



FONASBA



ECASBA

March 2025 | Issue 64

THE NEW

HORIZON

The Federation of National Associations of Ship Brokers and Agents

PRESIDENT'S INTRODUCTION

by President FULVIO CARLINI

Dear Members,

Thank you for joining us for this new issue of our newsletter. It is a pleasure to connect with you and share updates on the initiatives shaping our association and the wider maritime industry.

As we begin a new term with our expanded leadership team, I am particularly pleased to see the momentum building in Africa, driven by the growth and enthusiasm of the regional team. I would also like to extend my gratitude to the ECASBA advisory panel for an exciting new initiative—a bulletin that will serve as a dynamic resource to keep our members informed and engaged.

Additionally, it is encouraging to witness the evolution of our ECASBA rendezvous, which this year will take place alongside the European Shipping Summit. This reflects our commitment to strengthening our presence where the future of our industry is being shaped, working in partnership with other international and EU shipping organizations. Collaboration within the maritime cluster is essential, and we remain dedicated to playing our part in advancing the industry alongside our esteemed partners. We are especially grateful for the contributions from WWSA and the Mission to Seafarers, as well as our regular experts who continue to provide invaluable insights into the shipping arena for our members.

Please take note of these key upcoming events:

- Membership Webinar on the developments of EMSWe – 10 April 2025
- FONASBA Annual Meeting in Istanbul – 14–18 October 2025

We look forward to continuing our work together and thank you for your ongoing support.

Best regards,

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FONASBA representatives convened in Dubai during BreakBulk Middle East.

On 12 February 2025, the Federation of National Associations of Ship Brokers and Agents (FONASBA) held its **Executive Committee meeting in Dubai** to discuss the agenda for the new term. Building on the work carried out by the previous committee led by **Javier Dulce, Fulvio Carlini**, FONASBA President, said, “As we look ahead, FONASBA must continue to be the authoritative global voice for ship agents, shipbrokers, and maritime professionals, leading innovation, advancing sustainability, and championing quality and excellence”.

Throughout the meeting, the Committee reaffirmed FONASBA’s mission to go beyond representation and actively advance ship agency and shipbroking. “FONASBA will drive policy on technology, sustainability, and trade, providing members with the training, tools, and connections to navigate a changing market. It will remain the leading global network for maritime professionals, shaping industry standards and global discussions on regulations, innovation, and seafarer welfare”.

The FONASBA Executive Committee for the 2024-2027 term is as follows:

- **Fulvio Carlini**, President (Italy)
- **Javier Dulce**, Immediate Past President (Argentina)
- **Botond Szalma**, Executive Vice-President (Hungary)
- **Dureid Mahasneh**, Regional Vice-President Middle East (Jordan)
- **Mohamed Mouselhy**, Regional Vice-President Africa (Egypt)
- **Marcelo Neri**, Regional Vice-President Americas (Brazil)

- **Takazo Iigaki**, Regional Vice-President Asia (Japan)
- **Raymond Troch**, Regional Vice-President Europe and Chair, ECASBA (Belgium)
- **Antonios Venieris**, Chair, Education and Quality Committee (Greece)
- **Julio Delfino**, Chair, Ship Agent Committee (Argentina)
- **Bahadir Tonguç**, Chair, Ship Broking Committee (Turkey)
- **Antonio Belmar da Costa** – Co-opted Member (Portugal)
- **Mohammed El Mezouar** – Co-opted Member (Morocco)

During the meeting, the Executive Committee voted to adopt a new motto: **Lead. Innovate. Connect.**

“This motto reinforces FONASBA’s commitment to leadership, innovation, and collaboration in the maritime industry. As the association shapes its agenda for the future, it strives to go beyond the status quo and drive industry transformation. More than just a tagline, it defines FONASBA’s role in shaping the future and leading change” explains Dr **Dureid Mahasneh**, Regional Vice-President Middle East.

The meeting was complemented by numerous networking opportunities, including valuable visits to local partners **DSAA** and **DP World**. A highlight was an eye-opening keynote by Mr. Shahab Al Jassmi, Senior Vice President – Ports & Terminals Commercial at DP World GCC, who showcased their remarkable work. The Committee also engaged with the **Worldwide Ship Agencies Association (WWSA)**, attended Breakbulk Middle East, and held meetings with the **Institute of Chartered Shipbrokers (ICS)**, **National Association of Freight and Logistics (NAFL)** and colleagues from Iran visiting Dubai.



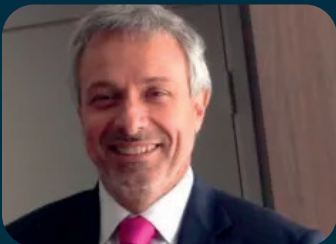
FONASBA EXECUTIVE COMMITTEE MEMBERS 2024 – 2027



FULVIO CARLINI FICS / PRESIDENT

Fulvio Carlini, born in 1957 started his shipping career from joining his family business. After starting in his family business, Carlini & C Srl, in 1978, Fulvio Carlini held leadership roles across various maritime and logistics companies, including Euro CAM and Savona Terminal. Since 2003, he has served as a Logistics Consultant for Acciaierie Beltrame Spa Group, managing export and import logistics for mills in multiple countries. Currently, he is the Gerant of Marine Chartering Services Sarl in Monaco, specialising in dry cargo chartering and logistics consultancy, and a Director of Conti Carwil Ltd, operating liner services in the Mediterranean and beyond. Carlini also holds industry roles, including Chairman of the Shipbroker Committee of FONASBA, and as a member of BIMCO's Documentary Committee.

He is married to a shipbroker and has three children.



JAVIER ENRIQUE DULCE / IMMEDIATE PAST PRESIDENT

Javier Enrique Dulce is the President of Agencia Marítima Dulce and holds key roles in other companies within the group, driving local and international business growth with strategic management. With 38 years in the industry, he joined the company in 1986, advancing through multiple roles until becoming President in 2006. His experience gives him a broad perspective and strong market insight.

