



**Minutes of the  
ANNUAL GENERAL MEETING  
of the  
AUSTRALIAN FEDERATION OF INTERNATIONAL  
FORWARDERS Ltd (AFIF)**

**Bonnie Doon Golf Club  
Banks Avenue,  
Pagewood  
NSW 2035**

*5.00pm, 27<sup>th</sup> November, 2008*

**1. Apologies**

The list of those persons who had given an apology of their inability to attend the AGM was read out and is also appended to these minutes as a separate list.

**2. Minutes of Previous Meeting**

The Minutes of the previous meeting held at the Mercure Hotel, Levey St, Arncliffe on November 29, 2007, were approved as a true record on the motion of Chris Jensen (*Geodis Wilson*), seconded by Jim Merrigan (*Maltacourt*).  
*All in favour*

**3. Chairman's Report**

**a) Progress Towards a Single Industry Body for Our Industry**

Fritz Heinzmann, AFIF Chairman, gave a summary of the current status and an overview in regard to the progress of the work of the sub-committee comprising three representatives from both AFIF and the CBFCA. Whilst there was still a long way to go to finalise a business model for a new Association, there were positive indications to work on. In the meantime the two Associations worked closely on issues of common interest.

*Action: AFIF will continue to keep members advised as to progress in this matter.*

**b) A Degree qualification for our Industry?**

The Chairman advised the members of the development of a framework and program for the creation of a specific degree in International Forwarding for our industry. Whilst there were Degrees available for 'Logistics', these usually related more to domestic freight and materials handling aspects. AFIF had engaged the services of technical experts familiar with the Australian qualifications framework to assist with the project. The AFIF Education Committee members were currently in discussion with a potential funding body in order to progress the proposal. If this were to become a reality, it would provide a pathway for new and current industry personnel to achieve an academic qualification and, in the longer term, assist in increasing and broadening the management and high level operational technical expertise for the sector.

*Action: AFIF will continue to keep members advised as to progress in this matter.*

**c) Paul Angel, resigning Director**

The Chairman advised the members that Paul Angel would stand down from the Board of Directors, after the AGM, to concentrate on a particularly busy period in his business. On behalf of the Board of AFIF and the members, he thanked Paul for six years of service to the Association, during which time he had attended most conscientiously to matters relating to Customs.

**d) Fitz Heinzmann standing down as Chairman**

Fritz Heinzmann advised the members that he would be standing down as Chairman of the Board of AFIF after four years in the position. Subject to ratification of the new Board of Directors, by the members, he would like to remain on the Board for 2009 to assist particularly in the area of Education for the industry.

Brian Lovell, CEO of AFIF, thanked Fritz on behalf of the Board and the members for his achievements, efforts and devotion to the role of leading the Association during some particularly difficult times for the industry.

**4. Financial Report**

The CEO advised that the Financial Report had been circulated to members with the notice of the Annual General Meeting and he called for any questions and or comments.

There were no questions and the financial report for 2007 – 2008 was approved on the motion of Peter Pluess (*Fracht*), seconded Adrian Perks (*Nax Australia*). All in favour.

## 5. CEO Report

Brian Lovell highlighted several items from his full report, which is reproduced below:-

The past year has been a continuing ongoing challenge and, as news of a downturn in trade across the globe increase, it promises to be another interesting year ahead.

Our active representation on core Air Cargo, Sea Cargo and various related matters continues strongly and this report highlights some specific matters of importance for you.

There are many detailed matters which our office and your representatives are handling on your behalf and some of the major current matters will be summarised in both mine and the Chairman's report and during the member briefing session being held during the AGM.

The following selection of issues will be some of the more important ones affecting our Members businesses during this year and beyond.

### 5.1. Airfreight

#### a) ACCC review of IATA: - Tariff and Interlining.

The ACCC review of IATA Cargo was completed recently with the final subjects relating to Tariff and Interlining matters. These included the TACT Rates and Rules provisions. IATA did not seek to renew its application for 'Authorisation' (immunity) and the well established system of using the general 'TACT rates' to construct a rate to various destinations could no longer apply for Australia, due to the inherent anti-competitive elements of such a system.. In addition other previous IATA 'Resolutions' which sought to standardise rating processes would also need to be removed. The latter included Resolution 502 which set the standard volumetric equivalent of 6000cc = 1kg for international cargo carried from Australia.

