

An aerial photograph of a coastal town, likely Southampton, showing a dense residential area with terraced houses, a large harbor with several piers and ships, and surrounding green fields. The text is overlaid on the top right of the image.

Newsletter for Company Members

Institute of Chartered Shipbrokers

Issue 18 – Winter 2019



INSTITUTE OF
CHARTERED
SHIPBROKERS
Federation Council



Promoting professionalism in commercial shipping

Institute of Chartered Shipbrokers Newsletter for Company Members

Issue 18 – Winter 2019

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Welcome

Steve Gillie FICS
Institute of Chartered Shipbrokers Federation Council Chairman

Welcome to the winter edition of the Federation Newsletter. I hope that 2019 has got off to a positive start for you and that continuing Brexit uncertainties are not causing you too many issues, although they do say that there are no such things as problems, only opportunities! Time will tell...

In this edition we feature the Port of Shoreham, a busy trust port on the South Coast of England focusing on short sea traffic. This feature is particularly appropriate as their ships agency department have recently become an Institute Company Member.

The Institute recently held another successful Open Day at 31 branches and teaching centres to highlight the benefits of membership of the industry's leading professional body to potential students. Results from the November examinations will

be released on 21st February, and doubtless you will celebrate with those who are successful and support those who have done less so.

As Company Members we should encourage our staff to undertake Institute qualifications. With the May examinations coming onto the radar, now would be the perfect time to plan staff training requirements such as Tutorship, attending classes or attending the Spring Prep revision course. My thanks to all those companies who support their students through the Institute courses.

Our Port Agent Apprenticeship scheme continues to be developed and is progressing with the employer trailblazer group. We will keep you posted of the scheme's progress and likely date for final approval.

FONASBA continue to be active and held their annual meeting in Cancun hosted by the Mexican Shipping Agents Association. I represented the Federation Council at the meeting along with Robert Hill from Head Office.

More details of the various sessions at the meetings are provided on page 16.

Finally the company membership annual invoices will be sent out in May with a modest 2.5% increase to the fees which was agreed by the Federation Council AGM in October.

Thank you for your on-going support of Company Membership of the Institute of Chartered Shipbrokers.



Dates for your diary

8 March	Humber Branch 2019 Annual Dinner, Hull
14 March	North East of England Branch Shipbrokers Quiz Night, Middlesbrough
2 April	Deadline for Registration to May Exams
11 April	Liverpool Branch 2019 Annual Dinner, Liverpool
11 - 14 April	Spring PREP, Warwick University, Coventry
15 April	London & South East Branch Student Revision Evening, London
12 May	Tees Rowing Race & Family Fun Day, River Tees
13 - 24 May	Institute exams
17 May	North East of England Branch 2019 Spring Dinner, Newcastle
31 May	South Wales and West Branch 2019 Annual Dinner, Cardiff

Your Federation Council

The Institute of Chartered Shipbrokers represents its company members through its trade association, Federation Council.

As a Council of the Institute, Federation acts as the representative body for Company Members. It is authorised to take decisions on behalf of the Company Membership, except where those decisions would affect the overall policy of the Institute, in which case any proposal shall require ratification by the Institute's governing body - Controlling Council.

Founded in 1984, Federation Council promotes and protects the interests of Shipbrokers, Managers, Port and Liner agents in consultation with the UK Government, statutory bodies and the European Commission. Federation is governed by a Council of 13 elected Company Member representatives together with the elected Officers of the Institute.

Federation manages a number of standing committees, which act and advise on behalf of members and the industry in their specific sectors.

Federation has permanent membership of a number of Government and industry consultative bodies, including HMRC, Home Office, DfT, Maritime UK, MCA and the Chamber of Shipping.

It is also the recognised Government national contractor for certain sector-specific shipping business activities controlled by HMRC, DfT, and Trinity House. Additionally, Federation links with international organisations including FONASBA, ECASBA, BIMCO, Baltic Exchange, INTERTANKO and INTERCARGO.

**Company members are supported
by a number of people within
the Institute's head office**



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Company Member Logo

If you would like to add the company member logo to your webpage or to your stationery items, please do not hesitate to contact us for assistance.



Federation Council representatives 2018/2019

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VICE CHAIRMAN

John Grange FICS

Grange Shipping

COUNCIL REPRESENTATIVES

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Robert Churcher
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Mark Stent MICS
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Carlbon Shipping
Tamlyn Shipping
Quality Freight
Kestrel Liner Agencies
Frank Armitt & Son Ltd
MSC UK Ltd
Clarkson Port Services
Clarksons Port Services
LV Shipping Ltd