Javier has been an active Board member of the Centro de Navegación since 1999, serving as its President in 2008. He also led CIANAM from 2012 to 2013 and served as FONASBA Vice President for the Americas in 2012. From 2022 to 2024, he was FONASBA President, marking a peak in his career in institutional representation.

An architect by training from the University of Buenos Aires, Javier is 63 years old and has two children. Agencia Maritima Dulce S.A.



BOTOND SZALMA / EXECUTIVE VICE PRESIDENT

Mr. Botond Szalma has over 40 years of experience in shipping, logistics, and maritime operations. He has held leadership roles, including CEO of Plimsoll Zrt., managing director of Fluvius Co. Ltd, and former general director of MAHART. As executive vice-president of FONASBA and president of the Hungarian Shipbrokers and Shipping Agents Association, he plays a significant role in the global shipping community. He is also a certified logistics expert and active contributor to professional education and industry development through HALPIM and other organisations.

FONASBA EXECUTIVE COMMITTEE MEMBERS 2024 – 2027



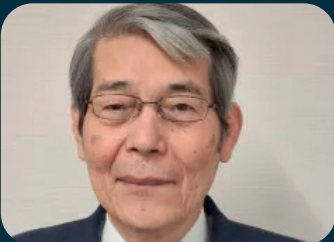
MOHAMED MOUSELHY / REGIONAL VICE PRESIDENT AFRICA

With decades of experience in the shipping and maritime sector, Mr Mohamed Mouselhy stands tall as an icon in the industry and the entire Egyptian community. Within the company, he is the Chairman for Finmar Shipping and Yang Ming Egypt, in addition to CEO for Arkas Egypt. Outside of Finmar, he is President of the Arab Federation of Chambers of Shipping, Chairman of the Alexandria Chamber of Shipping, Vice President of the International Federation of Shipping Agencies (FONASBA), Member of the board of the Alexandria Port Authority, Member of the Alexandria Business Association, Member of AMCHAM Egypt, and Chairman of Ittihad Alexandria Sporting club.



MARCELO NERI / REGIONAL VICE PRESIDENT AMERICAS

Marcelo Neri is a seasoned professional in the maritime and international trade sectors, with over 15 years of consultancy experience, Marcelo has provided strategic guidance in Ship Agency, Port Operations, and Vessel Chartering, serving companies across 10 Brazilian ports through Alphamar and Alphaport, where he is the CEO and partner. His leadership extends to serving as President of FENAMAR (National Federation of Navigation Agencies) since 2019, after previously leading SINDAMAR for six years.



TAKAZO IIGAKI / REGIONAL VICE PRESIDENT ASIA

Takazo Iigaki has had a long career in the shipping and maritime industry. Beginning with Cornes & Co. in 1962, he transitioned to Ben Line Agencies (Japan) Ltd. in 1970. In 1988, he became Director, and by 1994, he was appointed President and Representative Director. Currently, he serves as Chairman of Ben Line Agencies (Japan) Ltd.



DR. DUREID MAHASNEH / REGIONAL VICE PRESIDENT MIDDLE EAST

Dr. Dureid Mahasneh has expertise in marine sciences, shipping, and logistics. Currently, he serves as the CEO of Gargour Shipping Co. and Chairman of the Jordan Shipping Association. His career has included roles such as Director General of Aqaba Ports Corporation, Secretary General of the Jordan Valley Authority, and Advisor for international projects such as USAID and CH2MHill. Dr. Mahasneh has played roles in regional development, bilateral peace talks, and environmental initiatives. He also contributes to education, scientific research, and industry governance through various board memberships, including the German Jordanian University, EDAMA, and the Royal Society for Conservation of Nature.



RAYMOND TROCH / REGIONAL VICE PRESIDENT EUROPE CHAIR, ECASBA

Raymond is the FONASBA Regional Vice President for Europe and Chairman for the European Community Association of Shipbrokers and Agents (ECASBA). He has experience in the global shipowning industry and as ship agent in breakbulk, container and ro-ro activities Customs broker, LCL consolidation & freight forwarding Terminal operator in ro-ro business port agent in cruise, tramp & liner, LNG, project, container, barge operations.

Founding owner of SiRaCo a consulting and intermediary services within the shipping and logistics industry.

FONASBA EXECUTIVE COMMITTEE MEMBERS 2024 – 2027



ANTONIOS VENIERIS / EDUCATION AND QUALITY

Born in 1976, Antonios Venieris is a second-generation ship agent leading the family business, Venieris Maritime SM SA. After earning a Bachelor's degree in Maritime Business & Law and a Master's degree in Shipping, Trade & Finance, he began his career as a Marketing Assistant at Anglo-European Agencies in the UK. Following his military service in Greece, where he was discharged as a Second Lieutenant in the Logistics & Warfare Material Corps, Antonios joined the family business in 2001.

Over the years, he advanced through various roles and became President of Venieris Maritime in 2012. Established in 1983, the company provides comprehensive agency services for a wide range of cargoes and vessels. It has represented leading international liner companies in Greece and the Balkans, including Senator Lines, Stinnes Lines, Hanjin, and more recently, Unifeeder A/S and HMM Co. Ltd. Venieris Maritime operates owned offices in major Greek ports and neighboring countries such as Albania, North Macedonia, and Bulgaria.

Antonios has been a member of the International Maritime Union (IMU) in Greece since 2001, joined its Board in 2018, and has served as President of the Union since 2021.



BAHADIR TONGUÇ FICS / CHAIR, SHIP BROKER COMMITTEE

Bahadır Tonguç started is a maritime professional with extensive experience in the industry, he has held roles as a shipbroker and chartering manager at prominent ship owning companies before founding Supramar Shipping in 2007, a company specializing in chartering services. In addition to leading Supramar, Bahadır Tonguç oversees several other ventures in Turkey and the Netherlands, focusing on deep-sea dry bulk shipping and industrial project cargo logistics. Currently, he serves as the Chairperson of the Shipbroking Committee at the Turkish Chamber of Shipping and is a founding member of the Turkish Shipbrokers Association (GBD). He is also a Documentary Committee Member of BIMCO and the Immediate Past President of The Institute of Chartered Shipbrokers (ICS) Türkiye Branch.



