OF SHIP BROKERS AND AGENTS

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2012 ANNUAL MEETING – LATEST UPDATE

Registrations are now coming in fast for the 2012 Annual Meeting in Venice on 8th – 13th October, hosted by FEDERAGENTI, and we are pleased to report that it is clear the attendance will be excellent. As at the end of August, more than 130 delegates, partners and Young Members (see below) had registered to attend.

In spite of this, the Annual Meeting is the only event at which the entire FONASBA community can come together and so the President and Executive Committee are still encouraging every member association to be present, to participate in the work and social programmes, to make contact with colleagues from around the world and to enjoy this unique event in one of the worlds most iconic cities.

As mentioned above, and for the first time this year, special arrangements have been made for representatives of the young members community to participate in the event and separate accommodation has been arranged for delegates under 40 at reduced cost a short walk from the main conference hotel.

Clearly demand for accommodation this year will be very high and whilst our Italian hosts have pre-booked a large number of rooms, when they are gone any additional bookings will have to be made at the prevailing general booking rate which will be considerably higher than the conference rate negotiated by FEDERAGENTI.

Delegates wishing to attend the meeting are therefore strongly recommended to book as soon as possible to avoid disappointment or incur extra costs.

Full information on the event, the delegate, partner and social programmes, registration fees, the senior and junior hotels and on Venice itself are available from the event website at: www.fonasbavenice2012.com. Senior and junior registration forms are available for download from the site and accommodation can be booked online. *Please note that completing and returning the registration form to the Secretariat does not automatically reserve accommodation, this must be booked online by the delegate.*

The President and our hosts FEDERAGENTI look forward to welcoming all delegates and partners to Venice in October and to an excellent, productive and above all enjoyable meeting.

Some pictures of Venice appear on page 12.

New Members Elected

FONASBA's coverage of the vitally important Asia-Pacific region has been significantly enhanced in recent months with the election to membership of associations representing India and Sri Lanka.

As reported previously, the General Manager visited both Mumbai and Chennai in November last year and met with representatives of the Mumbai and Nahva Sheva (MANSA) and Chennai (CHENSAA) associations, as well as the Indian national association FEDSAI, and made presentations on FONASBA with a view to bringing this strategically important nation into membership.

Subsequently CHENSAA applied for membership and same was granted with effect from 1st May this year.

Whilst the discussions with CHENSAA were ongoing, we were also approached by the Ceylon Association of Ships' Agents of Sri Lanka which had also indicated an interest in joining our Federation. Following a ballot, membership was conferred on the association on August 1st.

Both associations are warmly welcomed into the FONASBA community and we look forward to their enthusiastic participation in our ongoing activities.

The full contact details of both associations are as

below:

The Chennai & Ennore Ports Steamer Agents Association
New No: 63, Old No: 32
Pophams Broadway
CHENNAI 600 108
India

Tel: (9144) 2522 0819
Fax: (9144) 2522 0819
E-mail: mail@chensaa.net
Website: www.chensaa.org

The Ceylon Association of Ships' Agents
56, Ward Place
COLOMBO 7
Sri Lanka

Tel: (9411) 269 6227
Fax: (9411) 269 8648
E-mail: info@casa.lk
Website: www.casa.lk

FONASBA Future Development Update

FONASBA's ongoing development programme continues to move ahead with the appointment of an Administrative Assistant for the secretariat, the imminent launch of the upgraded website, as well as progress on the PR campaign and FONASBA book project.

In June, Amanda Thomas joined the Secretariat two days a week as Administration Assistant. In addition to overseeing the administration of FONASBA, Amanda also has responsibility for collating registrations for the Annual Meeting and for maintaining and updating our new website, which will be launched this month.

The new site, which was discussed in Sydney and is now in the final stages of review, is a completely new design using the latest technology to provide a wider range of information on FONASBA in a much more user-friendly way, as well as being able to link in with social networking sites.

One of the major advantages of the new technology is that we can update it internally, with the result that changes to the site can be made as soon as they occur.

The PR campaign has already delivered very useful publicity for FONASBA, especially in relation to the revision of the

Norwegian SALEFORM 2012 document and our action on container weights (see page 5), both of which have raised our profile in the international maritime media.

