



ASBA NEWS

THE NEWSLETTER OF THE ASSOCIATION OF SHIP BROKERS AND AGENTS (U.S.A.), INC. • OCTOBER 2011

ANNUAL CARGO CONFERENCE



Keynote Speaker
Jack Buono - ExxonMobil Refining & Supply Co.

This year's Cargo Conference again enjoyed record attendance. There is no doubt that excellent Tanker, Dry Cargo and Look to the Future panels provided many with ample reason to attend. Jack Buono of ExxonMobil Refining and Supply Company, our keynote speaker, provided the icing on the cake. Jack shared his views on the long-term demand picture for fossil fuels providing some hope for the tanker market down the road while recognizing tough times are ahead for tanker vessel owners over the next couple of years given the current over-supply of vessels.

Our Cargo Conference is becoming the "must attend" maritime event of the year. Our Conference Committee begins their work in January to coordinate an excellent program, which they manage

to do year after year. Our Conference sponsors, many of whom support us each year, help us to host a "quality" event. *They include: J. Lauritzen USA, BLT Chembulk Group, SSY Tankers NY, Crescent Towing, Glander Int'l, Hendenreich Innovations, Moran Shipping Agencies, Port of Pensacola, Poten & Partners, Transmarine Navigation Corp., Blue Water Shipping, Gemini Tankers, L&R Midland, Nord-Sud Shipping, ShipDecision, Veson Nautical, MJLF & Associates, Norton Lilly Int'l & Norton Lilly Cargo Services.*

Delegates overwhelmingly agreed that the Eden Roc is an excellent venue and Miami Beach the perfect setting for the Conference with close to 70% of our delegates having attended one or more of our past Cargo Conferences. This year's delegates included 40 ship agents, 24 dry cargo brokers, 41 dry cargo principals, 12 tanker brokers, 17 tanker principals, 2 sale & purchase brokers and 34 others who included lawyers, tug/barge companies, government officials and vendors. As you will notice, the conference hosted more dry cargo and tanker principals than brokers which was also the case in 2010. Mark your 2012 calendars - Sept. 26-28. You don't want to miss the maritime event of the year!



Arlie Sterling, Capt. Rehani, Tom Roberts, Larry Rutkowski, Hugh Baker, Jeanne & Chris Dlugokecki

FONASBA ANNUAL MEETING

The FONASBA Annual Meeting was hosted by Shipping Australia in Sydney from Oct. 10-14. Marygrace Collins, Chairman of the Charter Party & Documentary Committee and President



Designate, and Jeanne Cardona were in attendance. The C&D Committee included a presentation on the new Saleform charter party to be issued by the Norwegian Shipbrokers Association and BIMCO by the end of this year. Andrew Jamieson of ITIC provided an overview of recent claims. He noted, given the state of the market, ITIC has seen an increase in ship arrests and that debt collection activity has increased two fold since 2010.

The issue of utmost importance to our agent members is the FONASBA Quality Standard. As members will recall, ASBA Agent Members are now awarded the FONASBA Quality Standard (FQS) following their annual ASBA Certification. Mrs. Cardona was invited to give a presentation on the FQS. At the present time, 15 FONASBA Member Associations have submitted their criterion and received the approval of the Executive Committee with two more members in process. Unlike ASBA's certification, most FONASBA Member Associations have not made the FQS a requirement of membership. FONASBA's General Manager will promote the FQS to all FONASBA members over the next few months. Our goal is for all member associations to establish criterion for awarding the FQS to their members in the next few years. Members will be interested to know that the Finnish Association, whose members are primarily ship brokers, has received approval of their ship broker FQS. Promoting "quality" will be significantly easier when supported by all FONASBA members. Mrs. Cardona used the platform to request the support of the owner's associations, BIMCO, INTERTANKO & INTERCARGO, through article/s in their industry bulletins and at their Annual Meetings. Members hope that their agency clauses will include FQS or similar standard language in the near future.

ANNUAL CARGO CONFERENCE



Saif Aman, Anil Gupta, Jim Papp, Hans Knickrehm, Ralf Knickrehm & Milind Trilokekar



Dustin Berthelot & Michael Roberts



ASBA Past & Present Presidents - Mike Ogle, Even Johansen, Marygrace Collins, Tom Roberts & James Ford



Mark LaFrankie, Axel Ditlev-Simonsen & Patrick Helgesen
ASBA welcomed all at the Eden Roc Ocean Garden



1st Place Team - John Wade Thurber, Andrew Cooper, HS Chang & SK Jang



Mark Hanson, Jim Papp, Dan Valente, Ricardo Valentine & Jonas Warming



Flemming Buhl & Tom Roberts



Biscayne Lady Boarding on the Intercoastal



Leon Crites & Stacie Shea



Anita Odedra, Daniel Thorogood, Jeanne & Mario Froio



Bill Stewart, Larry Messina & Mike Ogle



Burt Mills & Ignacio Cardona



2nd Place Team - Leon Crites, Dennis Fuller, Chris Young & James Ford



Chris Young, Tom Sullivan, Jason Kelly, Jim Papp, Bill Osmer, Stacie Shea & Chris Sedlacek



Cate Barber Moran, Dr. Deen Olowolayemo & Jeanne



Bob Drew, Jeanne, Hans Christian Jensen & Fred Gordon



Troy Carollo, Evan Efstathiou, Fred Knutsen & Craig Doty



3rd Place Team - Michael Madsen, Dave Quigley, Ruben Sierra & Esteban Aristizabal



Eden Roc Hotel Bar - A great place to meet your colleagues!