Airline carriers operating services to and from Australia could elect to publish all or some of their various rates in future versions of TACT, or issue separate rate sheets to individual customers. Rates to irregular 'off-line' destinations requiring interline services, would need to be derived from the respective carrier.

#### b. IATA Resolution 600B: Changes to the Airway bill

IATA Resolution 600b (as amended) was approved and granted antitrust immunity by the USA Department of Transportation (DoT) on 20 September 2007. The amended IATA Awb came into effect on the 18<sup>th</sup> of March 2008.

#### c. IATA E-Freight Project – overview and opportunity for Australia

As previously reported to members, AFIF and the CBFCA have been involved in local working committees and executive steering groups in order to implement the International Air Transport Association (IATA) e-freight initiative in Australia.

The first 'live' e-Freight consignments were successfully sent from Australia in October 2008 and Australia was the fifth new global location to deliver paper free cargo in 2008. Three trade lanes were used: Australia-Singapore, Australia-New Zealand and Australia-the Netherlands. The Australian e-Freight implementation involved Qantas, Singapore Airlines, Cathay Pacific, British Airways, DHL Global Forwarding, Schenker, Fracht Australia, Customs, AQIS, AFIF and CBFCFA. The e-Freight program is aimed to effectively eliminate the need to send 13 paper documents with air cargo shipments streamlining processes, improving speed and reliability and cutting costs.

The next steps will include:

- Finalising the e-Freight contingency plans
- Identifying ways of tracking and reporting e-Freight volumes
- Identifying strategies to increase the growth of the e-Freight initiative within Australia.

IATA e-freight is also operational in Canada, Germany, Hong Kong, Netherlands, Singapore, South Korea, Sweden, the UK, NZ and USA.

***Action.*** *To find out all about e-freight, click on the following link and to Request a download of the e-freight handbook:*  
<http://www.iata.org/stbsupportportal/efreight/materials/>

## 5.2 Seafreight:

### a) 'IPART' - Reforming Port Botany's links with inland transport.

The report into outcomes of the Independent Pricing and Review Tribunal (IPART) inquiry into Port Botany's Links with Inland transport, together with the final State Government response should interest everyone in the sea transport chain, both import and export. To view the NSW Government response click here:

[http://www.afif.asn.au/pdf/2008/news/NSW\\_Government\\_Response\\_to\\_IPART\\_Report\\_Sep2008.pdf](http://www.afif.asn.au/pdf/2008/news/NSW_Government_Response_to_IPART_Report_Sep2008.pdf)

To implement the reforms, the NSW Government introduced the Ports and Maritime Administration Amendment (Port Competition and Co-Ordination) Bill 2008, which increases the powers of the NSW Port Corporations to increase productivity and promote a competitive commercial environment. In addition they are charged with the responsibility of facilitating and coordinating an improved port-related supply chain. To view the Bill, click here:

[http://www.afif.asn.au/pdf/2008/news/b2008\\_104\\_15\\_House.pdf](http://www.afif.asn.au/pdf/2008/news/b2008_104_15_House.pdf)

Minister Joe Tripodi has made it clear that if these initiatives are not successful then the NSW Government will be forced to intervene with perhaps stringent regulations and penalties.

**Action:** *The members will be updated on developments.*

### **5.3 Approach to ATO & Treasury re the GST ruling GSTR 2005/6**

Members would recall that we are currently tackling the problem of how the GST law has recently been interpreted in regard to DDU/DDP import shipments and also the treatment

of exports. A major submission on behalf of all industry participants was re-lodged with Treasury and the ATO earlier in the year and following a number of meetings and discussions Treasury have agreed that changes are required to the existing law in regard to these circumstances. Draft legislation is being prepared for further consultation

**Action:** *Further information will be communicated to members through Bulletins.*

### **5.4 Security Training:**

#### **a. AFIF & CBFCA RACA Quality Assured Training project**

At the beginning of 2008, the AFIF and CBFCA RACA training Program was the first to be accredited under the Government Office of Transport Security (OTS) new 'Quality Assured' training framework and the availability of the on-line training system commenced during January. Since that time, we have streamlined the application and assessment systems to improve the usability of the program.

We are currently developing two new products, namely a face-to-face, instructor led 'Awareness' training program and a self-paced workbook for those without the opportunity to use a computer and unable to attend group sessions.