The FONASBA book project is making excellent progress and the publisher will be making a presentation to Council in Venice. With publication of the first edition set for the Lima Annual Meeting in 2013, the full support of all FONASBA members is vital to ensure that in short order it becomes a "must-have" publication for the global shipping industry.

ECASBA European Seminar Summary

As reported in the previous issue, ECASBA held its 2012 seminar in Brussels in June, attended by representatives of sixteen ECASBA member associations.

Whilst much of the programme followed the same formula as in previous years, covering the still relevant issues of port policy and customs matters, there was also a welcome change this year with the introduction of a session on renewable energy and sulphur emissions reduction.

The meeting began with the regular update on Commission activity, presented as always by the General Manager, followed by a discussion on the Commission's latest attempt (the third) at developing a European port policy. This was addressed by a panel comprising the General Manager, Patrick Verhoeven, Secretary General of seaports organisation ESPO and Isabelle Rybost, Secretary General of the inland ports federation EFIP. Putting the Commission case was regular seminar guest Dimitrios Theologitis, Head of Unit for port policy at DG-MOVE.

In the second session on day one, another seminar regular, DG-TAXUD Head of Unit Maria-Manuela Cabral, once again provided a detailed and up to date review of policy and practical developments relating to European customs issues.

The first day of the seminar

ended with the traditional dinner at which delegates, guests and speakers had the opportunity of exchanging views on European and national policy in the maritime sector.

The following day opened with the session on renewable energy and alternative fuels. John Foord and Tonny Paulsen gave excellent presentations on the rapidly expanding market for agents and brokers in the offshore power generation sector and on the technical and commercial issues arising as a result of the application of the Emission Control Areas in the Baltic and North Seas from 2015. Roderick Sant, a policy officer with DG-MARE, then gave a presentation on the actions currently under development by the Commission in relation to maritime spatial planning and resource management, with particular emphasis on the offshore energy sector.

All the presentations were very well received and in the final session, an open discussion on the future format of ECASBA seminars, it was agreed that in order to keep the agenda fresh and engaging, all such events in the future should endeavour to include new topics for discussion alongside the traditional, and ongoing, port policy and customs items.

It was also suggested that ECASBA may wish to consider holding some future seminars

in member state countries, again to generate additional interest in the events. Whilst admitting this may preclude the attendance of some European Commission officials, Chairman Antonio Belmar da Costa said that he would put the proposal to the ECASBA Advisory Panel at its next meeting in Venice and plan accordingly.

The Chairman also reminded delegates that as the forthcoming Annual Meeting would be held in Europe, ECASBA would be inviting selected Commission officials and a number of colleagues from other European organisations to participate in the ECASBA Plenary Meeting in Venice in order to give FONASBA's non-European member associations a detailed update on maritime policy development in Europe.

The meeting concluded with lunch, following which some twenty delegates visited the European Parliament building for a guided tour. The visit comprised a short introduction to the history and role of the Parliament followed by a visit to the Parliament chamber.

Copies of all the presentations given at the seminar are available for download from the Members' Area of the website, www.fonasba.com.

ECASBA Attends European Maritime Day 2012

As it has done for many years, ECASBA participated in the main 2012 European Maritime Day event, which this year took place in glorious weather in Gothenburg, Sweden, on 21st and 22nd May.

EMD was launched by DG-MARE as a celebration of Europe's maritime culture, aimed at both enhancing awareness of the historical relationship between Europe and the sea and also driving forward technology, innovation and concepts to better exploit and manage these unique resources. The events bring together the

Commission DG's with responsibility for maritime issues together with the organisations, companies and other relevant bodies for two days of workshops, discussion fora and networking aimed at developing coherent, effective and forward looking policies.

This year the theme of the event was "Blue Growth", that is harnessing opportunities provided by the maritime sector to drive forward Europe's economic development. Whilst many of the issues discussed were outside ECASBA's specific

areas of interest, the opportunity to meet with colleagues from other associations as well as senior level Commission officers was very beneficial.

As in previous years, the opportunity was taken during the visit to get together with the local FONASBA member association and a report on the meeting with the Swedish Shipbrokers' association follows.

European Maritime Day 2013 will take place in Malta and ECASBA will be present.

FONASBA Visits Member Associations

FONASBA had the opportunity recently to visit two member associations, AMCF in France and, as reported above, the Swedish Shipbrokers' Association.

