

Association of Ship Brokers & Agents (USA) Inc.

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OCTOBER 2015



ANNUAL CARGO CONFERENCE

The 13th Annual Cargo Conference was hosted on Miami Beach last month. We enjoyed a record number of delegates with over 80% having attended or representing a company who has previously sent a delegate to past conferences. We also enjoyed unprecedented support from our sponsors returning and new, thanks so very much! This kind of support speaks to the staying power of our conference. Our delegates hailed from Canada, Mexico, Central & South America, Europe and Africa and included: 55 ship agents, 142 dry bulk owners, charterers and brokers, 25 tanker owners, charterers and brokers, 2 sale & purchase brokers and 49 others representing tug companies, port authorities, government officials, service providers and maritime lawyers. TradeWinds highlighted our Tanker Panel discussion and comments from Arlie Sterling of Marsoft and our keynote, Morten Arntzen of Team Tankers in their October 9th edition. These articles and speaker presentations are available on our website. Special thanks are extended to our Conference Committee: Tom Roberts, Rob Spilling, Paul Hirtle, Brian Houst, Gerry Desmond, Jason Kelly, Jason Klopfer, Patrick Brennan, Chris Young and Marygrace Collins, Chair, without whose help the conference wouldn't be possible! Looking forward to meeting all at next year's Cargo Conference.

Mark your calendars -- Sept. 28 - 30, 2016 -- back at the Eden Roc!





Jeanne Cardona with Morten Arntzen,
Keynote Speaker



Hannah Carter, Jim Papp
& Ralph Silverman



ASBA PAST PRESIDENTS
Tom Roberts, Mike Ogle, Margrace Collins, Bill Stewart,
Evan Johansen & James Ford



NETWORKING at the Conference
Be sure to check out the photos on our website.

[ASBA Conference Photos](#)

THANK YOU CONFERENCE SPONSORS!

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NYPE 2015

After three years of work by a team who committed their greatly appreciated time and effort to this project, ASBA is proud to announce the release of the NYPE 2015. As you may recall, valuable input was received from information seminars hosted in Stamford, London and Singapore in June of 2014. We are most grateful to ASBA's Charter Party and Documentary Committee chaired by Nigel Hawkins (N.W. Johnsen & Co., Inc.) with Soren Wolmar (Quincannon Associates, Inc.), Paul Hirtle (LB Chartering LLC), Gerry

Desmond (Salient (Americas) Inc.) and Robert Dillon (John F. Dillon & Co., LLC) for their spirit of cooperation as well as their undying commitment to negotiating a balanced charter party. The Committee recognized that balanced charter parties enjoy industry wide acceptance. This momentous cooperative effort between ASBA, BIMCO and the Singapore Maritime Foundation has resulted in a balanced contract that reflects the practices as well as the commercial and protective clauses used by both charterers and owners today.

[NYPE 2015 Explanatory Notes](#)

[NYPE 2015 Sample Form](#)



YSBA - Yankee Game

On August 21 more than 50 Young Ship Brokers & Agents gathered for a Yankee game to enjoy food, drink and an evening with colleagues.





FONASBA - 2015

Vitoria - Brazil

Marygrace Collins, Immediate Past President of FONASBA, and Jeanne Cardona attended the Annual Meeting hosted in Brazil. As you may recall, ASBA Certification has been embraced by FONASBA and is issued as the FONASBA Quality Standard, FQS. I am delighted to announce that over 400 companies from 24 countries have been awarded the FQS since 2008. BIMCO and INTERTANKO have formally announced their support of the FQS which will certainly help us spread the word and expand the number of principals who recognize and require "certified" ship agents. Jonathan Williams, General Manager of FONASBA, wrote an excellent article on the FQS that included an endorsement from Soren Larsen, BIMCO's Deputy Secretary General, for the July Edition of the BIMCO Bulletin ([link to article](#)).

A Chartering and Documentary Committee agenda item from ITIC strongly suggested that brokers know with whom they are fixing. Brokers were told to get the full name of their counterparts as it is common for them to use more than one name during negotiations. Brokers must also recognize that it is their duty to know their principal and understand that the broker could be held liable if he misrepresents either the quality or financial situation of his principal to a third party. The broker representatives also discussed the benefits of establishing mutually beneficial relationships with the ship agents by sharing information on counterparts as well as the market. All agreed, good relationships equate to success in this business.