**Action:** *For information of the members.*

### **5.5 Modernisation of Industry Employment Awards.**

Since the election of the Rudd Federal Labour Government, a process of modernisation and rationalisation of all industry Awards began. Our industry is being looked at in the next (priority 2) round and the Government has issued a draft analysis grouping us in with 'Private Road Transport' (non passenger).

Obviously this is most inappropriate and, in addition to representation from other Associations who have been similarly incorrectly classified, AFIF has made submission to the Australian Industrial Relation Commission (AIRC).

Our submission can be viewed by inserting the following link into your browser:

[http://www.airc.gov.au/awardmod/fullbench/industries/awardmodindustry.cfm?award=private\\_road](http://www.airc.gov.au/awardmod/fullbench/industries/awardmodindustry.cfm?award=private_road)

**Action:** *Further information will be communicated to members through Bulletins.*

## 5.6. General

There are many other issues being handled at any one time and AFIF Directors and representatives are necessarily active on many committees and Boards. The following is a summary of the major national and international external committees:

- **Customs National Consultative Committee (CNCC):-**  
The peak consultation body for discussion between Customs and Industry on trade facilitation issues.
- **Cargo Processing Executive Steering Committee (CPESC):-**  
Committee formed by Michael Carmody - Customs Ceo, to drive specific electronic commerce initiatives (a 'future thinking committee').
- **Tradegate Board:-**  
Our industry sector is represented by five Directors who cover the Forwarder & Customs Broker interests and also those of depot operators. Fritz Heinzmann, current chairman of AFIF, is one of these Directors
- **AQIS & Industry Cargo Consultative Committee (AICCC):-**  
The peak body for consultation between AQIS and our Industry. AFIF representatives also participate in the sub-groups formed under the banner of Industry Working Group on Quarantine (IWGQ).
- **IATA Cargo Executive Council:-**  
AFIF has three representatives on the 5 person industry committee who meet with IATA and their Airline members to discuss IATA Resolutions and Agency Accreditation matters. This group is also overseeing the ACCC review of IATA.
- **Office of Transport Security (OTS) Aviation Security Cargo Working Group:-**  
AFIF is represented on this committee who meet quarterly to review requirements in regard to the RACA Aviation Security Program.
- **Australian Dangerous Goods Air Transport Council**  
Industry body representing movers of Dangerous Goods by Air. This body meets with the Civil Aviation Safety Authority (CASA) on a quarterly basis.
- **Customs NSW Trade Facilitation Forum (TFF)**  
Quarterly meeting of representatives of AFIF and CBFCA with senior NSW Customs executives to discuss current local issues, services, statistics, compliance and other matters in regard to Customs clearance and Cargo reporting.

- **Australian Maritime Transport Arbitration Committee**  
AFIF is a foundation member of this body formed to provide cost effective mediation to assist parties in disputes relating to maritime issues, which would normally involve expensive litigation.
- **State based Freight Councils**  
AFIF representatives have a seat on the various State Committees of these Councils, who provide a valuable interface between exporters and importers and service providers to work on removing impediments to the smooth flow of cargoes.
- **AFIF State Committees:**  
Active committees under the leadership of State Presidents represent AFIF in four states (New South Wales; Victoria; Queensland; Western Australia). The Presidents are invited to attend all AFIF Board meetings to ensure the two-way communication of activities are maintained on a face-to-face basis and contribute in many ways to assist members with issues of local concern.
- **FIATA:**  
FIATA is the World body of Freight Forwarder Associations. The various forums discuss ways in which to standardise worldwide forwarding practices. AFIF is a member and is represented at the Annual World Congress. Former AFIF Chairman Barry Vining is a Vice-President of FIATA for the Asia-Pacific Region
- **FAPAA (Federation of Asia - Pacific Aircargo Associations):**  
AFIF holds the position of permanent part-time Secretariat for FAPAA and is also the 'Immediate-past' Chairman of the group. FAPAA is very active in developing solutions to issues of concern to air forwarders of this region.

## 5.7. Other activities:

The annual publication sales agency contract with IATA Montreal continues to operate and we can report that the projected figures will benefit the Association.

The margin for sales of Dangerous Goods Technical Manuals and a variety of other IATA printed materials are channelled into benefits on behalf of the membership and to keep member fees as low as possible.