Gabe Slutsky, Todd McKenna & Rhoda Roth



Matt Boucree, Cathy Boucree & Maritza Hernandez



Benedict Geber, Jeanne, Michael Madsen & Rene Jensen

Great Program
Exceptional Speakers
Dedicated Sponsors
Excellent Delegates
**** SUCCESSFUL CONFERENCE ****

Don't Forget to check out
all the event photos!
visit: www.asba.org
click - Event Photo Gallery

Mark your calendars for 2012
September 26 - 28

CONGRATULATION STUDENTS!

Shipbroking and Chartered Vessel Operations

Nurettin Ayhan

Home Study Course

Hussein Jessa

Stephanie Rathburn

Andrew Robinson

Simon Shadforth

Capt. Daniel Strydom



COMING EVENTS (VISIT WWW.ASBA.ORG FOR DETAILS)

2011

Nov. 4 - LIVE SEMINAR - Agency - New Orleans, LA

Nov. 10 - 11 - LIVE SEMINAR - Business of Shipping 2 - Stamford, CT

Nov. 14 - 4:00pm - Board Meeting - NYC

Nov. 14 - 6:30-9:30pm - Holiday Social - Windfall Lounge & Grill, NYC

Dec. 1 - 2 - LIVE SEMINAR - Marine Insurance, Stamford, CT

2012

Jan 26 - 27 - LIVE SEMINAR - Business of Shipping 1 - Stamford, CT

February - Annual General Meeting - NY (Date to be announced)

11am - Agency Affairs Meeting

4pm - Board of Directors Meeting

6:30pm - Annual Meeting

IN MEMORIAM

Robert J. Spaulding - formerly of Louis Dreyfus

ITIC UPDATE

1. Beware Social Media Users - It has been reported that comments posted to social media sites such as Facebook and Twitter have lead to libel suits. Members should be aware that social media sites are in the public domain.
2. Electronic Records vs Day Book - Brokers are moving away from the use of a day book which has resulted in problems when issues arise. ITIC has seen far too many disputes where the broker recollections of the trade are different and they are trace events electronically if their records are not saved in an orderly fashion.
3. Sanctions - Although principals cannot pass their liability to their broker in the case of sanctions, brokers must be very careful to ensure that their trade is not with sanctioned nations/entities. Sanctioning nations are reaching out beyond their borders and imposing stiff penalties.
4. Bribery - As a result of a recent court case, brokers making address commission payments should beware. ITIC noted that principals are now asking questions when fixing with address commissions.

EMPLOYMENT OPPORTUNITY

Seaside Navigation USA Inc.

Seeking experienced chartering professional to work in the Rockville Centre, NY office. Requires a minimum of 5 years chartering experience preferably with time charter operating experience.

Please send your resume and salary requirements to:

Seaside Navigation USA Inc.
265 Sunrise Highway, Suite 53
Rockville Centre, NY 11510
ATTN: Mr. Richard Rudolph

All inquiries will be held in strict confidence.

WELCOME NEW MEMBERS

Company Member

Cascade Marine Agencies, Ltd.

511 SW 10th Avenue, Suite 1004
Portland, OR 97205

Tel: 503-226-4018 pdx@casademarine.com

Fax: 503-224-4128 www.casademarineagencies.com

Affiliate Member

MUR Shipping USA Corp.

One Canterbury Green, 201 Broad Street, Suite 410
Stamford, CT 06901

Tel: 203-316-8400 chart.us@murship.com

Fax: 203-316-8500 www.murship.com

Name Change

Lightship Ekko Chartering (USA) Inc. (formerly Ekko Chartering LLC)

One Bridge Street, Suite 64
Irvington-on-Hudson, NY 10533

Tel: 914-591-0707 flash@lightshipchartering.com

Fax: 914-591-0720 www.lightshipchartering.com

MEMBERS ON THE MOVE

Washington Maritime Shipping Corporation

410 Severn Avenue., Suite 310

Annapolis, MD 21403

Tel: 410-267-9892 whayden603@aol.com

Fax: 410-267-9891

Robert B. Spilling (Honorary Member)

HTS America LLC

365 Canal Street, Suite 710, New Orleans, LA 70130

Tel: 504-525-7790 robspilling@hts-america.com

Fax: 504-525-8926

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