CO-OPTED

Andrew Jamieson MICS

ITIC

HONORARY MEMBERS

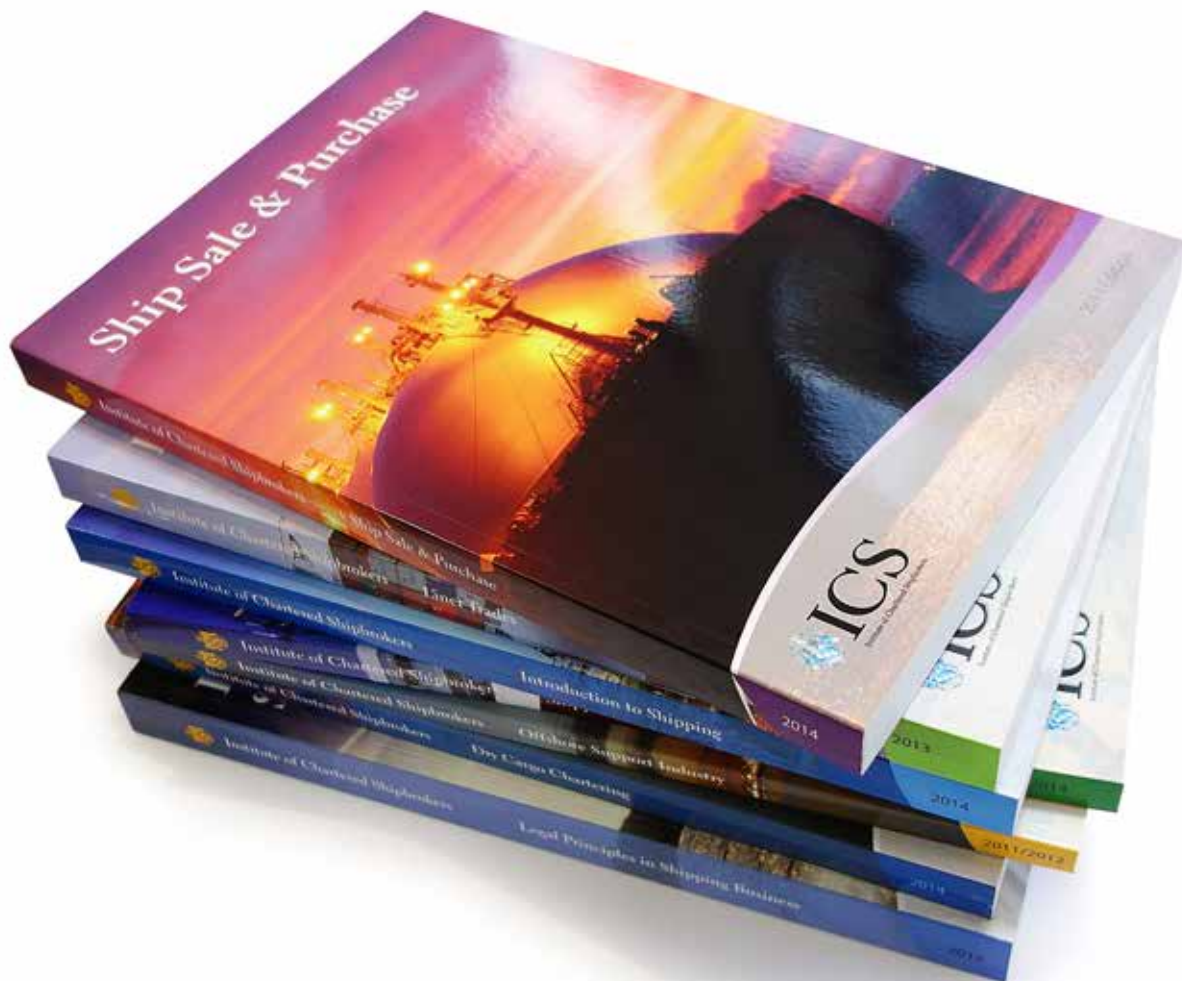
John Good FICS
Charles Stride FICS

John Good & Sons
Retired Fellow

EX OFFICIO

The Lord Mountevans FICS
Theo Coliandris FICS
Susan Oatway FICS
Julie Lithgow

Institute President
Institute Chairman
Institute Vice Chairman
Institute Director



Written by professionals for professionals

Shipping has become more complex to the extent that the name shipbroker, which at one time was thought to apply only to those engaged in chartering dry cargo tramp ships, now embraces separate disciplines in tanker chartering, ship management, sale and purchase, port agency and liner trades.

As an independent international professional membership organisation, the Institute of Chartered Shipbrokers strives to promote a world class programme of education and training to ensure that all its members are knowledgeable about their business. As a result, the Institute produces and publishes a comprehensive series of books on shipping business.

The Institute's sixteen books are unique in that they have been written by professionals for professionals in the shipping industry. They now undergo a regular review where they are peer reviewed, revised and updated by professionals in their particular discipline and peer reviewed again, so that an accurate revision can be ensured.

The books themselves will continue to be part of the TutorShip course, but our goal is to make them more widely available to the general shipping industry, which has long requested our books as general reference titles.

Members are entitled to a 50% discount on all of the Institute's publications.

To place an order, please complete a book order form and return it to us.

For book order forms and support, please visit: www.ics.org.uk/learning

**Members receive
a 50% discount
on all books**



**INSTITUTE OF
CHARTERED
SHIPBROKERS**



FOCUS

Port of Shoreham

If you have an idea to feature in this section,
please contact us: federation@ics.org.uk

PORT

Port of Shoreham

Shoreham Port - A cutting edge port on the south coast of England

Shoreham Port is a thriving commercial Trust Port on the south coast of England and a significant source of employment opportunities, with over 1,600 jobs based at the Port. The Port stretches over 5km from Shoreham to Hove and covers an area of 146 hectares. Last year, around 1,500 commercial shipping movements took place and over 2 million tonnes of cargo were imported/exported. Shoreham Port remains the busiest fishing port on the south coast and England's number one port for scallop landings.

An impressive 5,617 tonnes of fish and shell fish was landed at the Port in 2018, on around 1,000 visiting fishing vessels.

As a Trust Port, Shoreham Port strives to support their stakeholders and give back to the local community.

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The Port's well-established stakeholder engagement group meets once a month to discuss donation requests, projects in the community and other ways the Port can help stakeholders. There are no shareholders at the Port and any financial surpluses are re-invested for the benefits of the Ports stakeholders. The Port is fortunate to have many wide ranging stakeholders, including tenants, local businesses, boat users and local residents who all help to enrich its vibrant stakeholder community.

Another popular way in which the Port engages with stakeholders is during their annual 'behind-the-scenes' boat tours.

These boat tours take place during May and July each year, with tickets given free of charge to a variety of stakeholders including local schools and businesses. Last year, over 7,800 people visited the Port during the July boat tours, hosted by Port staff over a five day period.

Shoreham Port is a modern port, which prides itself on delivering a first class service to its customers. It has up-to-date facilities and is operated by a dedicated team of stevedores and ships agents with fantastic local knowledge and expertise. Their state of the art track-a-pack stock control system enables their customers to handle cargoes quickly and efficiently. This ensures each visit to the Port has a quick turnaround, helped by a team of 55 dedicated operational staff and 120 Port staff overall.



FOCUS

In this issue our PORT FOCUS is Port of Shoreham

The Port also benefits from excellent storage facilities and strategic location where they can supply the South East and London with a varied range of imported materials from Europe including timber, steel and bulk cargos - such as aggregates, cereal and salt. The Port also exports glass to Portugal for recycling, cereals to Europe and woodchip to Sweden and Ireland.

There has been significant investment in the Port in recent years, not only in infrastructure but also tailor made equipment. The Port recently took delivery of a new tug boat, Acamar. The design was customised to suit Shoreham Port's busy operational schedule and to transit through its Prince George Lock. Acamar will continue to work alongside the Port's older tug, Adurni over the coming year providing towage and bed levelling service which is in high demand.

Last year, the Port welcomed many exciting new additions to their tenant community through natural turnover and property acquisitions. The purchase of Maritime House, a fully serviced business centre, added an additional 36 tenants to their portfolio, whilst providing further job opportunities locally.

The most prominent project under construction in 2019 is the Lady Bee Enterprise Centre, a new commercial estate on an area of reclaimed land comprising of three blocks of purpose built, contemporary modern commercial units catering for local businesses. Lady Bee will increase current renewable energy at the Port, with Brighton Energy Co-operative installing solar panels and electric car charging points as part of the new estate.

The Port is one of only eleven ports in the UK to hold an Eco-Port status and major strides have already been made to reduce the Ports environmental



There has been significant investment in the Port in recent years, not only in infrastructure but also tailor made equipment.

impact. Over 9,000 solar panels have now been installed on Port owned buildings to help reduce the Ports carbon footprint. The aim is to generate electricity that can be used for operating the Port and by local businesses and residents.

Looking to the future, Shoreham Port recently appointed the UK's first Director of Infrastructure and Climate Change, Tony Parker. By introducing this new role the Port intends to remain at the forefront of innovation in sustainability and develop strategies that will improve the Port's carbon footprint for future generations.



The Port is one of only eleven ports in the UK to hold an Eco-Port status and major strides have already been made to reduce the Ports environmental impact.

Rodney Lunn, Chief Executive commented "At Shoreham Port we take our environmental responsibilities seriously. We are therefore delighted to appoint Tony as Director of Infrastructure and Climate Change. Our hope is that by investing in this new role we are not only able to maintain our Eco-Port status, but set a precedent for other ports around the country looking to improve their eco credentials in the future."

Looking to the future, Shoreham Port recently appointed the UK's first Director of Infrastructure and Climate Change, Tony Parker.



24 Peaks Challenge 6-7 July 2019

Credits: Seafarers UK <https://www.seafarers.uk/event/the-24-peaks-challenge/>

Seafarers UK is seeking teams for the charity's 24 Peaks Challenge on 6-7 July



For one of the toughest, most exhilarating and empowering corporate events, Seafarers UK is recruiting teams of four-seven walkers, plus a support driver per team, for the charity's 2019 fundraising event in July.

