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THE NEW  
HORIZON



**THE FEDERATION OF NATIONAL ASSOCIATIONS  
OF SHIP BROKERS AND AGENTS**  
85, Gracechurch Street, London EC3V 0AA Great Britain  
Tel: + 44 20 7623 3113, e-mail: [generalmanager@fonasba.com](mailto:generalmanager@fonasba.com),  
website: [www.fonasba.com](http://www.fonasba.com)



FONASBA



ECASBA

Special points of interest:

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- Marrakech Annual Meeting Report
- Plenary Meeting Reports
- Former President Honoured
- New Executive Committee Elected

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## IMO CONSULTATIVE STATUS GRANTED

**THE** 97th Council Meeting of the International Maritime Organisation granted FONASBA consultative status when it met earlier this month.

As a Non-Governmental Organisation, this grant of consultative status must be approved by the full IMO Assembly which will meet in December 2007. Unfortunately, refurbishment work on the IMO Headquarters building in London starting early in the New Year means that the Assembly cannot meet until these works are completed.

In the intervening period, FONASBA will be able to play an active role in the proceedings of IMO, to attend meetings and to provide input to the discussions.

Welcoming the news, President Mario Froio said that the grant of consultative status was recognition at the highest possible level of the

importance of the ships agency and shipbroking professions to the efficient operation of global maritime trade. He said that by this grant, IMO was recognising the vital role that agents and brokers play in the safe and efficient transport of goods by sea and the fact that recently FONASBA members, predominantly in the agency sector, were becoming ever more closely involved in certain aspects of seaborne transport, for example ship and port security and vessels reporting, that came under the aegis of IMO.

Henceforth, FONASBA will be in a position to place the significant wealthy of knowledge and experience represented within its membership at the disposal of IMO, whilst at the same time ensuring that the interests of the shipbroking and ship agency sectors are protected so

far as is possible.

Mr. Froio said that FONASBA was looking forward to playing an active part in the Organisation's work and he acknowledged the role played by his predecessors as President, Umberto Masucci and Philip Wood, in bringing the application process to a successful conclusion.

With IMO based in London, FONASBA's accredited representatives at IMO will be Immediate Past President Philip Wood FICS and General Manager Jonathan C. Williams FICS, both of whom will be meeting with IMO Secretary-General Mr. E.E Mitropoulos in the coming weeks to formally introduce FONASBA to the Organisation.



## Annual Meeting Marrakech 2006

**BRILLIANT** blue skies and temperatures comfortably in the upper twenties greeted delegates arriving in Marrakech at the start of November for the 38th FONASBA Annual Meeting hosted by APRAM. The fine weather, a marked change from the unseasonable torrential downpours the week before, set the scene for an excellent meeting enjoyed by a total of 124 delegates and accompanying persons, which made this the second best attended meeting in recent years.

The work programme opened with the ECASBA Advisory Panel and FONASBA Executive Committee meetings, followed by the Plenary meetings of ECASBA, the Liner & Port Agency and Chartering & Documentary Committees and closed with the Council Meeting.

### ECASBA PLENARY MEETING

The highlight of the ECASBA Plenary Meeting is always the summary of European Maritime Developments given by ECASBA's Brussels representative, Diego Teurelinx.

This year the summary was preceded by a brief overview of the Brussels legislative process, with Diego explaining the difference between the various instruments — Regulations, Directives, White Papers, Green Papers etc. — and the role of the bodies involved, the Council of Ministers, European Parliament, the

Commission and Member States.

This was then followed by an overview of the current Commission work programme in the maritime sector. A detailed summary of the current programme, and a report on ECASBA's actions on behalf of Members, is the subject of a separate report on page 4.