JULIO J. DELFINO / CHAIR, SHIP AGENT COMMITTEE CHAIR

Julio J. Delfino was born in 1976 in Buenos Aires, Argentina.

After obtaining his bachelor degree in business economics, and his master degree in finance and economics at the beginning of the millennium, both from the Universidad Torcuato Di Tella, he started his career working as financial advisor in investment banking. Later on, he held different leadership roles within various multinational companies, including Mondelez – Kraft Foods. He made his first steps in the logistics sector working for Terminales Rio de la Plata. In 2004, Julio joined the Delfino Family shipping and transportation business as the sixth generation of the oldest private company in Argentina founded in 1838. In 2018, he became president and owner of Delfino Global with offices in Argentina, Uruguay and business presence in LATAM and beyond. Delfino also holds major institutional roles, as President since 2018 of Centro de Navegación Argentina, bringing together and representing as chamber the interests of maritime agents, port terminals, port authorities and other stakeholders related to shipping, logistics and foreign trade; as Member for the last decade of CIANAM Execom; and as Secretary for the last 15 years of the Asia Pacific Chamber.

He is married and has three children so far.

FONASBA EXECUTIVE COMMITTEE MEMBERS 2024 – 2027



ANTONIO BELMAR DA COSTA / CO-OPTED MEMBER

Antonio Belmar Da Costa served as the Regional Vice President for Europe at FONASBA since 2015. With over two decades of leadership experience in the maritime and logistics industry, Antonio also serves as Executive Director of AGEPOR (Associação dos Agentes de Navegação de Portugal) since 2000, and Vice President of the Shortsea Promotion Centre in Portugal since 2004. An advocate for sustainable intermodal transport, he has been an invited teacher at Escola Europeia de Short Sea Shipping since 2007. Previously, Antonio held key positions at MacAndrews, including Commercial Director and Financial Director, during a successful 10-year tenure.

Additionally, within FONASBA, he chaired the European Community of Agents and Ship Brokers Association (ECASBA) from 2008 to 2018, further showcasing expertise in international maritime affairs. Associação dos Agentes Navegação de Portugal (AGEPOR)

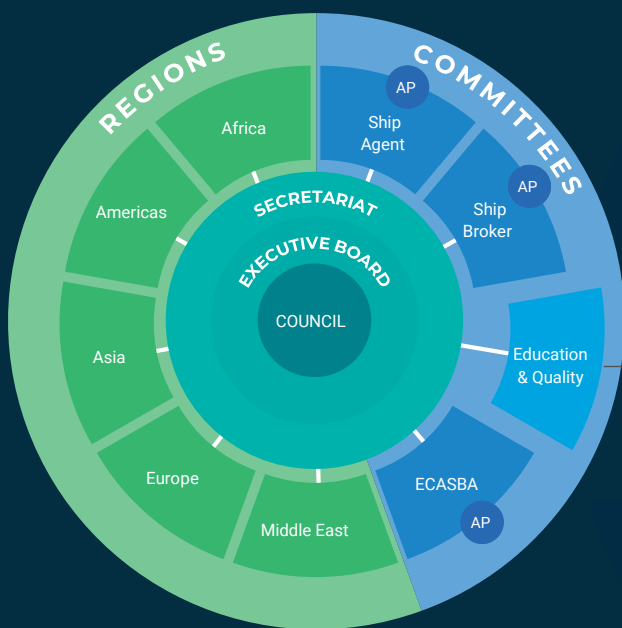


MOHAMED EL MEZOUAR / CO-OPTED MEMBER

Mohamed is the General Manager of HAMAG Group, a Morocco-based organization providing a range of maritime and logistics services, including ship agency, ship brokerage, freight forwarding, customs brokerage, and trucking. Driven by a client-first approach, HAMAG Group is committed to simplifying supply chain operations and delivering reliable, efficient solutions.

With a wealth of experience in the shipping and logistics sector, Mohamed takes pride in fostering collaboration and continuous improvement across the industry. His focus on building strong partnerships and implementing best practices has helped HAMAG Group become a trusted partner for clients and stakeholders alike.

Mohamed also serves on the Executive Committee of FONASBA, where his extensive industry experience and commitment to best practices contribute to promoting the organization's mission of advancing the maritime sector's interests and upholding high professional standards globally.



FONASBA STRUCTURE

ANNUAL MEETING 2025

Get ready for the
**upcoming FONASBA
Annual General Meeting!**
14th - 18th October 2025



MEET THE MEMBERS

FONASBA & I.S.B.A.: Strengthening Maritime Partnerships in Indonesia

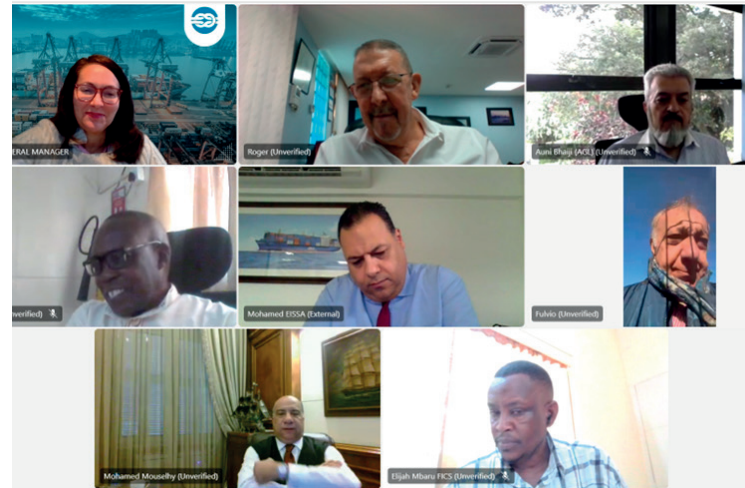


FONASBA met with **Indonesian Shipbrokers' Association (I.S.B.A)**, our new partner in Indonesia. The meeting highlighted Indonesia's critical role as a maritime hub in Asia and reflected our shared dedication to advancing the shipping and logistics industry. During the visit, FONASBA engaged in in-depth discussions about regional opportunities and challenges and reaffirmed commitment to fostering a strong and fruitful partnership for long-term growth.

