



# European Tugowners Association

8 June ETA GENERAL ANNUAL MEETING TRIESTE

## MINUTES GENERAL ANNUAL MEETING

Thursday 8th June at 9.30 Hrs  
Hotel Savoia Excelsior Palace  
*Trieste*

### 1. Apologies for absence

The Chairman Mario Mizzi opened the meeting congratulating the hosts Tripmare and Ocean for a lovely welcome dinner and apologizing for the members who could not attend the meeting.

### 2. Reading and approval of minutes of the 53<sup>rd</sup> AGM held in Edimburgh

The minutes of the previous General Annual Meeting held in Edimburgh on Thursday 12<sup>th</sup> May, 2016 were unanimously adopted with no modifications.

### 3. Matters arising from the minutes

There were no matters arising from the minutes.

### 4. Membership status

The Secretary General gave a review of the new members that joined ETA since the previous Annual General Meeting stating that Dublin Port, Adria Tow, Rimorchiatori Laziali and Vassiliko Terminal Services have since been added to the list of full members. The Secretary General further pointed out that there were two resignations from membership comprising that of Jade-Dienst of Germany and Karlshamns Hamn of Sweden. Ms. Darmanin explained that the Secretariat tried to understand directly from the resigning members the reasons behind their departure, but none were provided. It was reported that the total number of members, as at date of meeting stood at 84.

The Chairman announced the several changes of members in the Executive Committee, which now includes Paolo Visco and Alessandro Russo representing Croatia, Jan Wilhelm Schuchmann who substitutes Joerg Mainzer as the deputy representative for Germany, Robert Gerk as the representative for Slovenia and Alberto Cataruzza as his deputy, Vicente Boluda Ceballos who joins the Executive Committee as the Spanish deputy representative replacing the late Juan Gonzalez and Michael Stauffeldt who will be the Swedish deputy representative.

### 5. Report of the Secretary General

The Secretary General gave a presentation summarizing the activities of the Secretariat.

The last Annual General Meeting in Edinburgh adopted the mission and objectives of the Association. During the last 12 months the Secretariat has worked to implement that mission and to reach those goals with the different instruments it has at its disposal. Furthermore the Secretariat used the Strategy adopted in Edinburgh as the guide for the work carried out this last year.

Concerning the **lobby action**, the Secretary General stepped up the efforts to increase the cooperation with important stakeholders within the EU maritime policy sector. Furthermore, Ms. Darmanin work has been carried out to make ETA part of several policy networks and collective campaigns, such as I AM (the transport chain new cluster); Waterborne TP (the main cluster on R&D in the maritime sector ); and the More EU Budget for Transport campaign which aimed at increasing the awareness of the EU institutions. Moreover, the Secretariat was part of the European Shipping Week 2017 steering committee that defined and organized the event.

The Secretary General managed to raise the profile of the Association by engaging with different Commission DGs as DG MOVE, DG EMPLOYMENT or DG MARE, the Council, especially during the Maltese Presidency, the EU Parliament and the European Economic Social Committee. The focus of this action was to lobby the institutions to reach a more favorable Port Service Package text and also to keep up to date with developments in these respective institutions. Moreover, the Secretariat also worked on the REFIT review of the Maritime Legislation and the Multiannual Financial Framework on Maritime Affairs.

Regarding the Port Services Package, since last November Executive Committee meeting, the lawyers firm Loyens and Loeff sent a letter on behalf of ETA to Commissioner Timmermans arguing why there was an unequal treatment of the sector and how the regulation goes against the original objectives. Moreover, ETA's Chairman had an informal chat with Commissioner Bulc during the European Shipping Week Gala Dinner in which she expressed her awareness towards the Association's concerns. In the meanwhile DG Move Head of Ports and Inland Navigation replied the letter sent by ETA lawyer Mr Maurice Essers as instructed by the last Executive Committee meeting, stating that there is no unequal treatment, giving arguments on why pilotage is excluded and leaving the door open for further discussions with ETA.