The meeting also saw the start of ECASBA's internal debate on the two main maritime policy issues for the coming year, the development of a new European port policy and the Green Paper on a Future European Maritime Policy. Both of these issues will be discussed within ECASBA in the coming months with formal responses to the Commission being developed at the ECASBA Seminar in Brussels in May 2007. (*see article on page 7*)

### LINER & PORT AGENCY COMMITTEE PLENARY MEETING

The proposed establishment of a FONASBA Quality Standard for Agents was the main topic on the agenda for this meeting. Some concerns have been expressed at the ability of some member associations to administer such a scheme but it is clear that the concept has the support of the FONASBA membership. The Secretariat will therefore be working with member associations in the coming months to develop a scheme that can be applied as widely across the membership as possible whilst at the same time

being sufficiently robust to secure support and recognition from the major shipping industry bodies such as IMO, BIMCO, INTERTANKO and also from the European Commission.

The meeting also heard reports on the activities of the two L&PA Working Groups, covering port and liner agency, formed following the 2005 Tokyo meeting, as well as from FONASBA's regional Range Committees covering the Americas, the Far East, the Mediterranean and Black Sea region and the Nordic countries.

Philip Wood also updated the meeting on FONASBA's contribution to INTERTANKO's Poseidon Challenge, the Federation having committed to providing information on waste reception facilities for tanker vessels at ports worldwide. This information will be provided to INTERTANKO in March 2007 and should provide a very welcome resource for the tanker industry.

The meeting concluded with a presentation on credit control procedures recently implemented in Rotterdam that are aimed at protecting agents from shippers who abuse credit provisions.

This meeting of the Committee was the last to be chaired

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## Annual Meeting Marrakech 2006 — contd/...

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by John Good and at the conclusion of the meeting delegates gave him a standing ovation in recognition of his many years service to FONASBA.

### **CHARTERING & DOCUMENTARY COMMITTEE PLENARY MEETING**

Committee Chairman Grete Noer introduced Marygrace Collins of the USA as the newly appointed Vice Chairman of the Committee following the resignation of Paul Smith. She also advised that Andrew Jamieson, of indemnity insurer ITIC, had agreed to provide FONASBA with legal advice.

The meeting began with reports on activity in the dry cargo and tanker markets from Marygrace Collins and Philip Wood and these were followed by discussions on the rights and wrongs of signing documents “as agents

only” and on the dangers of agents being held liable for the actions of shipowners. The meeting also discussed the need for care to be taken when rendering proforma disbursements accounts to ensure owners are aware that initial estimates can be subject to change.

Both BIMCO and INTERTANKO updated the meeting on the activities of their documentary committees, with the BIMCO report being given by John Tsatsas, Chairman of the BIMCO’s Documentary Committee, attending his first FONASBA Annual Meeting.

### **COUNCIL MEETING**

In addition to the usual discussions relating to the internal administration of FONASBA, the Council Meeting included a ballot for the host association for the 2008 Annual Meeting and the election of FONASBA officers for 2006/8.

Croatia and Israel offered to host the 2008 Annual Meeting but after a ballot of Council members the meeting was awarded to Croatia.

The nominations for officers for 2006/8 were approved and details of the Executive Committee for the coming two years are listed on page 4.

At the close of the Council Meeting, newly elected President Mario Froio addressed the Council. The formal hand-over of the Presidency took place at the Gala Dinner held on Friday, November 3rd when outgoing President Philip Wood handed the badge of office to Mario.

The 2007 Annual Meeting will take place in Buenos Aires during the week October 9th — 12th, hosted by Centro de Navegaçon.

## **FONASBA Honours Former President**

**FONASBA** has the facility to recognise those individuals who make an outstanding commitment to the work of the Federation through the award of Honorary Membership.

The level of this honour is such that since its establishment in 1969, FONASBA has only made the award twice, in 2000, to John Barclay FICS and John Besman, both of whom are former Presidents but who also gave a huge

amount of support to FONASBA before, during and after their terms of office.

This year, FONASBA decided unanimously to extend the same honour to Umberto Masucci, Chairman of ECASBA from 1998 — 2002, President from 2002 — 2004 and currently President of the Italian association, FEDERAGENTI.