On 31st May and 1st June, the Nantes St-Nazaire ship's agents association hosted its own annual general meeting as well as that of the French association FACAM/AMCF at La Baule on the Atlantic coast. Christian Bèle, President of the French association, invited FONASBA President Christakis Papavassiliou, and General Manager Jonathan Williams to join the event and participate in both meetings. Charles Génibrel, FONASBA Executive Vice President, was also present.

Many different topics were discussed or presented during

the meetings including sulphur emissions, the FONASBA port survey, custom's issues as well as Schengen visas for seafarers.

During the FACAM/AMCF AGM, Jonathan Williams made a presentation on the current FONASBA and ECASBA issues and development as well the PR campaign.

At the official lunch following the FACAM/AMCF AGM, delegates hosted a number of local officials from the customs authority, the port management community and maritime affairs departments.

Visiting the local member association in conjunction with participation at European Maritime Day was initiated last year in Gdansk and whilst in Gothenburg this

year President Chris Papavassiliou, Regional Vice President for Europe Gunnar J. Heinonen, ECASBA Chairman Antonio Belmar da Costa and Jonathan Williams enjoyed a very open and productive meeting with our Swedish colleagues.

The association was represented by Chairman Carl-Johan Leijonhielm, board members Hans-Inge Lidén and Christer Älveborn and Managing Director Berit Blomqvist. The meeting covered a number of topics including European issues, Sweden's enthusiastic participation in the FONASBA Quality Standard and the association's application to host the 2014 Annual Meeting. (See photos on pages 9 and 10)

FONASBA Supports Container Weighing Initiative in IMO

Inaccurately declared container weights are a problem for all those involved in the transport chain, ship agents included, and under-declaring the weight has been implicated in a number of high profile accidents on board vessels and also ashore, both in the port area and in transit to or from the port.

It is entirely appropriate therefore that the Federation should give its full support to an initiative in IMO aimed at ensuring that the weight of containers is accurately assessed before loading. The initiative was launched by shipowners organisations the World Shipping Council (WSC) and BIMCO in concert with the national associations of Denmark, the Netherlands and the USA and industry associations the International Association of Ports and Harbours (IAPH), the International Chamber of Shipping (ICS) and the International Transport Workers' Federation (ITF).

FONASBA's involvement in the action was welcomed by the sponsors and we are now working with them to prepare for an initial discussion of the matter during the 17th meeting of IMO's Dangerous Goods, Solid Cargoes and Containers Sub-Committee (DSC 17) in London the week commencing Monday 17th September.

As with all IMO actions, it is expected that if the Sub-Committee supports the

initiative, a correspondence or working group will be established to begin considering the views of the interested parties ahead of any proposals for action. Depending on those proposals, and the level of any opposition, the process of reaching agreement could be lengthy.

FONASBA will be represented at DSC 17 and also participate in any working or correspondence groups established to take the matter forward. Clearly expert input will be required to ensure that the proposals FONASBA puts forward or supports are workable and effective from our point of view and so the issue is scheduled for discussion during the Liner & Port Agency Plenary Meeting in Venice. It is also likely that an internal FONASBA correspondence group will also be established to review proposals and recommend actions.

Clearly it is early days yet but already a number of practical issues have been flagged up, such as where and when the weighing should take place, whether all boxes need to be independently weighed (or whether some "approved" shippers will be allowed to provide their own information) and who will be responsible for any cost implications, including those of weighing the box plus any delays incurred, that may arise.

One particular concern for FONASBA members is that agents are obliged to notify customs authorities of the weight of the container at a certain time in advance of shipment and we will ensure that the issue is taken into consideration as the discussions go forward.

Another concern is that IMO's remit effectively ends at the ship's rail or, in some cases, at the dock gate and potentially this could limit the effectiveness of any decisions taken by that body. Germany, which also supports the action, has however ascertained that there are certain obligations under the SOLAS Convention that could usefully be exploited to extend regulatory authority further inland.

We are currently at the very start of this initiative but it is well-supported and so we hope that it will make good progress, eventually resulting in an effective and efficient regime to ensure containers are accurately weighed before loading.