Teams need a good base level of fitness and a commitment to training, including steep hill hiking to prepare for the two 10-14 hour back-to-back days. To contribute towards vital funding to support seafarers, every team pledges to raise a minimum of £4,000 through fundraising.

Every team member receives a T-shirt, medal and great support for their preparation and fundraising, both in the build-up to the event and during the exciting weekend. After this fantastic team-building and truly challenging event, team meetings will never be the same!

Does your organisation have what it takes?

For more information please contact Marie Robson, email events@seafarers.uk, phone 020 7932 5960, mobile 07795 065441.

Seven key trends shaping maritime transport

Credits: UNCTAD's *Review of Maritime Transport 2018* can be downloaded at: <https://unctad.org/en/pages/PublicationWebflyer.aspx?publicationid=2245>

Global seaborne trade is doing well, supported by the 2017 upswing in the world economy. Expanding at 4 per cent, the fastest growth in five years, global maritime trade gathered momentum and raised sentiment in the shipping industry.

While the prospects for seaborne trade are bright, downside risks such as increased inward-looking policies and the rise of trade protectionism are, nevertheless, weighing on the outlook.

An immediate concern is the trade tensions between China and the United States of America, the world's two largest economies, as well as those between Canada, Mexico, the United States and the European Union. Escalating trade frictions may lead to a trade war that could derail recovery, reshape global maritime trade patterns and dampen the outlook.

Other factors driving uncertainty include the ongoing global energy transition, structural shifts in economies such as China, and shifts in global value chain development patterns.

If leveraged effectively, game-changing trends, such as digitalization, electronic commerce (e-commerce) and the Belt and Road Initiative, the exact impact of which is yet to be fully understood, have the potential to add wind to the sails of global seaborne trade.

UNCTAD's *Review of Maritime Transport 2018* identifies seven key trends that are currently redefining the maritime transport landscape and shaping the sector's outlook.

These trends, presented in no particular order, entail challenges and opportunities which require continued monitoring and assessment for effective and sound policymaking.

1) Protectionism

On the demand side, the uncertainty arising from wide-ranging geopolitical, economic, and trade policy risks as well as some structural shifts, constitutes a drag on maritime trade. An immediate concern is the inward-looking policies and rising protectionist sentiment that could undermine global economic growth, restrict flows and shift trade patterns.

2) Digitalization, e-commerce and the implementation of the Belt and Road Initiative

The unfolding effects of technological advances and China's ambitious reordering of global trade infrastructure will entail important implications for shipping and maritime trade. The Belt and Road Initiative and growing e-commerce have the potential to boost seaborne trade volumes, while the digitalization of maritime transport will help the industry respond to the increased demand with enhanced efficiency.

3) Excessive new capacity

From the supply-side perspective, overly optimistic carriers competing for market share may order excessive new capacity, leading to worsened shipping market conditions. This, in turn, will upset the supply and demand balance and have repercussions on freight-rate levels and volatility, transport costs, as well as earnings.

4) Consolidation

Liner shipping consolidation through mergers and alliances has been on the rise over recent years in response to lower demand levels and oversupplied

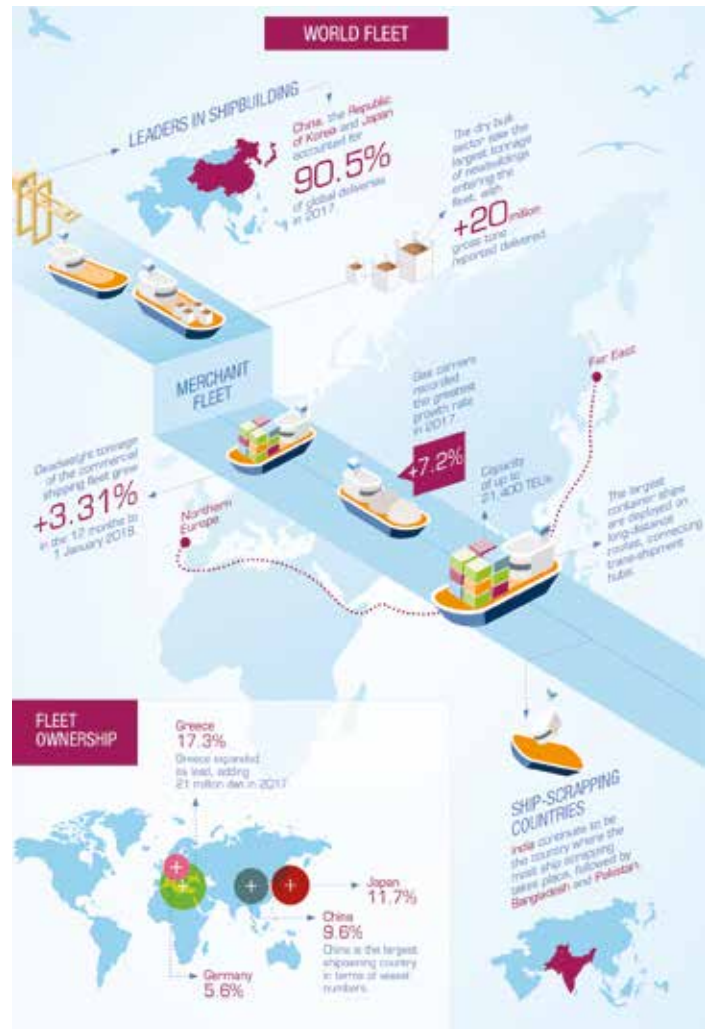
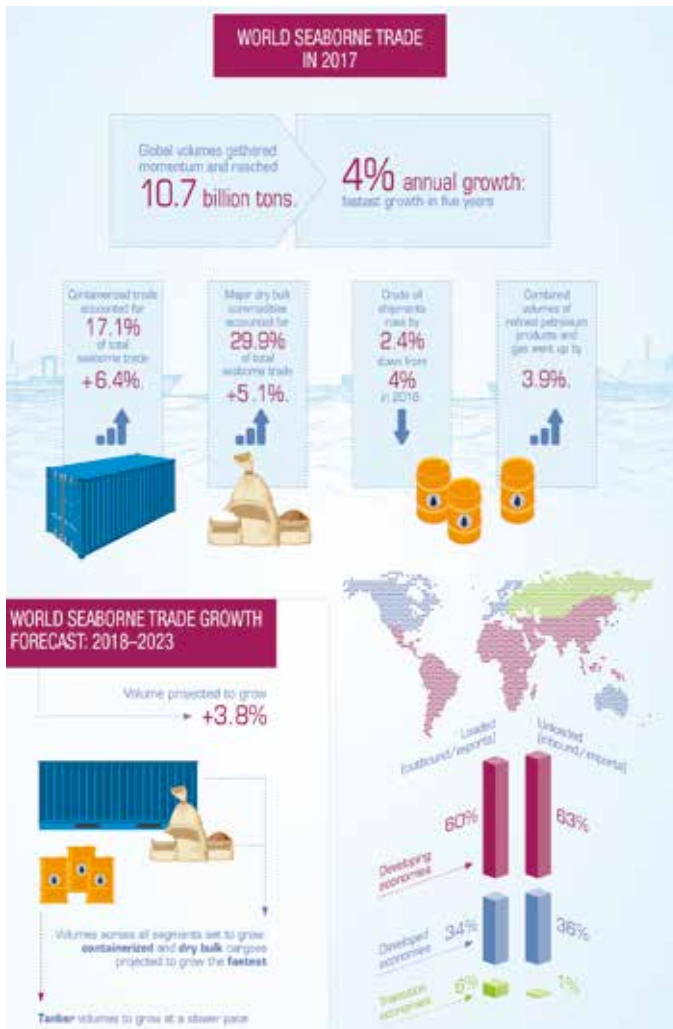


shipping capacity dominated by mega container vessels. The way this affects competition, and the potential for market power abuse by large shipping lines as well as the related impact on smaller players, remains a concern.