Making the award to Umberto, President Philip Wood acknowl-

edged the significant debt that FONASBA owed to Umberto and the esteem to which he is held by the members was amply demonstrated by the extended standing ovation that greeted his nomination at the Council Meeting.

Umberto said he was extremely honoured to receive the award and thanked his colleagues in the Executive Committee for their support.

## Annual Meeting Makes Headlines in Morocco

IT is not very often that a shipping industry conference makes headlines in the national press of any country but the Annual Meeting in Marrakech not only consumed a lot of column inches in the Moroccan papers but also brought some extremely welcome television coverage as well.

President of APRAM and our host in Marrakech Aziz Mantrach had generated a considerable volume of local press interest in the meeting and a dozen local journalists attended a press conference held on Tuesday, October 31st at which President Philip Wood, President Designate Mario Froio and Regional Vice President for Africa Aziz Mantrach spoke.

The questions covered the role of FONASBA in the global shipping industry, the importance of the agency industry to the Mo-

roccan economy and the actions taken by APRAM to enhance the levels of training and professionalism in the local industry.

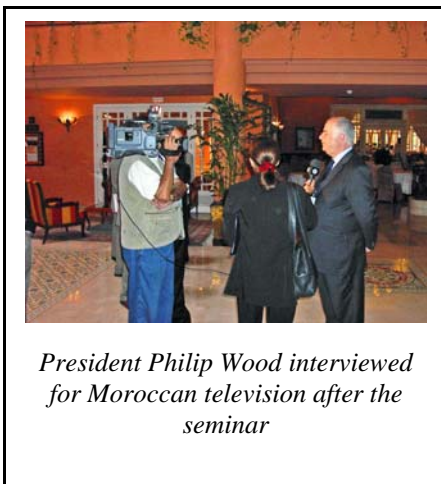
The inclusion of one or more seminars in the Annual Meeting programme has been a feature since the Budapest meeting in 2004 and the seminar in Marrakech on Friday November 3rd, on cultural and business development in Morocco, was very well-attended by both delegates and

their partners.

Those present were addressed by the Moroccan Minister of Equipment and Transport, Mr. Karim Ghellab, and the Itinerant Ambassador of His Majesty the King of Morocco, Mr. Hassan Ayoub, as well as by representatives of the Department of Investments and of the Tangier-Med container port project.

With this level of attendance, media interest was very high and a crew from Moroccan television was present to record both the presentations during the seminar and also to interview Philip Wood, Mario Froio and Aziz Mantrach after the event.

With CIANAM having already secured television coverage of its meetings recently, it is to be hoped that the 2007 Annual Meeting will be as well covered as was the Marrakech meeting.



*President Philip Wood interviewed for Moroccan television after the seminar*

## FONASBA Executive Committee 2006/8

**PRESIDENT:** M.J.L. Froio (Brazil)

**EXECUTIVE VICE PRESIDENT:** C.P. Papavassiliou (Cyprus)

**PRESIDENT DESIGNATE:** T.D. Paulsen (Denmark)

**IMMEDIATE PAST PRESIDENT:** P.J. Wood FICS (Great Britain)

**REGIONAL VICE PRESIDENT AFRICA:** A. Mantrach (Morocco)

**REGIONAL VICE PRESIDENT AMERICA:** P. Campbell (Argentina)

**REGIONAL VICE PRESIDENT ASIA:** T. Iigaki (Japan)

**REGIONAL VICE PRESIDENT EUROPE:** C. Génibrel (France)

**CHAIRMAN, CHARTERING & DOCUMENTARY COMMITTEE:** Mrs. G.C. Noer (Norway)

**CHAIRMAN, ECASBA:** G.J. Heinonen (Finland)

**CHAIRMAN, LINER & PORT AGENCY COMMITTEE:** C. Génibrel (France)

**VICE CHAIRMAN, CHARTERING & DOCUMENTARY COMMITTEE:** Mrs. M. Collins (USA)

**VICE CHAIRMAN, ECASBA:** A. Belmar da Costa (Portugal)

**VICE CHAIRMAN LINER & PORT AGENCY COMMITTEE:** M.S.B. Duin (Netherlands)

## European Update

AS reported on page 1, ECASBA Brussels representative Diego Teurelinx gave an overview of current European Commission activity in the maritime field to delegates at the ECASBA Plenary Meeting in Marrakech earlier this month.