A heartfelt thank you to the chairman of I.S.B.A. **Rheinhard Tobing**, who facilitated the meeting. We would like also to thank **Arief Putranto**, and Immanuel Sinulingga for making the time for our meeting and received us with a warm welcome, offering an inspiring exchange!

FONASBA Africa VP Engages with KSAA to Drive Regional Shipping Progress in 2025

FONASBA Regional Vice President Africa **Mohamed Mouselhy** started 2025 with a productive first meeting with the **KENYA SHIPS AGENTS ASSOCIATION (KSAA)**. Discussions focused on regional specificities, challenges, and opportunities. It was a pleasure to connect with KSAA, a strong player in the African shipping industry and a key contributor to Kenya's status as a powerhouse in global shipping. We're grateful for the opportunity to collaborate closely with such esteemed colleagues and are excited to drive progress across the continent in 2025.



MEET THE MEMBERS

FONASBA invited to a high-level meeting on Red Sea stabilization and Suez Canal operations



Mohamed Mouselhy, Chairman of **Finmar Group**, the **Alexandria Chamber of Shipping**, and **FONASBA Regional Vice President for Africa**, attended a high-level meeting organized by **Lieutenant General Osama Rabbie**, Chairman of the **Suez Canal Authority (SCA)**.

With representatives from 23 leading shipping lines and agencies, discussions focused on the stabilization of conditions in the Red Sea and Bab el-Mandeb, highlighting the positive repercussions on transit schedules and operational strategies for the **Suez Canal**.



NEW MEMBERS

FONASBA expands in Africa thanks to new member: Egyptian Maritime Consultant Office



FONASBA is delighted to announce a new Federation Associate Member: the **Egyptian Maritime Consultant Office (EMCO)**! EMCO is a full-service shipping agency operating across all major Egyptian ports, with strategically located offices in **Alexandria, Port Said, and Suez**. They specialize in handling a wide range of vessels and cargoes, offering comprehensive and reliable services to clients.

This new membership further strengthens FONASBA's presence in such a strategically important and dynamic maritime region. We look forward to working together and fostering collaboration across the global **Shipping Community** with EMCO and its representatives: **Mrs. Randa Farouk Abdalla, Mr. Ahmed Afify, Mrs. Jailan Abdallah, Mr. Mohamed Afify, Mr. Mohamed Hammouda, Mr. Mohamed Afify, Mr. Mohamed Hammouda.**

NEW MEMBERS

EGYMAR from egypt joins as a new Associate Member

FONASBA is happy to announce **EgyMar Shipping & Logistics Services S.A.E** as a new associate member of the Federation! Egymar is a leading shipping and logistics company based in **Egypt**. Its membership will strengthen FONASBA's presence in this important region for shipbrokers and ship agents, fostering collaboration and upholding the highest professional standards in the industry. **Welcome aboard, Egymar!**



NEW MEMBERS

MELC Group joins FONASBA

Middle East Logistics and Consultant Group - MELC Group has joined the Federation. The Group, based in Egypt, is committed to fulfilling customers' transport and distribution requirements by providing satisfactory and consistent services, communication, and professional advice.





FONASBA ACB Courses

The training collaboration between FONASBA and ACB began in 2021. In 2020, the Barcelona Shipping Agents Association (a member of ASECOB, the Spanish National Association) and the owner of the training content submitted the programs to the

FONASBA Education Committee for evaluation.

Finally, FONASBA recommended training programs to its members. To date, the courses have received staff from companies belonging to 28 national associations that are members of FONASBA.

COURSE OVERVIEW

What the courses are about?

The courses are designed to train students in the different segments of shipping industry with the aim of studying the different topics in depth. FONASBA-ACB is training in liner shipping transportation, the role of the ship agent in the Tramp business, Ro-Ro cargo shipping, Blockchain in shipping and logistics and as a first for 2025, an introduction to the IMDG code.

This is the course calendar and start dates for 2025.

COURSE	DATE
INTRODUCCIÓN AL CÓDIGO IMDG	04/02/2025 (COURSE DELIVERED IN SPANISH)
LINER SHIPPING TRANSPORTATION	05/04/2025
THE SHIPPING AGENCY IN TRAMP BUSINESS	03/05/2025
LINER SHIPPING TRANSPORTATION	20/09/2025
RO-RO CARGO SHIPPING	11/10/2025
BLOCKCHAIN IN SHIPPING AND LOGISTICS	04/11/2025

The registration deadline is one week before the start of the course.

All courses: <https://consignatarios.com/en/training/>

Who are they designed for?

This course is specifically designed for employees of shipping agencies and shipping companies who need to have up-to-date knowledge that allows them to fully understand the scope of their work within the organization. This is also for professionals who want to keep their knowledge up-to-date. It is also common to have students from import/export companies, freight forwarders, customs agents, terminals, logistics companies, etc. interested in various segments of the shipping industry. Also young people who have completed their studies and wish to work in a shipping agency or shipping company.

When learners can start ?

Before the start of the course, students receive instructions for the correct follow-up of the course as well as instructions for using the platform where the courses are hosted. The courses have start and end dates although access to content is 24/7. It is important that students start together at a certain date as during the course we encourage participants to connect with each other to create a community that can continue alive after the course has ended.

To mention that the instructors are our core value. All of them are the general managers of shipping agencies and shipping companies with extensive experience as shipping instructors.

The format

The format is online training, and the learner sets their own pace of learning. The student has a direct channel of communication with the instructor via email and chat as well as with other classmates.