5) The relationship between ports and container shipping lines

Alliance restructuring, and larger vessel deployment is also redefining the relationship between ports and container shipping lines. Competition authorities and maritime transport regulators should also analyze the impact of market concentration and alliance deployment on the relationship between ports and carriers. Areas of interest span the selection of ports-of-call, the configuration of liner shipping networks, the distribution of costs and benefits between container shipping and ports, and approaches to container terminal concessions.

Efforts to curb the carbon footprint and improve the environmental performance of international shipping remain high on the international agenda.



6) Scale

The value of shipping can no longer be determined by scale alone. The ability of the sector to leverage relevant technological advances is as increasingly important.

7) Climate change

The initial strategy adopted in April 2018 by the International Maritime Organization to reduce annual greenhouse gas emissions from ships by at least 50% by 2050, compared to 2008,

is a particularly important development. On the issue of air pollution, the global limit of 0.5% on sulphur in fuel oil will come into effect on 1 January 2020. To ensure consistent implementation of the global cap on sulphur, it will be important for ship owners and operators to continue to consider and adopt various strategies, including installing scrubbers and switching to liquefied natural gas and other low-sulphur fuels.

Maritime 2050 Navigating the Future

Credits: Department for Transport
www.gov.uk/dft

The government and the maritime industry are clear that maritime has an integral role to play in the future of the UK. The government has not taken a strategic look at the future of the maritime sector for many years. The need to do so was identified in the 2015 Maritime Growth Study (MGS), which recommended the development of a national strategy for the maritime sector “which could send a strong signal to international customers and competitors”.

Maritime 2050 is the first long-term strategy developed in close partnership with industry highlights the government’s recognition of the importance of the maritime sector to Britain’s future success. That importance has only increased in the context of the UK leaving the EU, with 95% of all UK trade being enabled by the sector.

The strategy highlights the government’s recognition of the importance of the maritime sector - worth more to the economy than aerospace or car manufacturing.

Maritime 2050 is based around seven themes:

1. technology
2. trade
3. environment
4. people
5. infrastructure
6. security/resilience
7. UK’s competitive advantage

These themes form the bedrock of the strategy itself and the route maps that will drive its implementation in the short, medium and long term.

Brexit has raised the profile of the sector, not least owing to national debate on the UK’s future trade relations.

Whilst the sector is determined to

The Institute’s London School of Shipping is mentioned within the Maritime 2050 Strategy.

manage the UK’s departure from the EU as smoothly as possible, it is also focused Beyond Brexit.

Industry believes there are significant opportunities to:

- foster innovation in new technologies like autonomy and clean growth
- attract more maritime business to the UK
- drive coastal economic development to create a coastal powerhouse
- grow a skilled and diverse workforce

The maritime sector invests heavily in infrastructure. Ports alone have over £1.6bn of investments in the pipeline.

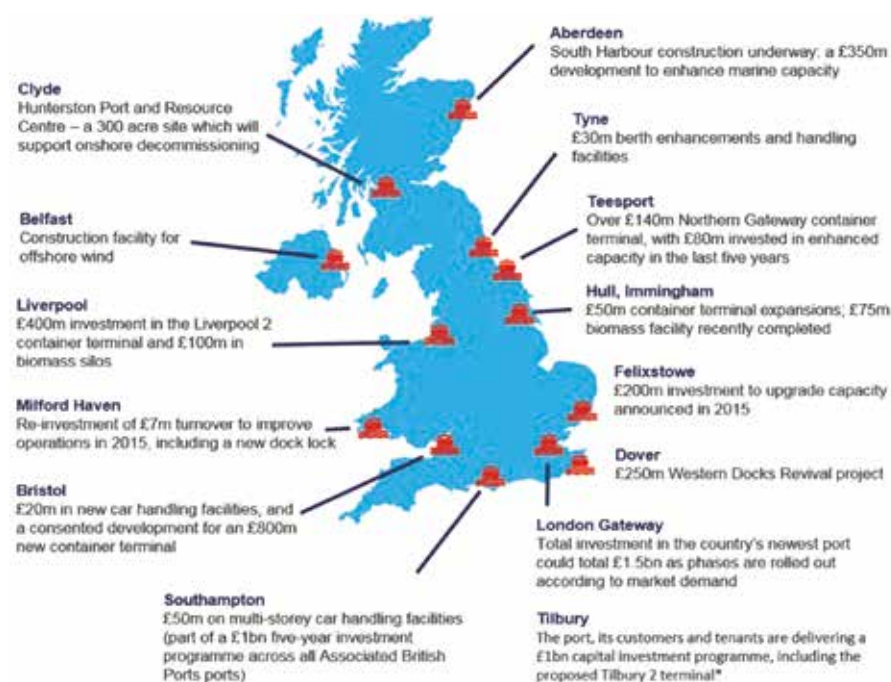
Government creating the right conditions for further investment by ports and the wider maritime sector will transform coastal communities into the coastal powerhouse industry and government want them to be.

There is an opportunity to grow the maritime workforce and transform its diversity. Government and industry are currently working closely through Maritime UK’s Women in Maritime Taskforce and Maritime 2050 challenges industry to broaden this work. Maritime 2050 will also deliver a skills commission to audit current and future skills needs, directing training as necessary.

The UK is recognised as the gold standard for safety, education and training standards. This is a real area of strength, and one that can be strengthened further.

The Institute’s London School of Shipping

Selected examples of recent or planned port investments around around the UK



*subject to development consent being granted

Maritime 2050 Strategic Ambitions

The UK will...

- Maximise our strength in maritime professional services, retaining and enhancing our UK competitive advantage in the provision of maritime law, finance, insurance, management and brokering, and developing our green finance offer.
- Lead the way in taking action on clean maritime growth enjoying economic benefits from being an early adopter or fast mover.
- Strengthen our reputation for maritime innovation, maximising benefits to the UK from new maritime technology through our world leading universities, maritime small and medium enterprises (SMEs) and global companies.
- Continue to be recognised as the global leader in maritime safety and security standards and expertise worldwide.
- Grow our maritime workforce and transform their diversity enhancing our reputation as the world leader in the provision of maritime education and training.
- Promote a liberalised trading regime that delivers maximum benefit for our maritime sector.
- Support the continued multi-billion pound commercial investment in maritime infrastructure that makes the UK a globally attractive destination for all maritime business.
- Strengthen and enhance our reputation as a leading country in the International Maritime Organization (IMO), International Labour Organization (ILO) and all international fora working with like-minded countries to take action.
- Promote our UK wide leading maritime cluster offer with government, the maritime sector and academia working in partnership to make the UK the place to do maritime business.
- Showcase our UK maritime offer to the world, promoting all parts of the maritime sector including shipping, services, ports, engineering and leisure marine, and through London International Shipping Week (LISW) maintaining its status as the leading global maritime event.

is mentioned on page 139 "Furthermore, evening classes are available where maritime industry skills can be gained at the newly opened London School of Shipping, allowing students to combine work commitments with continued learning."