This report summarises his presentation and also updates ECASBA actions on the relevant issues.

### MARITIME POLICY GREEN PAPER

This initiative continues to move slowly forward but with the consultation period extended until June 2007 there is currently little in the way of concrete action.

Much of the Green Paper is concerned with environmental issues such as sustainable development of the maritime space, including balancing port development with environmental considerations and marine spatial planning. One particular area of interest to ECASBA is the concept of a Common European Maritime Space which aims to define every (European ?) vessel operating around the coast as a small piece of Europe and therefore consider it, and its cargo, as never having left the European mainland. This would then allow the cargo it carries to be treated the same way for customs purposes as cargo on a road vehicle or train. Treating sea freight cargo the same as land freight has been a goal of ECASBA

over recent years and in a meeting with Mrs. Kerstin Jorna, Chef de Cabinet of Commissioner Barrot, in September ECASBA Chairman Gunnar J. Heinonen gave ECASBA's support to the concept, although further details will require to be determined before unequivocal support can be given. Also fully supported by ECASBA is the intention of the Green Paper to make better use of existing legislation rather than seek to add more.

### MARITIME SAFETY PACKAGE

Sometimes known as "ERIKA III", this package of maritime safety proposals is mainly the preserve of shipowners and ports but as reported previously ECASBA is fully engaged with the Commission in efforts to make the Ship-Generated Waste Disposal Directive work properly. Key to this is the setting of Europe-wide standards for the "per-vessel" charge and the type/quantity of waste to be covered under that charge. ECASBA is also calling on the Commission to recognise the special case of short sea shipping and also the many pre-existing waste collection contracts between shipping lines and ports.

### MID-TERM REVIEW OF TRANSPORT WHITE PAPER

Although there is little new in the review document, the Com-

mission has realised that it needs to work with industry and not force changes upon it. Support for the use of multi-modal transport remains strong and it is clear the Commission still sees a role in the enhancement of port efficiency. Unfortunately, however, some of the language used harks back to the previously discredited Port Packages. Security also looms large in the review although there is a lack of progress on development of the intermodal security proposals.

### PORT POLICY CONSULTATION

The first open workshop aimed at informing opinion on a new port policy was held in Antwerp on November 16th. ECASBA was represented at this meeting and will maintain a close interest in all six workshops held between now and May 2007. It is expected that ECASBA will attend in person the meetings in Valencia, Lisbon, Naples and Tallin/Helsinki. These workshops are, however, running in parallel with meetings with Member States and also direct discussions with industry bodies and ECASBA will continue to maintain its own close links with DG-TREN on this issue.

### LOGISTICS

As stated above, the Commission continues to promote the

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best use of all modes of surface transport—now known as “comodality”. ECASBA has attended a number of seminars and workshops and responded to every consultation but there seems to be little drive from the Commission itself. The Commission is very aware of ECASBA’s keen interest in the development of the European logistics sector and contact will be maintained on a regular basis. ECASBA has also proposed the development of a European Diploma in Logistics and Multimodal Transport and this concept has received good support from the Commission.

#### SHORT SEA SHIPPING

The Commission is keen for the network of short sea promotion centres to take on the additional responsibility of coordinating logistics services but the centres themselves are struggling financially and ECASBA has strongly supported their call for increased funding. If this is not forthcoming it is likely the existing network will fold.