To increase the quality of the courses, training programmes include a weekly video conference with the instructor to address any doubts that may arise and allow the student to improve his learning experience.



Alex Ferrandiz

Manager of the Barcelona Shipping Agents Association.

Polytechnic University of Catalonia postgraduate diploma in Port Operations Management and in Law, Maritime Business and Port Management. IEBS Postgraduate diploma in Digital Business

FONASBA MEMBERSHIP WEBINAR

KYC: New Tools at the Service of Our Professions

On January 22, 2025, FONASBA hosted an exclusive webinar in partnership with **The Baltic Exchange**, one of our esteemed Club Members, to explore innovative solutions in **Know Your Customer (KYC) practices for the shipping and shipbroking sectors**. Attendees were introduced to a new “pay as you go” platform specifically designed to simplify and enhance KYC compliance for small and medium-sized businesses.

This cutting-edge tool aims to make compliance processes faster, smarter, and more reliable.

- Key Highlights from the Webinar
- Exclusive insights into The Baltic Exchange KYC Platform.
- A comprehensive look at how the platform streamlines operations, improves risk management, and ensures compliance with ever-evolving regulations.

- An engaging Q&A session with industry experts, offering practical guidance on integrating this solution into existing workflows.

The webinar was held by **Nadia Mirza**, Business Development for Baltic Exchange.

She has experience as a Capesize shipbroker and FFA broker in Hong Kong, Singapore, and London, and previously worked as a charterer for the UN World Food Programme in Rome, supporting humanitarian aid efforts worldwide.

Learn more about the KYC Platform and other innovative solutions from The Baltic Exchange here.



Nadia Mirza

Business Development for Baltic Exchange.

EMSWe developments Membership Webinar - April 10th

Philippe Duchesne, **EMSA** > *State of play of EMSWe*



Mikael Renz, **SMA and IMO expert** > *IMO Single Window state of play*



Alexio Picco, **Magellan Circle** > *Summary of the study for the extension of the EMSWe to EU neighbouring countries*



For more details and to register, please contact the Secretariat: Membership@fonasba.org

FONASBA Young Ship Agent or Shipbroker of the Year Award 2025

FONASBA YABA 2025 has received an extraordinary number of applications from young maritime professionals worldwide! The results will be published soon. A special thanks to all YABA sponsors!



Barcelona Shipping Agents Association



Egypt Inaugurates IMO Regional Office in Alexandria: A Milestone for Maritime Collaboration



Egypt's Minister of Transport, Lieutenant General Kamel El-Wazir, inaugurated **the International Maritime Organization (IMO) Regional Office for Arab States** in Alexandria, Egypt. The new office, inaugurated by **IMO Secretary-General Arsenio Dominguez**, aims to promote Maritime Cooperation, enhance technical assistance, and strengthen the implementation of IMO conventions across the region. Mr. Dominguez was also welcomed by **Egyptian President Abdel Fattah El-Sisi**. This milestone highlights Egypt's leadership in the maritime sector and its dedication to fostering collaboration among Arab states.

FONASBA was proudly represented by its Regional Vice President for Africa, **Mohamed Mouselhy**, reaffirming the importance of this maritime region to the Federation.



Discover IMO's priorities for 2025

by Arsenio Dominguez - IMO Secretary-General

 WATCH THE VIDEO

Shipping Australia Limited Annual Review 2024

Still getting started in 2025? Check out the **Shipping Australia Limited Annual Review 2024** for valuable information and insights from the Oceania region, and don't miss the **FONASBA article featured on page 32!**



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europe.breakbulk.com

For more details please contact the Secretariat at

Membership@fonasba.org

Read new interviews from the FONASBA WiSH Campaign!

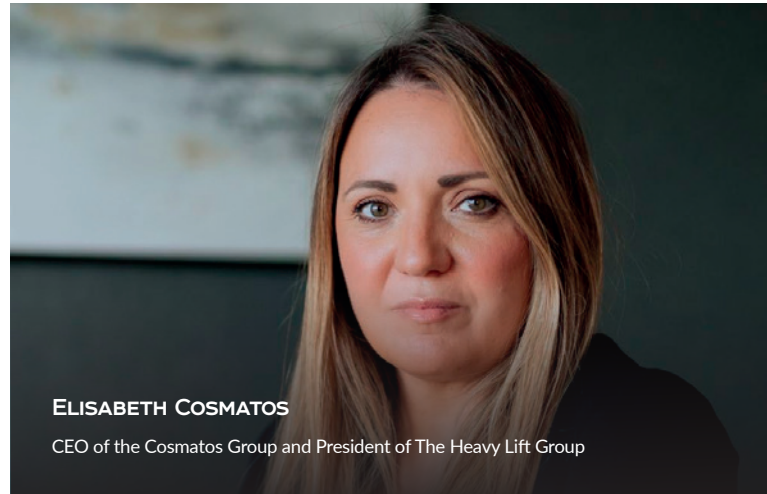


NADA EL AHWAL
Chief Strategy Officer of Transmar International

Nada El Ahwal is the **Chief Strategy Officer of Transmar International**, a family-owned shipping and logistics business. During her career, El Ahwal has been inspired by the dynamic nature and transformative impact of the **shipping industry**. In her interview, she shares personal lessons about mentoring young entrepreneurs in logistics through the **Logivators** program.

Looking ahead, she predicts that AI **will revolutionize the shipping industry**, shifting its focus from manual labor to analytical and communication skills.

[Read the interview](#)



ELISABETH COSMATOS
CEO of the Cosmatos Group and President of The Heavy Lift Group

In the week of March 8th, **International Women's Day**, FONASBA featured a WiSH interview highlighting **Elisabeth Cosmatos**, CEO of the **Cosmatos Group** and President of **The Heavy Lift Group**. In the interview, Cosmatos shared insights and advice about her career while also **emphasizing how women too often have to work harder than men to prove themselves and succeed**.