Container weighing is just one aspect of the much wider issue of accurate description of cargoes - a matter of significant concern to all FONASBA members - and we are pleased to note that this is scheduled for discussion at DSC 18. Clearly, therefore, FONASBA will be supporting this action as well.

Member Association Reports

ARGENTINA

At its Annual Meeting in August, Centro de Navegacion elected a new President and Board of Directors for the period to August 2014. Details of the new board are as below:

President: Ing. Santiago Díaz Mathé

Vice Presidents: Sr. Javier Dulce (Immediate Past President), Lic. Julio Delfino

Secretary: Sr. Patricio L. Campbell, Deputy Secretary: Sr. Marcos Hansen, Treasurer: Sr. Guillermo Hernández, Deputy Treasurer: Capt. Nicolas Starzenski

Board Members: Ing. Rodolfo Garcia Piñero, Snr. Guillermo Paroli, Capt. Luis Lajous, Sr. Philip Oetker

Alternate Board Members: Sr. Pablo Marassi, Sr. Fernando Cors, Sr. Juan Kussrow, Sr. Fernando Maggi, Sr. Andrés Robinson

The Ethics Committee comprises: Sr. Antonio Delfino, Sr. Juan Kwist and Sr. Rubén Barragan and the Audit Committee: Sr. Enzo Bottan, Sr. Jorge Muffatti and Sr. Francisco Stumbo.

President Diaz Mathé will be joining the Argentine delegation at the Venice Annual Meeting and we look forward to welcoming him to FONASBA in October.

A photograph of the new board appears on page 11.

CROATIA

ASBAC Quality Assured Company Organises Heavy Lift to Poland

One of Croatia's member agencies, the Quality Standard approved Liburnia Maritime Agency, was selected to effect the movement of a Liebherr container crane weighing 450 tonnes from Rijeka to Gdynia in Poland. The move was required after an accident at the Polish port put their own crane out of action. Liburnia put together a project to oversee the dismantling, shipment and re-assembly of the crane as well as organising ancillary services including project insurance. The whole operation was completed in 20 days and achieved excellent coverage in the specialist heavy lift press.

Croatian Association Helps Country To Prepare for EU Accession

ASBAC President Capt. Jakov Karmelic reports that ASBAC is working closely with the Croatian Transport Ministry and port authorities to prepare the maritime sector for the country's entry into EU membership in June 2013. ASBAC is a key member of the high-level group developing the Croatian Maritime Strategy and implementing the changes to the strategic plans and policy options necessary to ensure that the organisation and structure of the maritime industry meets the entry conditions.

Capt. Karmelic said that participation in the group recognised ASBAC's pivotal role in the Croatian maritime sector and allowed the association to provide independent assessments of the performance of the maritime sector, to put forward its visions for the future and to identify opportunities and challenges that will arise as the process goes forward.

As well as participating in the main policy group, ASBAC also contributed to an industry-wide stakeholder consultation.

Member Association Reports contd/....

CYPRUS

The Annual General Meeting of the Cyprus Shipping Association took place on Friday 11th May 2012 in Limassol.

This very successful meeting was attended by a representative of the President of the Republic of Cyprus, government ministers and members of the House of Representatives. Also present were representatives of the public and private organisations representing the ports and maritime business sectors, including directors and management of the Cyprus Ports Authority, Customs and Excise, the Port Police and Immigration Departments, members of the association and invited guests.

The meeting was addressed by the President's representative, the Minister of Communication and Works and the Chairman of the Port Authority.

Christakis Papavassiliou, President of the association, also addressed the meeting and having reminded the audience of the serious problems currently affecting the Cyprus shipping industry then put forward the association's views and proposals for solving same, albeit whilst within the constraints of the current financial crisis.

GERMANY

20th Hamburg Young Shipbrokers' Meeting Attracts 1,200 Guests

Hamburg's Young Shipbrokers' Association celebrated its 20th anniversary in style in early June this year with a huge gathering of young brokers from both the city itself as well as elsewhere in Europe. Starting with just 100 guests in 1992, the event – which aims to enhance, develop and reiterate the importance of personal contacts in the age of faceless e-mail communication – has grown steadily since then, culminating in this year's record attendance.

Clearly inspired by the success of Hamburg's main shipping event Eisbeinessen, which attracts nearly 5,000 brokers to the city in November, the organisers of the Young Shipbrokers' event hope to continue to increase attendance at their meetings, which this year also secured some excellent television coverage of both the event itself and of the work of the ship agent in Hamburg.