Andrew Dalrymple intervened to ask if this fight with the EC was worthy, to which the Chairman answered that it was necessary to show the EU institutions that the Association and the sector have a common position against the Regulation and they are ready to oppose it.

Concerning the debate on the Port Services Regulation, Ms. Darmanin also announced the recently launching of the EU Port Platform, which has among its main goals to interpret the Regulation. ETA will submit an application to be part of the experts group and use its membership as a way to show how this Regulation is causing a negative effect on the sector and on ports.

The Secretary General moved on in the presentation to describe the varied events which ETA organized (European Shipping Week workshop on the digitalization of the sector, the activities during the excursion to the Port of Antwerp, hosting national attaches during the Valletta summit). Moreover, Anna Maria Darmanin also participated as a speaker in several panels at the European Economic and Social Committee, the Malta Maritime Summit, the Stakeholders meeting within the

Council Ministerial meeting and the BTA Annual Meeting. Besides these events, the members of the Secretariat also attended many other events within the maritime affairs sector both in Brussels and abroad.

Regarding the **relations with the members**, the Secretariat had the opportunity to meet with several ETA members in their countries such as Assorimorchiatori, BTA members, the Swedish members, members attending Gianni Tug event in Naples, etc

Another aspect that the new Secretariat wants to reinforce is the Nautical and Technical Committee, which met again in February during the European Shipping Week in Brussels. The Committee has a new Chairman, Capt. Kimmo Lehto and new members and the Secretariat aims at making the Committee a more relevant tool for the Association.

Furthermore, the Secretary General hard work to find new full and associated members was successful as 4 new full members (Adria Tow, Dublin Port, Rimorchiatori Laziali and Vassiliko Terminal Services) and 9 new associated ones (Robert Allan, Wartsila, Pikasoma, ACL, Caterpillar Marine, Logic Vision, Lankhorst Ropes, DMT and Pont Cat) joined the Association.

Concerning the communication actions, the Secretariat has created new channels or strengthen the existing ones to communicate the Association's activities and positions. Thus, ETA has now a LinkedIn and a Vimeo account, newsletters are sent monthly and the website updated regularly. These communications efforts have been covered by the specialized press.

Finally the Secretary General enumerated the steps taken to modernize the administration of the Association and incorporate it as a Belgian ASBL.

Concerning the medium term plans, the Secretary General focused on continuing with the lobby actions both at the EU and IMO levels, with a specific attention on safety and innovation. Moreover, the Secretary General affirmed that the Secretariat is planning to organize new events and increasing the communications activities. Regarding the services dedicated to the members, Ms. Darmanin mentioned the possible organization of an additional event for ETA members, increasing their involvement in the ETA Committees and initiatives or organizing more visits to the members. Of course increasing the membership of the Association will keep on being one of the main tasks of the Secretariat, and in order to be successful, Ms. Darmanin asked for the collaboration of the current members to help her contact towage companies.

## **6. Report by the Nautical Technical Committee**

Captain Kimmo Lehto took the floor to explain the work done during his 6 months as Chairman of the Nautical Technical Committee. At the moment of the Annual General Meeting there were two projects in the making, new guidelines for tug masters on safe towage operations and on the durability and condition of synthetic ropes. Regarding the first action, the plan is to work in cooperation with pilots. According to Capt. Lehto, the Nautical Technical Committee members expect to complete this document in a year but that will also depend on the work carried out by the pilots

representatives. Finally, the Nautical Technical Committee Chairman described the composition of the experts group and asked for higher cooperation from ETA members.

## **7. Consideration and approval of Audited Financial Statements for year ended 31st March 2017**

The Chairman took the Committee through the audit financial results and reviewed same by comparing them with the audited financial results of the previous year and the budget figures approved in the 2016 Annual General Meeting as subsequently revised during last November's Executive Committee meeting.

Mr. Mizzi explained that the total revenue for year ended March 2017 amounted to €344,170 compared to €284K registered in the previous year, i.e. 2016. The 20.8% revenue increase is primarily attributable to:

- Increased Associate Members fees, due to the joining of 5 additional members during the course of the year. - +€9,000
- Increased annual event participation fees (Edinburgh) - +€32,753. Last year we had a record attendance. So that helped to push our numbers up.
- We also worked hard to improve sponsorship contributions. Our efforts netted €58k compared to €36K in the previous year 2015/16. Actually income from sponsors increased by 59%. (+€21,570).