To combat this, fostering **diversity, inclusion, and equal opportunities** has been essential in **ship agency, shipbroking, and the maritime industry** as a whole. While progress has been made, FONASBA remains committed to supporting initiatives that **break barriers** and promote a **more inclusive future**.

That's why these celebrations should extend beyond just one day. Through **daily actions, habits, and inclusive work environments**, we can create **lasting change all year round**. To all the women navigating the seas of success, whether onboard or onshore — FONASBA stands with you!

[Read the interview](#)

IMOGENDER NETWORK

- Website: www.imogender.org
- Email: imogendernetwork@gmail.com
- Twitter: [IMOGENnetwork](https://twitter.com/IMOGENnetwork)
- LinkedIn: [IMOGENDER Network](https://www.linkedin.com/company/IMOGENDER-Network)
- Instagram: [IMOGENDER_network](https://www.instagram.com/IMOGENDER_network)

Promoting Gender Equality in the Maritime Sector

Women in maritime still face challenges in **entry, career progression, and representation**. To bridge these gaps, initiatives like **mentorship programs** for women on board and inclusive recruitment policies have proven successful.

IMOGEN (IMO Gender Equality Network) is compiling a **Best Practices Guide** to highlight effective policies and programs that **support women in maritime** — both on shore and at sea. This resource will help stakeholders adopt prov-

en strategies, making the industry more inclusive, equitable, and attractive to women. **FONASBA** fully supports these initiatives that break barriers and create a more inclusive future. That's why we're sharing this important request from IMOGEN:

Has your Maritime Administration, company, or organization implemented an initiative to support women in maritime? Share your insights and complete this **short survey!**



STATEMENTS

FONASBA and ECASBA stand for a stronger European Transport Budget!

A **competitive** and **resilient** Europe depends on a well-funded and centrally coordinated transport network. The **maritime** and **logistics** sectors require long-term investment in infrastructure to maintain **efficiency, sustainability, and economic growth**. **FONASBA** and **ECASBA** fully support the urgent call for **EU Member States** and **European Commission** to preserve and strengthen a dedicated **European transport funding instrument**. A cohesive, well-integrated transport system is not only vital for economic competitiveness but also for security, supply chain resilience, and achieving the EU's net-zero ambitions.

We urge policymakers to prioritize a united European approach to ensure stable and long-term funding to the Europe's transport sector. The time to act is now!

[READ THE STATEMENT](#)

STATEMENTS

FONASBA and ECASBA's perspective on the Clean Industrial Deal

FONASBA and **ECASBA** welcome the **EU Clean Industrial Deal** as a crucial step toward balancing **industrial competitiveness and decarbonization** in the maritime sector. As the global voice of ship agents and brokers, we emphasize the need for:

- Investment in sustainable maritime fuels.
- Affordable energy & regulatory alignment at EU & IMO levels.
- Streamlined regulations to cut administrative burdens.
- Clear funding mechanisms to support digitalization & alternative fuels.
- Secure, sustainable supply chains for maritime logistics.

We call on policymakers to engage with maritime stakeholders to ensure a fair, efficient, and sustainable future for global shipping!

[READ THE STATEMENT](#)

ECASBA

FONASBA and ECASBA Join 23 Global Industry Associations in a Joint Statement for International Customs Day

On Sunday, 26th January, **FONASBA** and **ECASBA** joined 23 EU and global industry associations in issuing a **joint statement** addressed to institutional stakeholders and economic operators. The statement emphasized the need to strengthen partnerships between **customs authorities** and the **trade community** to foster a more seamless and collaborative approach.

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The 2nd Edition of the Algiers Maritime Forum will take place on April 16, 2025 at the Mercure Hotel, in Algiers, Algeria, under the theme: **“Safety, Compliance, and Risk Management in Modern Maritime Industry”**.



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APRIL 2025

ECASBA BULLETIN

Dear Members,

It is with great pleasure that I, Raymond Troch, in my role as ECASBA Chair, announce the launch of our new initiative: the **ECASBA Bulletin**. This initiative is designed to enhance communication and provide added value to our members by offering timely and structured updates on key issues affecting our industry across Europe.

In collaboration with the esteemed members of the ECASBA Advisory Panel, we have carefully curated these bulletins to deliver concise and relevant information, helping you stay informed without the burden of multiple emails. By consolidating updates into a single document, we aim **to streamline the flow of information and facilitate the sharing of insights** within your national associations.

I would like to extend my sincere thanks to our dedicated ECASBA Advisory Panel members for their invaluable support in gathering and compiling these updates:

- **Belgium:** Mrs. Hilde Bruggeman
- **Denmark:** Mr. Jesper Sebbelin
- **France:** Mr. Jean-Pascal Bidoire

- **Germany:** Mr. Alexander Geisler
- **Hungary:** Mr. Botond Szalma
- **Malta:** Mr. Matthew Sullivan
- **Portugal:** Mr. Antonio Belmar da Costa
- **Poland:** Mr. Jacek Tyminski
- **Spain:** Mr. Julio Fernández Guillén

We are committed to providing these bulletins every two months, or whenever significant developments arise. We hope this format will not only keep you informed but also support your efforts in representing and advocating for your members' interests.

Please find below the links to the first two bulletins circulated this year:

- [ECASBA Bulletin 2025-01](#)
- [ECASBA Bulletin 2025-02](#)

We trust you will find the ECASBA Bulletin informative and beneficial. **Your feedback is always welcome** as we strive to improve and meet your needs.

Yours sincerely, Raymond Troch - ECASBA Chair

FONASBA-ECASBA Co-Sponsors Key Panel at the European Shipping Summit in Brussels



Over the past few months, **ECASBA** has collaborated with colleagues on the **ESS Steering Committee** to promote the **European Shipping Summit** in Brussels, where **FONASBA-ECASBA** proudly co-sponsored a panel discussion in partnership with the **World Shipping Council (WSC)**. The summit brought together distinguished speakers, industry experts, and regulators from European and international bodies to address critical challenges in global shipping, in-

cluding the urgent issue of illicit goods trafficking. A heartfelt thank you to all the panellists and ECASBA members who joined us for this two-day event, which featured insightful discussions that underscored its significance on the shipping industry's calendar. We are confident that the #ShippingSummit will become a key fixture for FONASBA-ECASBA as well!