Some photos of the event appear on page 10

New Contex – The Hamburg Container Ship Time Charter Assessment Index

Since October 2007, the Hamburg Shipbrokers' Association has published an index of container ship time charter rates (Contex) based on the rates being achieved by six types of vessel on a two year period charter. The information is obtained from a panel of highly respected ship broking firms based in Hamburg and in London, Paris and Copenhagen.

The index rapidly gained recognition as one of the most used indicators of container charter rates and in order to improve the level of service the index has subsequently been revised and improved on two occasions. The first, in May 2010 saw the index renamed "New Contex" and this enhanced the levels of data provided and presented it in a more transparent and understandable form. The second revision in August 2011 further increased the value of the Index by introducing estimated forward charter rates.

Further information on the New Contex Index is available from the Hamburg Shipbrokers Association, whose General Manager, Dr Alexander Geisler, will make presentation on the Index at the Chartering & Documentary Committee Plenary Meeting in Venice in October.

Member Association Reports contd/....

INDIA

CHENSAA Member Oversees Record Coal Discharge

In August, CHENSAA member Unicorn Maritime (India) Pvt., coordinated the discharge of coal from the cape-size vessel “Cohiba” at the port of Krishnapatnam in a new record time. During the first 24 hours of the discharge operation, 122,247 tonnes (of a total of 161,980 tonnes) of coal were lifted using five shore cranes equipped with 100 tonne, 32 m³ capacity grabs.

56th CHENSAA AGM

The association held its 56th Annual General Meeting on 11th July at the Chennai Seafarers Club. Sixty members of the association attended the meeting, chaired by Capt. Arul Lawrance, Chairman of the association. In addition to the administrative tasks common to any annual meeting, the association discussed the possibility of buying its own headquarters building, upgrading the website and a number of issues relating to agency operations in the port of Chennai. The Chairman also updated members on the developing relationship between CHENSAA and FONASBA.

CHENSAA Members Win Awards

A number of CHENSAA member associations won awards at the 4th Southeast CEO Conclave and Awards event, co-hosted by EXIM Shipping India and Fairplay, held in Chennai on 13th July.

Unicorn Maritime (India) Pvt. was awarded “Steamer Agent/Line of the Year” in the bulk operator category, Wanhai Lines (India) Pvt. was named Container Shipping Line of the Year in the Far East trades and A.S. Shipping Agencies Pvt. Ltd. took the award for best Break Bulk operator.

The International Freight Forwarder award went to Ahlers International India Pvt. Ltd., and two directors of Smart Marine Services (P) Ltd., Mr. Krishnakumar and Mr. Kandaswamy, were named Young logistics Professionals of the Year.

A number of pictures of the event are reproduced on page 11.

JAPAN

JAFSA held its annual beer party in central Tokyo on 27th July, attended by more than 70 members of the association. In addition to the social and networking opportunities this presented to the Tokyo agency community, the meeting also received a presentation by Mr. Shinichi Kuramoto of the Japan Agency for Marine-Earth Science and Technology (JAMSTEC), on the activities undertaken by the research vessel “CHIKYU” into deep earth exploration, utilisation of seabed resources and, importantly, the investigation of any relationship between deepwater drilling and earthquakes. The vessel is operating under the joint Japanese/US Integrated Ocean Drilling Programme (IODP) inaugurated in 2003.

During the evening, association President Takazo Iigaki presented a FONASBA Quality Standard certificate to Heisei Shipping.

Iigaki-san also advised the meeting that JAFSA was planning to hold a seminar outside Tokyo later in the year, possibly in the Tohoku region, the area of northern Honshu worst affected by the 2011 tsunami.

A photograph of the presentation of the QS certificate to Heisei Shipping appears on page 12.

Member Association Reports contd/....

TURKEY

The Turkish Shipbrokers' Association (Gemí Brokerleri Derneđi) hosted its inaugural shipbrokers dinner, Bosphorus 2012, at the Halic Conference Centre in Istanbul on Friday 29th June. Held outside on a beautifully warm early summer evening on a terrace overlooking the Golden Horn, the event brought together more than 1,300 members of Turkey's shipping community and guests from around the world. The event was sponsored by the Turkish Chamber of Shipping and eleven of Turkey's major shipping companies.