British maritime strength is in its collective value. London is complemented by hubs in Merseyside, the Solent, Scotland and the Humber amongst others. Industry is determined to create powerful and effective regional hubs to drive maritime growth. Maritime 2050 will see government support industry in its efforts to roll out the 'regional cluster' model developed by Mersey Maritime.



Joint Customs Consultative Committee (JCCC) Update

Credits: HMRC

Head office continues to represent Federation Council at every JCCC meeting, the most recent was held in November 2018.

Industry expressed concern about confusing messages around 'trusted trader' from different government sources and asked for a definition of 'AEO' and 'Trusted Trader', and the distinction between the two. HMRC advised;

Authorised Economic Operator (AEO) is a defined scheme, based on World Customs Organisation (WCO) SAFE guidelines and UCC legislation, whereby businesses that meet defined criteria are entitled to legally-defined benefits.

'Trusted Trader' is a generic concept that is used to describe defined schemes such as AEO. Customs Freight Simplified Procedures (CFSP) is another form of 'trusted trader' scheme, again with set criteria and specific parameters and benefits.

Under a Facilitated Customs Arrangement, HMRC is designing a further 'trusted trader' scheme to access the correct tariff upfront (without the need to engage with the repayment mechanism) in a way that seeks to make it as straightforward as possible for businesses to interact with it. Pre-authorisation to pay the lower tariff will be separate to AEO and other existing authorisations and for a different purpose. Where possible it will build on the requirements for existing authorisations with added elements required for the Financial Conduct Authority (FCA).

HMRC recommends individual businesses look very carefully at the variety of defined schemes, and identify which one(s) are most appropriate to their business model and activity, and

how they would benefit from becoming part of that defined scheme.

The standards for AEO are internationally recognised. Mutual Recognition is an important AEO objective and benefit. The UK will continue to apply these conditions and standards so UK AEOs can be recognised in 3rd countries.

HMRC gave an update on recent Business Readiness for EU Exit developments:

- While the government remains confident of reaching a deal, planning continues across different scenarios and for all possible outcomes.

- HMRC are committed to ensuring engagement with port locations and are aware of the need to adapt (particularly in RORO locations) and the time required.

- A Partnership Pack has been published (<https://www.gov.uk/government/publications/partnership-pack-preparing-for-a-no-deal-eu-exit>), designed to help businesses if the UK leaves the European Union without a deal. The pack was developed with the Border Delivery Group (BDG) and other government departments, such as Defra and Department for International Trade. It covers customs, excise, VAT and regulatory changes, and provides information specifically for audiences such as traders, specialist industries, transporters, and other operators at the UK border.

- Working with BDG, HMRC continues to engage on a new Partnership pack which will start providing detail.

- HMRC shortly to launch processes for the training grant scheme. This will allow customs intermediaries and traders who complete, or intend to complete, customs declarations to apply

for funding for training and IT. This will help to increase capacity in preparation for the UK leaving the EU.

Industry expressed concern that previous comments about the legislation have been ignored and requested a post Day One No Deal Trade/Customs review of the legislation.

Delivery of CDS: update

- Release One is well underway with a small pre-selected group of importers. First supplementary declarations irrelevant added into CDS in early September. Release Two is scheduled to commence from the end of November. Dual-running continues and a decision was taken to move the Release Three (Exports) from January to March 19.

- Due to the size and complexity of bringing CHIEF users over to CDS the focus is very much around a controlled migration process and not delivering a "big bang".

- There have been some test issues and we have worked closely with delivery partners to resolve these.

- GOV.UK is the central hub for latest information and guidance on what is needed to prepare for CDS. Please see <https://www.gov.uk/guidance/how-hmrc-will-introduce-the-customs-declaration-service>

- In October an e-mail was sent to current CHIEF users with a checklist of what to do before moving to CDS and a similar letter was posted in November.

- Latest plans are to migrate the 135 importers who are part of managed migration by March 2019.

- Plans also involve supporting a further 135 high volume exporters, including freight forwarders, once exports functionality is made available as part of Release 3.

As always please let the membership team know if you have any specific issues or concerns that you would like raised with the JCCC or Future Customs Vision Group.

- This means that HMRC expects exporters will be able to begin migration from CHIEF from March 2019.

- Whilst CHIEF users migrate to CDS, HMRC will continue to run CHIEF which is also being scaled to handle any potential volume of customs declaration that could result from EU-exit.

Industry asked HMRC endorsement of trade guidance to support businesses through the process of applying for an authorisation, in particular AEO. HMRC welcomed what was an innovative idea to demonstrate collaboration between HMRC and the JCCC through jointly produced trade guidance.

Future Customs Vision Group

The JCCC have established a sub group called the Future Customs Vision Group which replaces the Customs Change Group. Federation Council

have been invited to join the Future Customs Vision Group.

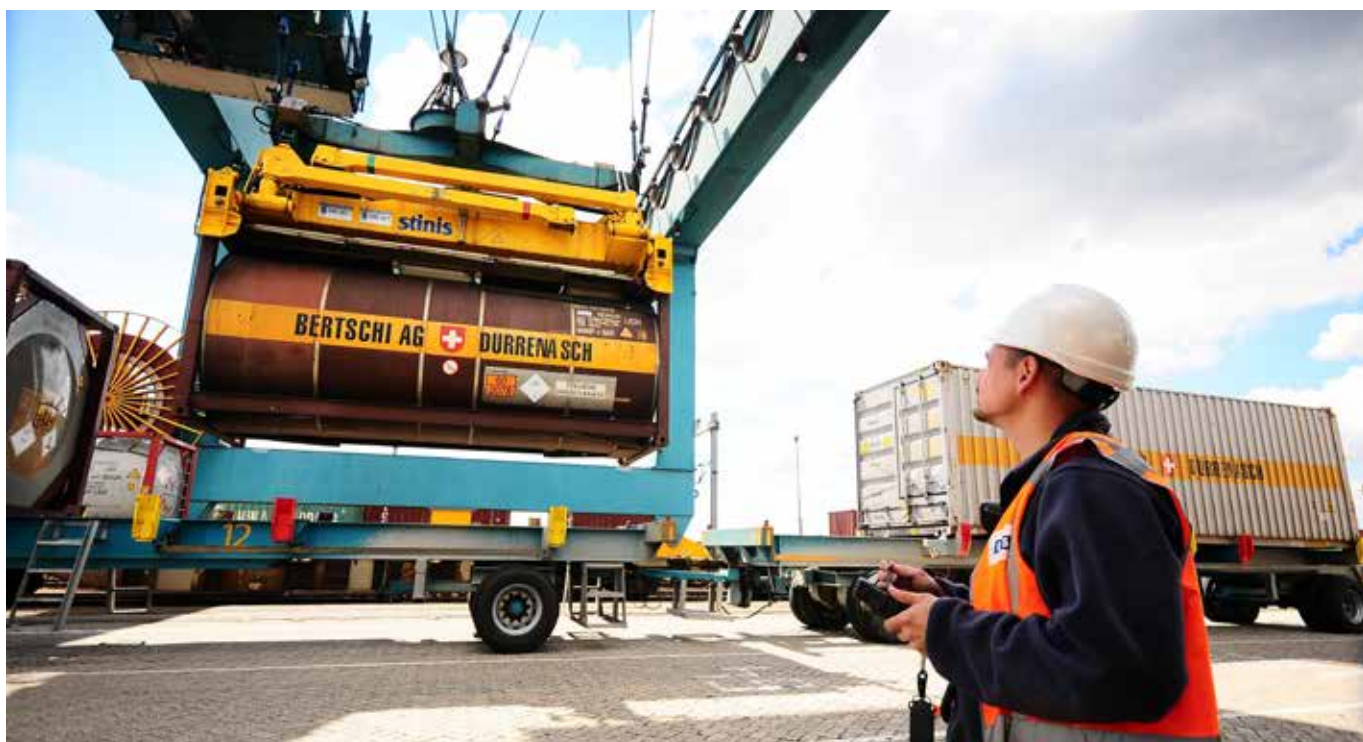
It has only had one meeting so far which established the group's objectives and terms of reference. The objective of this sub- group is to take a strategic, long term view of how the UK will operate customs and its borders.