Ben Bailey

FONASBA ARTICLES

Introducing the Happy at Sea App from the Mission to Seafarers, a digital seafarers centre in your pocket

by Ben Bailey, Director of Programme at the Mission to Seafarers

The Mission to Seafarers operates in over 200 ports across 50 countries. Their global network offers practical, emotional and spiritual support to seafarers of all ranks, nationalities, and beliefs through ship visits, drop-in seafarers' centres and a range of welfare and emergency support services.

Ben Bailey, Director of Programme at the Mission shares more about their Happy at Sea App and how FONASBA members can benefit from this.

Q: What is the Happy at Sea app?

A: The Happy at Sea app is designed to help seafarers manage their welfare requirements whilst working on board ships. The app enables seafarers to easily track their requests, while also empowering our teams to work more strategically within the ports.

Q: What can seafarers do with the app?

A: The Happy at Sea app allows seafarers to pre-order welfare visits, arrange transportation, offline access to a wide range of wellbeing resources, complete the Seafarers Happiness Index with tailored support based on responses and organise shopping in local ports.

Q: Why was this app created?

A: The app was created by The Mission to Seafarers to improve the careers and lives of seafarers while they are at sea. By leveraging technology, we can ensure that seafarers have access to crucial resources and support, even in the most remote parts of the world's oceans.

Q: Is the app free?

A: Yes, the Happy at Sea app is free to download and use. Registration is required for certain features to ensure you get the best experience.

Q: How do seafarers download the app?

A: Seafarers can download the app from the Apple iOS App Store or the Google Play Store for Android devices. The app has been designed to be small in size for easy downloading even with limited internet connection.

Q: What can FONASBA members do to help promote the Happy at Sea app?

A: We welcome any company to help promote the Happy at Sea app through their own channels. A great example is Wilhelmsen, they added a QR code on to their safety instruction cards that all of their vehicles and launches carry, helping raise awareness to the 100,000+ crew changes they handle globally.

Q: Where can I find out more or ask questions about the app?

A: To find out more you can scan the QR code to take you to the app or you can contact us on info@missiontoseafarer.org

“Our goal with the Happy at Sea app is to enhance the lives of seafarers worldwide by centralising our resources.

Since the onset of the pandemic, we have witnessed a significant surge in requests for support through digital channels, be it through our CrewHelp service, local Facebook pages, and WhatsApp groups.

This app will enable seafarers to easily track their requests, while also empowering our teams to work more strategically within the ports. We take pride in the fact that our services are tailored to meet local needs in every one of our 200 locations, and the Happy at Sea app will provide seafarers with rapid access to these essential facilities.”

Ben Bailey, Director of Programme at The Mission to Seafarers

Free port welfare and wellbeing services from The Mission to Seafarers. Scan the QR Code to download the app



Richard Scott

Sea trade's heavy reliance on China

by Richard Scott FICS, committee member, London & South East Branch, Institute of Chartered Shipbrokers

Activities of many ship agents and brokers in ports and maritime centres around the world are affected by trade to or from China. In 2024 seaborne imports into China (mainly oil and dry bulk commodities) reached well over 3 billion tonnes, while exports totalled about 800 million tonnes. Will these massive totals continue growing in 2025?

Among individual countries importing cargoes by sea, China is by far the largest, while it is also a major seaborne cargo exporter. Upwards trends have been a prominent feature of global shipping markets for an extended period, contributing a large part of world growth in sea trade over the past couple of decades. But some components may encounter moderating pressures in the future.

A huge contribution

Numerous ports around the world handle ships loading or discharging cargoes, or both, in these trades. Measured by volume, seaborne imports into China are about four times the export quantities. Imports are dominated by raw materials and energy commodities – iron ore, coal and crude oil – plus grain and soyabeans, together comprising over two-thirds of the total. For exports, almost half consist of containerised goods.

In global shipping markets, the imported volumes are often the main focus. This attention reflects how China's imports comprise such a large proportion of world trade, and because of the strong expansionary trend unfolding over past years. Estimates suggest that in 2024 seaborne imports at almost 3,200 mt comprised

25% of the global total. In the dry bulk sector individually, Chinese imports totalling about 2,300 mt comprised about 40% of all world trade in these commodities.

The preliminary 2024 results show a mixed picture, when compared with the previous year. Of particular significance, because of the magnitude of the quantities involved, iron ore and coal imports were higher but crude oil imports were lower.

According to reported China Customs data (including some land movements but mostly seaborne), iron ore imports rose by 5% to reach 1240mt. The coal volume was 14% higher at 543mt. Another dry bulk commodity, soyabeans, saw a 9% increase to 105mt. By contrast, crude oil imports were down by 2% to 553mt.

The overall change in China's seaborne imports of all cargoes in 2024 may have been a rise of about 4%, based on calculations by Clarksons Research. The same source estimates that seaborne exports probably experienced a faster 11% growth rate, amid rapid advances in containerised goods and steel products sales to foreign buyers.

How will 2025 trade evolve?