The foregoing make up the difference of +€59,335 in aggregate revenue

Chairman continued by stating that actual revenue figures are in line with budget figure approved at the last AGM held in Edinburgh. (Marginally 3% higher)

Mr. Mizzi pointed out that expenditure totaled €331,656 compared to the corresponding figure of €303,628 in the previous year (2015/16); an increase of €28,028. Compared to budget expenditure is only €3,700 more.

The increase in expenditure over last year's figure may be traced to:

(i) higher professional fees paid mostly to HFW and Loyen & Loeff Advocates for legal services rendered in connection with ETA's efforts to challenge the Market Access Regulation prior to its adoption, and

(ii) To the retainer fee of Hugo Callens reflected under consulting fees €20,800.

Otherwise all other expenses are in line or lower than last year.

Compared to budget figures we were obviously higher due to the professional fees as we prolonged our engagement of Loyen & Loeff.

For the year under review (2016-17) ETA managed to attain a surplus of income over expenditure of €12,514 compared to a budget surplus of €5,405 and a deficit the year before -€18,792.

#### **8. Consideration and approval of Budget for year ending 31st March 2018**

In a nutshell the Chairman explained that the Secretariat is aiming to increase total revenue by 4.4% on last year's figures to reach €359K. The increase will be coming yet again from additional memberships but the lion share of the hike will be due to an increase in sponsorships targeted at €75,500, being 30% higher than last years and double than that of the year before.

Budgeted expenditure is 3% higher than last year.

Whilst Secretarial & Admin expenses are expected to be lower due to the reduced impact of professional fees,. Annual event costs are estimated to be higher than last year due to the higher number of attendants to Trieste.

From this year's event in Trieste we anticipate to make a surplus of some €75k. The Chairman noted that attendance fees should just about meet AGM costs.

Mr. Mizzi concluding by stating that the aim is to close the year with an overall surplus of €16,775.

#### **9. Appointment of Auditors**

The Chairman confirmed the Board's proposal to reappoint Grant Thornton for the upcoming year, which was adopted with unanimous consent

#### **10. Appointment of Chairman and Deputy Chairman of ETA/ Executive Committee**

Mario Mizzi announced his term as Chairman was about to end and Leendert Muller was going to replace him at the helm of the Association. Moreover the Chairman informed the Annual General Meeting that only Kimmo Lehto sent an expression of interest concerning the Deputy Chairman position.

#### **11. Election of new director on the Board of Directors of ETA**

The Chairman announces that after the meeting he will step down as Director from the Board of ETA and Kimmo Lehto shall take his place. The new Board of Directors composed by Secretary General Anna Maria Darmanin, Chairman Leendert Muller and Deputy Chairman Kimmo Lehto was approved by the unanimity of the participants in the Annual General Meeting.

## **12. Honorary Members**

The Chairman proposed the election of Joerg Mainzer, who recently retired from the Executive Committee, as new ETA honorary member. He worked for Fairplay for 27 years, was part of the ETA's Executive Committee for 11 years and was its Chairman from 2009 to 2011, The participants in the Annual General Meeting unanimously supported this proposal.

Moreover, the Chairman announced the review of the qualification criteria for honorary membership which so far was based on the dedication to the Association, having been a former Chairman and retirement. The Board of Directors is going to review these criteria and make recommendations that will be presented in the November Executive Committee. These, would be focused specifically on the costs covered by ETA, and the rights of attending the Association meetings.

## **13. Date and venue of 2018 Annual General Meeting**

The new Chairman revealed that the next Annual General Meeting would take place in Antwerp, but the dates are not yet confirmed.

## **14. Any other matters**

Serdar Erdinçler took the floor to announce and invite ETA members to a congress in Izmir, Turkey on the technical issues concerning port towage which Med Marine is organizing.

AMD

25/07/2017