The Cross Government Border Delivery Group (BDG) is represented in this group and has the role to take forward the future borders vision. The group includes a focus on technology and brings together key cross-government stakeholders. Going forward BDG will engage with industry for their views, including through this JCCC sub-group.

The Customs 2020 vision was published in 2016, before the referendum, however its basic principles and its strategy are still held.

Reviewing and updating the vision to ensure it is fit for purpose and reflects changes in technology and our future ambition will be an important part of the remit of this group. One of the key outcomes of the group is to produce a new Customs Vision for 2025 and beyond.

The objective for the Customs Future Vision Group around inventory linking is to consider how to bring goods under customs control in the most efficient way for business and HMG meeting HMRC's ongoing commitment to support UK trade, economic growth and UK prosperity by facilitating legitimate trade together while tackling the risks associated with international trade.



Young Ship Agent or Shipbroker of The Year Award 2019



Purpose:

The aim of the Award is to develop professionalism among young people in ship agency and shipbroking and to encourage them to be actively engaged in the industry. A further objective of the Award is to increase FONASBA's academic resources.

Author Eligibility Criteria:

The author shall be 40 years of age or under at the time of submission of the paper to the Review Committee and be employed by a company that is a member of a FONASBA Full or Candidate Member association or by an Associate or Club Member.

Paper Criteria:

The paper should present a comprehensive analysis of the role of the ship agent or shipbroker in a specific field or market sector. Candidates may wish to write on a specific shipping market (for example dry bulk, tanker, liner, passenger or offshore shipping or sale and purchase), another sector of the international maritime industry such as ship management or alternatively on a broader topic such as "New business opportunities in a changing shipping world" or "The profession of the ship agent (and or) ship broker in 2025". It should be written in such a way as to be understood by both professionals in the field as well as general (non-maritime) readers. In order to avoid duplication of subjects covered, and to ensure consistently high standards, the subject of the paper will be agreed between the author and the Review Committee prior to work starting. The author will therefore be invited to submit the title and a short summary of the scope and contents of the work to the Committee for review and comment. The Committee may suggest such changes to the proposal as it feels appropriate to ensure the finished work meets the required standards.

The work itself shall comprise a formal written paper (illustrated if appropriate) to a minimum of 5,000, maximum 10,000 words, excluding the title, indices, footnotes and bibliography. The paper will be written in English and submitted in 12 point font.

The timetable for entering a paper to the Award scheme is provided overleaf.

Ownership/Publication of All Papers:

Copyright of the paper remains with the author but in entering for the award, the author agrees that the work will be made available to the membership and the public via the website.

Review Process:

All aspects of the review process and selection of the winner of the Young Ship Agent/Shipbroker of the Year Award will be undertaken by a Review Committee comprised of the following:

- A senior member of FONASBA as Chairman, nominated by the Executive Committee
- The Vice President for Education
- A third individual nominated by the Executive Committee

The Review Committee will be supported by the FONASBA Secretariat which will administer all aspects of the Award scheme, including all communication with the authors.

Awarding of Young Agent/Broker Title:

The Review Committee will consider all papers received by the closing date shown below and select the best entry. The winner will receive two prizes courtesy of Club Members ITIC and BIMCO. The first is a cash award of 500.00euro from ITIC and the second is complimentary access to an e-Learning module of their choice from the range of courses offered by BIMCO. A certificate will also be awarded to the winner, who will be invited to attend the next FONASBA Annual Meeting to receive their prizes. Should the winner attend the Annual Meeting, FONASBA will pay the applicable registration fee. Should they be unable to attend however, the certificate and prizes will be sent by FONASBA to their national association for presentation locally. News of the award will be publicised in the maritime media and via the FONASBA website.

Author And Review Committee Timetable:

- Title and a short (maximum one page) summary of the scope and contents of the paper to be submitted to the Review Committee via the association and the FONASBA Secretariat (admin@fonasba.com) by 1st March 2019.
- Review Committee to reply accepting the proposed paper, or suggesting amendments, by 15th March 2019.
- Completed papers to be returned to the Review Committee, via the Secretariat as above, by 14th June 2019.
- The Review Committee will select and announce the winner by 15th August 2019. The winner will then be invited to attend the FONASBA Annual Meeting to receive the award.

FONASBA Annual Meeting Report

Credits: Steve Gillie FICS, Institute of Chartered Shipbrokers Federation Council Chairman

The Annual FONASBA conference and Council Meeting was held in Cancun Mexico between the 17th and 19th October 2018 hosted by the Mexican Shipping Agents Association (AMANAC) and the Institute was represented by Robert Hill of Head Office and Steve Gillie, Chairman Federation Council. The conference was attended by about 50 delegates from some 20 countries.

The conference began with a welcome and presentation by AMANAC and Puertos Y Marina Mercante giving a background to the trade handled by Mexican ports and outlining the facilities in the major ports of Manzanillo, Altamira, LCardenas and Veracruz.

ECASBA

During the ECASBA Plenary session, the Belgian representative provided updates on cooperation between ship agents and customs regarding the position of DG TAXUD, and especially the liability of carriers and agents for customs entries in the EU Customs zone.

Further Position Papers were submitted by ECASBA regarding harmonisation of border controls, customs procedures, veterinary checks and E-maritime. A further paper was submitted regarding the European Maritime Single Window Environment. This is still some time away, as all the national schemes are different, and to achieve a true single window then harmonized, reporting once procedures still need to be achieved.

Chartering & Documentary Committee

An update was given by the BIMCO Deputy Secretary General amendments and updates to the Gencon 94, Repaircon, Dismantlecon, with discussions concerning cyber and sanctions clauses.

The General Counsel of Intertanko gave an update on their model clauses including scrubbers, ballast water management and the use of LNG as fuel.



The Institute was well represented at FONASBA: Fulvio Carlini FICS (FONASBA C&D Committee Chairman), Gabriella Reghellin-Carlina FICS, Victoria Mott FICS, Andrew Jamieson MICS, Simone Carlini MICS, John Foord FICS (FONASBA President at the time) Steve Gillie FICS, Jonathan Williams FICS, Robert Hill FICS

ITIC gave a claims review and a presentation on topical issues and potential problems for ship agents including fake B/L's, E-mail releases and crew changes.

Liner & Port Agency Committee Plenary

FENAMAR presented a paper on technologies such as blockchain and its impact on shipping agents.

The FONASBA General Manager gave an update on UNCTAD minimum standards which provides a framework for the provision of professional ship agency services and was developed in significant part by FONASBA. The General Manager then provided a summary of the current status of the FONASBA Quality Standard (FQS) and its coverage of associations and companies. There are presently 478 companies in 32 countries that hold the FQS which is the only internationally recognised quality label for ship agents and ship brokers. The General Manager reported that the FQS is increasingly being recognised by ship owners and charterers as a criteria for appointing agents and is fully supported and endorsed by BIMCO and INTERCARGO.