ITIC - Cyber Fraud via Email

Cyber fraud is becoming an issue of great concern to the maritime industry. ITIC's Alistair Mactavish, COO Director ITIM Ltd, (London Agent for TT Club & Managers of ITIC) warned Cargo Conference attendees that the number of cyber fraud events is increasing. At the top of the list is where the fraudster notifies the receiver that his banking details have changed - **RED FLAG!** He provided examples of how easy it is to fool the reader into believing that he is corresponding with a trusted business partner. 1. Transposing letters in the email address - `absa@absa.org` rather than `asba@asba.org` 2. Changes to the ending of the address following the ampersand - `asba@asba.com` rather than `.org`; `info@cbs.mx.com` may be confused with `info@cbs-mx.com`. Use your instincts, if it smells fishy - it most likely is. In which case, check it out. However, never do so by replying to the original email message - **USE THE PHONE!**

WHITE HOUSE - Sanctions re Iran

The White House posted a Presidential Memorandum regarding preparations for implementation of the Joint Comprehensive Plan of Action of July 14, 2015 (JCPOA) regarding waivers of relevant statutory sanctions, to take effect upon confirmation by the Secretary of State that Iran has implemented the nuclear-related measures

specified in the JCPOA, as verified by the International Atomic Energy Agency (IAEA). The Office of Foreign Assets Control (OFAC) issued a statement providing even more details.

<http://www.treasury.gov/resource-center/sanctions/programs/pages/iran.aspx>

CALENDAR OF EVENTS

check out website for more event details

www.asba.org

Nov. 9 [Commercial Trade Transactions](#) – Online Course Begins

Nov. 12–13 [Business of Shipping II](#) – Live Seminar – Houston, TX

Nov. 16 [Pre-Holiday Cocktail Party](#) – Hudson Grille – CT – 6:30 pm

Jan. 28th, 2016 [Agency Affairs Lunch](#) – Harvard Club – NYC – 11:30 am

Jan. 28th, 2016 [Annual General Meeting](#) – Harvard Club – NYC – 6:30 pm

Feb. 25 & 26, 2016 [Maritime Arbitration in NY under SMA Rules](#)

3 West Club – Visit www.smany.org for details

WELCOME NEW MEMBERS

COMPANY MEMBER

Margo Ship LLC
360 Springfield Ave., Suite 302A
Summit, NJ 07901
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Email: steve@margoship.com
Website: www.margoship.com

AFFILIATE MEMBER

Stena Bulk LLC
2727 Allen Parkway
Houston, TX 77019
Tel: 713-874-5976
Email: info@stenabulk.com
Website: www.stenabulk.com

MEMBERS ON THE MOVE

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25 Broadway, 9th Floor
New York, NY 10004
Tel: 212-470-7585
dry@newyorkshipbrokers.com
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J.C.W. Chartering, Inc.
111 N. Lakeshore Drive
Hypoluxo, FL 33462
Tel: 917-887-9279
Email: jcw@jcwchartering.com

HAPPY ANNIVERSARY

John F. Dillon & Co., LLC - Celebrated 50 Years
Charles R. Weber Company, Inc. - Celebrated 75 Years

Retired & Enjoying Life After Work

Peter Briante
Detlef Joerss

IN MEMORIAM

Henry "Bonnie" Bonnabel
Niels Winchester Johnsen
Phillip Lambert



Congratulation Students!

Home Study Course

Lee Abernathy
Stevie Berglund
Mark A. Bigelow
William Davis
Lindsay V. Hrones
Alexander S. May
Artemis Sapountzi
Jens Wittling
Vanessa Zappala

Commercial Trade Transactions

Denny A. Garner

Shipbroking & Chartered Vessel Operations Online Course

Lucas Adams
Brent DeBoulet
Jorge Del Rey
Dimple R. Doshi
Benjamin Fahrig
Oscar F. Gaitan
Jared J. Gangler
Miled Jerdy
Christopher Kollenborg
Yury Kuzmin
Meghan Murray
Sebastian Tarricone

Business of Shipping I - Stamford

Kevin P. Albertson
Brian Boorse
Jonathan Canaan
Lucas Marino
Gregorio Pachero
Steven Solis
Adrian Wozniakiewicz

Business of Shipping 1 - Houston

Dustin Daigle
Rotimi O. Olaleye
Daniel Roberts
Elizabeth I. Sandefur
Patrick A. Seeba
Garrett Shackelford

Maritime Law

Adrian Lugomer-Pomper
Kaitlin Murray
Robert Wynne

Business of Shipping II - Stamford

Joe Baviello
Michael Belmore
William Boatwright
Amit Datta
Igor Fedorov
Ross J. Lawton
Elena Mihaila
Andrew Raia
Andrea Sorensen
Mark Witshire

Agency Seminar - New Orleans

Brice Bass
Ryan Bean
Kenny Carson, Jt.
Jeff Concepcion
Peter Fredrickson
Jeffrey Goff
James Harris
Jackson Moore
Sean Owens
Brian Pillinger
Ronald Riggan
Cherae Thomassie
Dylan Touns
Jeffrey Wille

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