#### CUSTOMS & TRANSIT

For some time ECASBA has supported calls from other industry organisations for the Commission to introduce the US 24Hr Prior Notice Requirements (24Hr PNR) for import cargo — on the grounds that the process is in place, working well and fully understood by lines, agents and forwarders. In spite of significant criticism, especially

from groups representing container lines, the Commission has refused to do so. Furthermore, the Commission is also requiring container lines to provide full information on all boxes shipped on board, even if they are carried under NVOCC bills of lading.

In order to ascertain the reasons behind the Commission’s apparent failure to agree to internationally accepted practice, General Manager Jonathan Williams met with DG-TAXUD in Brussels in October.

At that meeting, DG-TAXUD advised that as Europe is a confederation of individual sovereign countries, the introduction of new customs legislation requires the agreement of all 25 Member States, it cannot be forced on them. Furthermore, reports received by TAXUD indicate that the current US 24 Hr PNR system is not working as well as it should and cannot provide the required levels of coverage of all import cargo that Europe demands — so there is no value in installing a flawed system. With regard to the requirement for shipping lines to provide full disclosure of cargo information, it is only the line that can categorically state what cargo has been loaded on what vessel for discharge at what port and therefore it is only the shipping line that can provide the required level of verifiable data.

Furthermore, and contrary to what has been reported by some shipping industry organisations,

a number of European lines have advised the Commission that they actively support the proposal to make them liable for provision of full cargo data as this will give them the ability to demand the information from freight forwarders on their terms. ECASBA will continue to maintain its close links with DG-TAXUD on this issue and others in the customs field.

#### REORGANISATION OF DG-TREN

A number of changes have recently been made within DG-TREN, the most important for ECASBA being that Jean Trestour has been given responsibility for an enlarged Unit G1, covering maritime policy, ports, short sea shipping, inland navigation and the Marco Polo project. Bringing all these closely related portfolios together in one “super” unit should increase the efficiency of Commission activity in these prime areas of interest for ECASBA, which has an excellent working relationship with Mr. Trestour and looks forward to working with him in this new, enhanced role.

Logistics has been moved to Unit G3 under newly appointed Head of Unit Ben van Houtte who has moved to maritime from aviation and ECASBA will be meeting Mr. Van Houtte early in the New Year. At the same time Rodrigo Vila de Benavent, formerly responsible for ports, has moved back to aviation.

## **ECASBA Seminar 2007**

**FOLLOWING** the success of the Brussels seminar in June this year, it has been agreed to hold a second event in 2007. The location is the same as last year, the Hotel Silken Berlaymont, Rue Charlemagne, adjacent to the Commission building of the same name, and the dates have been set for May 22nd/23rd 2007.

In a slight change to the programme for this year, the 2007 event will start and finish at noon — allowing slightly more time for delegates to get to Brussels — and the number of speakers will be reduced to allow more time for discussion on the

main issues. Although those issues will be determined by events, they will include port and maritime policy — in order that ECASBA can develop its formal responses to the Commission consultations on both issues — as well as customs issues and no doubt short sea shipping. The dinner on 23rd will be held at a restaurant within five minutes walk of the hotel, thus avoiding the need for coach transfers. As this year we again hope to be able to have a Commissioner join us for the evening.

To round off the seminar we are considering arranging a tour of

the European Parliament (the Brussels one, not Strasbourg) for those delegates that are interested.

The 2006 seminar was attended by 36 delegates from 15 EU Member States and we very much hope that the success of that event will spur an even higher attendance next year, and 90 places have been reserved. Although this is an ECASBA event, representatives of non-ECASBA members will be welcome to attend if space permits.

Further information on the seminar will be issued early in the New Year.

**AS 2006 COMES TO AN END,  
MAY WE WISH  
ALL FONASBA MEMBERS,  
THEIR FAMILIES AND FRIENDS  
EVERY GOOD WISH FOR THE  
FESTIVE SEASON  
AND A  
HAPPY AND PROSPEROUS 2007**