An E-Maritime update was given by the General Manager outlining the use of digital data transfer for the exchange of information between the ship and shore. The Revised Reporting Formalities Regulation Proposal (2018/0139) issued by DG-MOVE in May 2018 brings together the knowledge and experience gained from the other projects and provides a basis for future development of European Maritime Single Window environment. The Regulation supports the use of existing user interfaces, agrees on the need for one

harmonised dataset and includes a 'report only once' facility. It is felt that Regulation 2018/0139 is a reasonable basis to continue development of a European single window project albeit with a number of issues still to be resolved. IMO has recognised that agreement on the dataset is a vital first step from which all other developments will flow and requires international consent.

Seminars

Jorge Duran, Secretary of the Inter-American Committee on ports gave a presentation on port development in the Americas and Juan Lopez, Senior Partner at M&L Estudio Legal gave a presentation on legal concerns on the operation of unmanned vessels. The issues discussed included the potential impact on international conventions such as MARPOL, SOLAS, STWC and MLC. New regulations would be required in respect of collision cases, salvage and general average which would require changes in national and maritime law and regulations.

Council Meeting

At the council meeting under FONASBA Development Issues, Gordon Findlay the immediate past President addressed the Council on 'Per Vessel Call' fee structures. He felt that it is an excellent way of collecting membership subscriptions for member associations and that those associations already operating the system are benefitting. Although there may be initial difficulties in setting up a call fee, he recommended that associations not presently doing so should consider it.

At the Council Meeting, the current President John Foord completed his successful term of office and Mr A. Mantrach of Morocco was duly elected as President.

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All sixteen exam subjects are available for study. The programme has been devised specifically for students who wish to begin their studies now in preparation for examinations in May 2019.

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enquiries@ics.org.uk or call: +44 (0) 20 7357 9722

New to Federation Council

Interview with Mark Stent MICS

How did you find yourself working in shipping?

By Chance! I started my working life in the motor industry, firstly as an apprentice mechanic before moving into the showroom. In hindsight I probably wasted too much time doing this before I realised I was never going to get the job satisfaction I desired. So without any idea of what I was looking for exactly I started searching for a new job and an advert for a trainee ship's agent caught my attention. The job description sounded fascinating and it was so different from what I had been doing before. I applied, thankfully I got the job, and I've no intention of leaving the industry any time soon.

Tell us about your career in shipping.

I started with Graypen and GP Shipping as a boarding clerk and this for me was a perfect introduction to the industry. I had plenty of opportunity to get onto the quayside and familiarise myself with different types and size of vessel, as well as different types of loading and discharge operation. This is also where I started my ICS journey with the Introduction to Shipping and Port Agency modules which were obvious choices at the time. From there I moved to my current employer Clarksons Port Services into a role where I am more involved with port agency operations. Here I obtained my ICS membership and I hope that working for a great company like Clarksons will give me opportunity to further my career.

What do you enjoy most working in the shipping?

The diversity both in terms of the people I have met and the tasks undertaken as part of my work. I have enjoyed getting to know many people from all over the world working in many different roles. Not only have I been able to do this through my work as an agent but also through learning with the ICS



and attending the PREP weekends in particular. In terms of work, and especially working in port agency, I have also worked with many different companies and vessel types from across many different industry sectors. When attending to each individual client's wide ranging requirements it certainly keeps the job interesting. You will often hear people in port agency say that no two days are the same and in my experience this is 100% accurate.

What would be your advice to someone looking to start a career in shipping?

On the understanding that this is being published in an Institute newsletter, of course at the top of the list I would say go to the ICS website and enrol yourself as a student in order to complete the Institute qualifications! After that I think it's important to try and keep up to date with what's going on in the industry which can be difficult given its size and wide ranging activities. I found this is most easily achievable by signing up to the free daily online newsletters that are available from various shipping and maritime news sites. After this I would say get yourself out into the shipping community and make yourself available whenever you are invited to a networking event or seminar. Events like

these are perfect for getting you into a room with like-minded professionals who are normally too happy to talk about industry issues amongst other things.

What do you hope to achieve from your tenure on Federation Council?

Since completing my PQE's I have been looking for a way to stay involved with the Institute and so when this opportunity came up I was keen to put myself forward. Admittedly this will be the first professional committee that I have been part of and so I'm sure there will be lots to learn. But I can tell you that I'm keen to pick up my new responsibilities quickly and provide a good service to the other company members who I hope will feel that they can reach out to me whenever necessary.

How do you spend your time away from shipping?

When I'm not spending time with my young and beautiful family I like to play rugby for my local team Millbrook RFC. My wife is a big rugby fan so luckily for me it's a hobby that we can all get involved with. I also picked up a set of golf clubs in 2017 for the off-season and am currently playing off a handicap of 27, which means I'll need plenty of practice when my body cannot stand up to rugby anymore!

Port of Antwerp Trade and Logistics Roadshow UK

Credits: Antwerp Port Authority

The Port of Antwerp kindly extended an invitation to all Institute members and company members to attend their Trade and Logistics Roadshows in the UK.

The Port of Antwerp held a Trade & Logistics Roadshow with events in Birmingham on 12th February and in London on 13th February to inform British shippers and logistics service providers about its supply chain offer and preparedness for Brexit. The UK is the Port's second largest maritime trade partner with 16 million tonnes of cargo being exchanged on a yearly basis. It is the Port's intention to remain a preferred gateway and distribution platform for British supply chains after Brexit.

The Birmingham event took place at the Experience center of the iconic brand Jaguar Landover. The Belgian Ambassador's fine Residence was home to the London event.

UK and Ireland Port Representative Justin Atkin and Shipping Lines Key Account Manager Dries Van Gheluwe highlighted the port's unmatched handling and storage capacity for all cargo types, its high productivity and its excellent connectivity, the Counsellor General of Belgian Customs explained how its services are facilitating trade - while guaranteeing a safe trade - thanks to a constant dialogue with the business sector and seaport authorities, such as Antwerp's. They are a strong partner for the business sector, both in Belgium and abroad.

In view of Brexit, Belgian Customs pro-actively informed and continues to encourage Belgian companies active in trade with the UK to prepare themselves with the necessary authorisations for Brexit. Shortsea operator Unifeeder, having one of the

largest container transport networks in Northern Europe and connecting Antwerp with the UK, explained why lolo and thus Antwerp offers an interesting transport alternative to roro after Brexit. The high handling productivity at its container and breakbulk terminals, its excellent multimodal connectivity and the solution-minded attitude of its labour guarantee a smooth throughput of shortsea cargo through the port. The many investments in digitisation and innovation, such as the central data platform Nxtport, further enhance the client's supply chain efficiency and safety.

In Birmingham, John Lucy, Manager International Transport and Trade Procedures at the Freight Transport Association, confirmed that a modal shift from roro to lolo is a possible solution to maintain efficiency in supply chains between the UK and the EU.

During the lively Q&A, many questions were raised about Customs procedures post-Brexit and shortsea connectivity.

The seminars were concluded by a networking session to facilitate business contacts between the British attendants and the Antwerp delegation. The latter was composed of several private logistics service providers in the Port of Antwerp (forwarders, shipping companies), the Port Authority and several partners (City of Antwerp, Belgian Customs, Antwerp Headquarters assisting companies in setting up a European HQ in Antwerp).