Based on the success of this first Shipbrokers' Dinner, the association intends to repeat it every two years. According to the association, Hamburg's Eisbeinessen is the example they are following, and on the basis of this first event, they are certainly heading in the right direction!

Picture Pages

On the following pages we reproduce photographs of some of the events and places referred to in this newsletter. We are grateful to the relevant associations for the opportunity to include their photographs in this newsletter.

AMCF AGM at La Baule



Above: FONASBA President Chris Papavassiliou (7th right) pictured with AMCF President Christian Bele (9th right) and delegates at the FACAM/AMCF Annual Meeting in La Baule in May 2012



Right: FONASBA General Manager Jonathan Williams addresses the AGM at La Baule.

In the foreground (left to right) AMCF President Christian Bele, FONASBA President Chris Papavassiliou and FONASBA Executive Vice President Charles Génibrel

Picture Pages contd...

FONASBA Visits Swedish Association



Pictured outside the Swedish Shipbrokers' Association's office in Gothenburg are, from left to right, Swedish Shipbrokers' Association Chairman Carl-Johan Leijonhielm, FONASBA President Chris Papavassiliou and General Manager Jonathan C. Williams, Swedish Shipbrokers' Association Managing Director Berit Blomqvist, FONASBA Regional Vice President for Europe Gunnar J. Heinonen, ECASBA Chairman Antonio Belmar da Costa and Swedish association board members Hans-Inge Lidén and Christer Älveborn.

Hamburg Young Shipbrokers' Meeting



Just some of the 1,200 guests attending the Young Shipbrokers' event in Hamburg

The organisers of the event being interviewed by German television



Picture Pages contd...

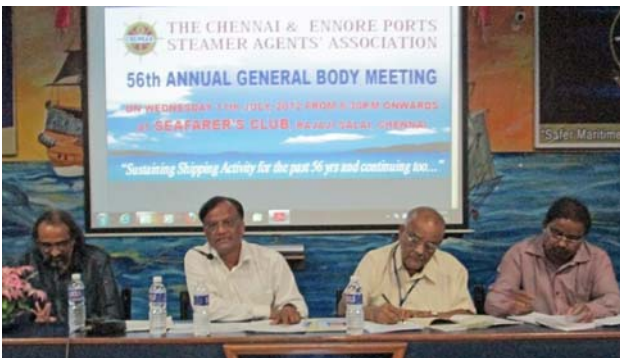
Centro de Navegacion Board 2012-14



Left: Ing. Santiago Diaz Mathé, newly-elected President, and (right) members of the board of Centro de Navegacion 2012-14



CHENSAA AGM and Award Winners



L-r: Mr. G. Viswanathan, Past Chairman, Capt. A. Lawarance, Chairman and Mr. T. Anthony, Secretary, at the CHENSAA AGM in July



Mr. Krishankumar and Mr. Kandaswamy, Directors of Smart Marine Services, EXIM/Fairplay oung Logistics Professionals of the Year



Left: Messrs Augustine and Arul Joseph, Directors of Unicorn Maritime (India) Pvt. Ltd. Bulk Operator of the Year
Right: Mr. P. Joseph, Director Ahlers India Pvt., International Freight Forwarder of the Year



Mr. D. Chiang and Mr. Shiang Chou, Wanhai Lines (India) Pvt. Ltd., Far East Container Line of the Year



Mr. A. Aggarwal, Managing Director of A.S. Shipping Agencies Pvt. Ltd., Break Bulk Operator of the Year.

Picture Pages contd...

JAFSA Beer Party 2012



JAFSA Chairman and FONASBA Regional Vice President for Asia, Takazo Iigaki, presents Hei Sei Shipping Agencies with their Quality Standard certificate at the JAFSA 2012 Beer Party

And finally... Venice!

If you still need any encouragement to attend the 2012 Annual Meeting, perhaps these photographs will provide the necessary stimulus!



Left to right: The exterior and impressive main staircase at the Danieli Hotel and the view at breakfast



Left to right: The Doge's Palace, Rialto Bridge, a Grand Canal villa and the Campanile San Marco



Left: San Giorgio Maggiore from the hotel.

Right: another villa on the Grand Canal