Despite positive changes in the past year, some of which were much stronger than earlier expectations twelve months ago, doubts about future trends arise both in the relatively short term and the longer term. In several of the largest import categories, in particular, potential for expansion in the next few years seems highly uncertain. Several signs actually point to the possibility of reduced commodity import

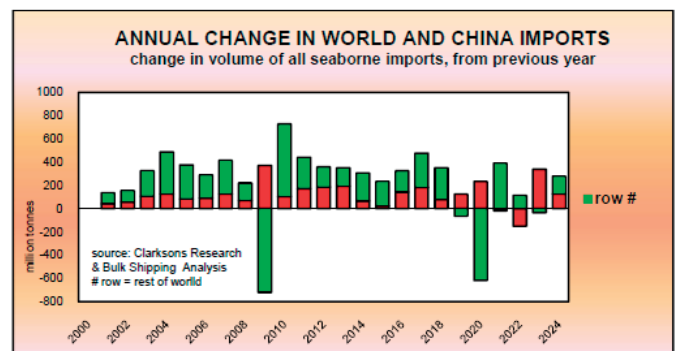
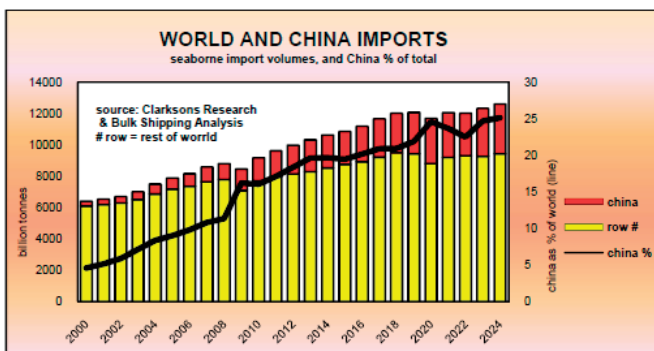
volumes either this year or over the next few years, and perhaps even a longer term downwards trend.

Partly the uncertainty reflects the difficulty of predicting how political influences in China could modify the normal range of commercial factors that determine trade movements. Government decisions directly affecting domestic production of a number of commodities including iron ore and coal may have large repercussions on accompanying imports.

The progress of economic activity, and its impact on energy requirements and on sectors closely linked to import demand for raw materials is also not entirely clear. Many economists including the International Monetary Fund expect a gradual slowing of China's economic growth (based on gross domestic product) from 5% last year, to around 4.5% annually by 2026.

Other, more specific, reasons for envisaging restraints in some import trades during the next twelve months and beyond are evident. Oil demand appears to be peaking as the country's shift towards renewable energy gathers momentum. The growth trend in China's iron ore stocks seen recently could be reversed, weakening imports. Rapid expansion of coal imports may falter. Grain purchases are diminishing. Currently, positive indications for trade movements are subdued.

You are welcome to contact the author if you have any questions or comments at: bulkshipan@aol.com





It is all about people, Shipsagents as troubleshooters in an imperfect market

by Rafael Llerena is the WWSA General Manager

Nowadays independent shipagents have become indispensable troubleshooters in the complex and often imperfect maritime market. As global trade evolves, the industry faces increasing pressure from market inefficiencies, geopolitical tensions, technological advancements, and environmental regulations. These challenges create a number of problems that require agile, adaptive solutions, and ship agents are at the forefront of resolving them. In other words, their role as troubleshooters has grown as a response to the imperfections of the market and the global supply chain.

Shipagents act as mediators and negotiators, working with several parties to optimize routes, manage the timing of port arrivals, and keep costs in check. They may negotiate with carriers, ports, and service providers to ensure that vessels can dock and unload as efficiently as possible, mitigating the effects of any delays caused by cited market's imperfections.

The maritime industry is transitioning toward automation, digitalization, and smart shipping: That's fine! Shipagents are responsible for bridging the gap between

traditional maritime practices and new technology. They troubleshoot digital tools, help implement automated systems, and ensure that the ship's crew and port staff are equipped to handle technological innovations. They might also manage and sort out unexpected failures of these systems (e.g., cyberattacks or malfunctions).

As environmental compliance becomes increasingly complex, shipagents help their clients comply with emissions standards, arrange for fuel alternatives (e.g., biofuels), and ensure that environmental guidelines are followed during port calls. Additionally, agents assist with obtaining necessary certifications and help shipowners and operators to avoid penalties by staying ahead of those regulatory requirements.

Moreover, the growth of global trade and a lack of adequate investment in port infrastructure has led to widespread port congestion, slow processing times, and delays in loading and unloading. Professional shipagents help optimize port call schedules to minimize waiting times, negotiate with port authorities to get priority, and even recommend alternative ports if

congestion becomes unsolvable.

On the other hand, freight rates can fluctuate wildly based on supply and demand, and spot market rates often do not align with contractual rates. Shipagents may negotiate better rates or help secure contracts with carriers at more stable prices. They also have local market knowledge on local market trends, enabling both, owners and cargo interests, to make more informed decisions on transport options.

In today's interconnected world, shipagents have become the essential troubleshooters that bridge the gaps caused by market imperfections and uncertainties. Their expertise and ability to adapt and negotiate makes them key players in ensuring the smooth operation of global trade-

In essence, independent shipagents are reactive and proactive facilitators, helping to navigate the stormy seas of market volatility, geopolitical risks, technological shifts, and environmental demands, safeguarding not only the ship and its crew but also the integrity of the entire supply chain. So, as said: "It's all about (skilled...) people!"

ABOUT THE WORLD WIDE SHIPAGENCIES ASSOCIATION

The World Wide Shipagencies Association (WWSA) was established in September 2007. Several independent and reputed ship agents took the initiative to create a registered, Antwerp (Belgium) based non-profit association, being a co-operative of first class professionals, offering an alternative to other existing companies and associations in the maritime sector. The WWSA is a maritime business interactive platform, with a strong commercial focus and a global vision, forming a world wide network of independent Ship Agency Companies. The WWSA members exchange informations about commercial opportunities, cargo flows and related market reactions and intelligence. Likewise, WWSA members share news about the ports and countries they cover, but also specific informations about changing rules and its influence in supply chain trends and maritime business.

WWSA mission is to be a one point high-quality global shipping information port, offering fair and equitable business opportunities to members, our principals and our clients/cargo interests. By fostering harmony and promoting cooperation, it seeks to become an utmost trusted platform and a market leader for international business collaborations and also a focal point for advice, consultation and dialogue on matters concerning the global shipping industry.



Rafael Llerena is the WWSA General Manager, rendering management services from his Valencia (Spain) based WWSA & Easyfresh Logistics Management Office .

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