In the next months, UK and Ireland Port Representative Justin Atkin will continue to engage with British shippers, logistics service providers and port authorities to further inform them about the Port's supply chain offer and detect cargo flows to further expand the Port's shortsea network with the UK.

The Antwerp Port Authority wishes to thank its British partners, such as the Institute of Chartered Shipbrokers, for their cooperation in promoting these Roadshow events among their members.



CIRCULARS

Customs Information Papers issued

Customs Information Papers (CIPs) are released throughout the year and we try and keep this list up to date for you.

Please note that all Customs Information Papers issued are available directly from the Government website at: <https://www.gov.uk/government/collections/customs-information-papers--2>

Alternatively you can access them from the Institute website page at: <http://www.ics.org.uk/membership/knowledge-hub>

2019

Customs Information Paper (2)
Preferential trade deal between the EU and Japan

Customs Information Paper (1)
Tariff changes for countries in the General System of Preference

2018

Customs Information Paper (19)
Additional customs duties on products from the USA

Customs Information Paper (18)
Reassessment of open ended customs authorisation

Customs Information Paper (17)
Approval of internal temporary storage facilities - remote

Customs Information Paper (16)
Changes to approved depositories

Customs Information Paper (15)
Check the statistical threshold for the UK in 2019

Customs Information Paper (14)
Show your CITES import permit at the first point of entry in to the UK

Customs Information Paper (13)
Changes to customs tariff rules on imported aircraft parts

Customs Information Paper (12)
Application of the REX System by GSP Beneficiary Countries

Customs Information Paper (11)
Changes to the Whisky Export Refund Scheme (WERS)

Customs Information Paper (10)
Change in approach on indirect representation for some customs authorisation holders

Customs Information Paper (9)
Changes to the additional duty rate on goods from the USA
Customs Information Paper (8)
Changes to form CI331 used to declare a pleasure craft

Customs Information Paper (7)
Customs examination powers

Customs Information Paper (6)
Power to use force to search a vehicle or vessel

Customs Information Paper (5)
Valuation procedures under the Union Custom Code - earlier sales

Customs Information Paper (4)
End-Use procedure

INTRODUCTION TO UK SHIPPING COURSE



This one-day course will give participants an understanding of how the UK shipping industry operates, plus regulations, constraints and current issues.

Participants will learn from a variety of subject matter experts on regulatory, business, political, legal, employment and training in the shipping industry. The course will be interactive and up-to-date with sessions on current issues.

All participants will be given a free copy of the course book, worth £40.00, which covers all the topics from the course.



Topics include:

- What is meant by 'British Shipping'
- International regulation
- Regulation of UK ships
- Crewing and employment
- Running a shipping business in the UK
- The UK shipping market
- Trading and operating a ship
- Ports and their customers
- Customs rules
- Passenger shipping

Next dates available:

20 February 2019

5 June 2019

2 October 2019

£275+VAT for UK Chamber members. For further details and dates:
www.ukchamberofshipping.com/courses/



Federation Companies 2018/2019

List of company members with
Federation Council

UK liaison office

Aberdeen

ASCO Group PLC
Fathom Offshore Services Limited
Petersons (UK) Limited
Searoute Port Services Ltd

Ardrossan

C.A. Mair (Shipping) Ltd

Barrow-in-Furness

James Fisher Shipping Ltd

Bedington

Cory Bros Shipping Agency Ltd

Belfast

Hamilton Shipping Ltd
Doyle Shipping Group (Belfast) Ltd
Johnson Stevens (NI) Ltd

Belvedere

PD Shipping & Inspection Ltd

Berwick

Berwick Harbour Commission

Birkenhead

Sterling Shipping Agencies

Birmingham

Pan Line Ltd

Bristol

Osprey Shipping Ltd
Wessex Shipping Ltd

Cardiff

Bay Shipping Ltd
Cargo Services (UK) Ltd

Dover

George Hammond PLC

Dundee

Kinnes Shipping Ltd

Ellesmere Port

Quality Freight (UK) Ltd

Falmouth

Falmouth Petroleum Ltd

Felixstowe

China Shipping (UK) Ltd
Grange Shipping Ltd
Maersk Line UK & Ireland
VM Liner Ltd

Glasgow

Henry Abram & Sons Ltd

Goole

Danbrit Shipping Ltd

Grangemouth

Denholm Wilhelmsen Ltd
GAC Shipping (UK) Ltd
W. Knight Watson & Co Ltd

Hull

Ahlmark Shipping (UK) Ltd
Dan Shipping & Chartering Ltd
J R Rix & Sons Ltd
John Good Shipping Ltd
Thos. E. Kettlewell & Son Ltd
Yorkshire Shipping Ltd

Immingham

Carlbon Shipping Ltd
DFDS Tor Line PLC
Eimskip Ltd
Graypen Ltd
Lockwood Shipping Ltd
PD Port Services Ltd

Ipswich

Clarkson Port Services Ltd
MSC (UK) Ltd
Nidera UK Ltd

Kirkwall

John Jolly (1978) Ltd

Liverpool

ACL (UK) Ltd
CMA CGM (Shipping) Ltd
Warrant Group Ltd

London

Baltic Exchange (The)
Braemar Seascope Ltd
Chamber of Shipping (The)
Clarksons PLC
E A Gibson (Shipbrokers) Ltd
Galbraiths Ltd
Greek Shipping Cooperation
Intercargo
Kennedy Marr Limited
O'Keeffe & Partners
S5 Agency World Ltd
Sequana Maritime Ltd
Simpson, Spence & Young Ltd

Middlesbrough

Casper Shipping Ltd
Cockfield Knight & Co Ltd
LV Shipping Ltd

New Holland

New Holland Dock Wharfingers Ltd
New Holland Shipping Ltd

Newcastle

G.T. Gillie & Blair Ltd

Newport

Tata Steel UK Ltd
TU Agencies Ltd

Northfleet

Seacon Terminals Ltd

Par

Imerys Minerals Ltd

Penarth

Harvest Agency Services Ltd

Plymouth

Victoria Wharves Ltd

Portslade

Shoreham Port Authority

Portsmouth

MMD (Shipping Svcs) Ltd

Ripon

International Marine Survey Ltd

Rochester

Armac Shipping Services Ltd
Intrada Chartering Ltd

Rochford

Active Chartering Ltd

Runcorn

Frank Armitt & Son Ltd

Scunthorpe

British Steel Ltd
Flixborough Wharf Ltd

Shoreham-by-Sea

Lacy & Middlemiss Ltd

South Shields

NSA UK Ltd

Southampton

Inchcape Shipping Services Ltd
Wainwright Bros & Co Ltd

St. Peter Port

Allied Coasters Ltd

Stallingborough

Selvic Shipping Services Ltd

Stansted

Kestrel Liner Agencies Ltd

Teignmouth

Pike Ward Ltd

Tilbury

Wijnne & Barends UK

Upminster

Thurley & Co Ltd

Warrenpoint

Anley Maritime Agencies Ltd

Warrington

EMR Shipping Ltd

Non-UK liaison office

Douala

NGA Marine Services Ltd

Guayaquil

Andinave

Geneva

SGM Shipping Services SA

Georgia

Assa Trans Caucasus

Limerick

Argosea Services Ltd

Mullock & Sons Ltd

Lome, Port De Peche

Oil & Marine Agencies Ltd

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