There has been much activity in our training program, both in terms of student numbers and in planning for the future needs of our industry members. In regard to specific training projects, the revised Air and Sea basic procedures and Sea dangerous Goods training programs have proven to be very popular and the separation of the import and export programs has been beneficial to the participants.

The Industry Traineeship partnership with *myfreightcareer* is progressing well with student numbers growing all the time. The program provides a unique opportunity for new industry entrants offering a well constructed industry apprenticeship scheme. The long-term goal of the program is to increase the number of properly trained and qualified professional staff within the freight forwarding industry and it is on track to succeed. The benefit for young people is that it offers a genuine career path for those leaving school or tertiary education which should increase numbers entering the industry.

In general terms, we are happy to report that AFIF is financially sound and details of our results can be found in the audited accounts and accompanying Annual Financial Report, as previously circulated.

AFIF is continually mindful of the costs of running the various business units and whilst our resources are frequently stretched, we are progressively growing the business for the benefit of our membership and the industry in general.

## **5.8. AFIF Events**

- **AFIF 2008 Conference outcome**

The 2008 event, held at the Royal Pines Hotel and Resort on the Gold Coast was attended by over 160 people from June 4<sup>th</sup> to 6<sup>th</sup>.

Following analysis of feedback from participants, the AFIF 2008 Conference was a success in regard to business benefit and attendee satisfaction and a modest financial margin was returned to the Federation.

As with all previous conferences, we have identified further improvements to be made as we learn from each experience. With the aid of the electronic user handsets introduced for the first time at a Conference in our industry, we have some very detailed feedback which the conference sub-committee will be using as a basis for the business and social program for the next event.

- **AFIF Annual Charity Golf day 2008, outcome**

On October 18<sup>th</sup>, 128 players attended this year's AFIF Annual Charity Golf Day held at the Macquarie Links Golf Course in Sydney. The after game festivities included a charity raffle and an auction followed by dinner and a comedy entertainer.

The fund raising activities included sponsorships; raffle prizes and auction items. After all costs had been taken into account, the resulting net margin was in excess of \$23,000.00, which is a very satisfying outcome.

The beneficiary charity was Diabetes Australia – NSW.

***Note: This year's winning golf team was: Freight Central 2.***

- **AFIF 2009 Conference - Hobart May 6-8**

The next AFIF Annual Conference will be held in the delightful Grand Chancellor Hotel in Hobart, Tasmania. Planning for the Conference program is well advanced and we are currently awaiting responses from a number of invited speakers.

We can confirm that mercurial Australian Rules former player and Coach, Kevin Sheedy, will be delivering a keynote address and the CEO of Customs Michael Carmody has also confirmed his attendance to present an overview of current and future projects.

In addition, the producers of the popular real-life TV program, *Border Security*, will deliver a fascinating insight into the success of the show and some background and highlights.

The AFIF 2009 Conference committee comprises of: Paul Golland (*Mainfreight Halfords*); Daniel Andersen (*DHL Global Freight*); Thomas Hansen (*Rohlig*); Trevor Herkess (*Editor, Australian Logistics Magazine*); Chris Jensen (*Geodis Wilson*); John Law (DUTG); Andrew Waterworth (*Lynair IJS Global*); Lyndell Wills (*Will Organise*) and Brian Lovell (*AFIF*).

**Action : Members to be advised of Conference program in early 2009.**

## **5.9 In conclusion:**

The Chairman will, in his report, be speaking about some of the initiatives involved in working more closely with the CBFA with the intention of working towards a single representative body for our industry.

Thank you to all the members for your continuing support, particularly those individuals who give up their time and effort to contribute personally by joining various AFIF committees and working groups around the country.

A big thank you goes to my industrious admin team at the AFIF Secretariat Office and to our instructors who deliver the vital industry training programs.

Finally, I would like to thank our hard working Chairman and all the AFIF Directors, State Presidents and various committee members, for giving up their valuable time to represent members in tackling a variety of issues in order to maintain the welfare of our Industry.

Best wishes for a successful and hopefully less stressful year ahead and please don't forget to register to attend the *AFIF 2009* Conference.

## **6. Members Briefing Session**

### **6.1 IATA e-Freight:- replacing the AWB and all documentation**

- ***Stephane Parrenin, Cargo Services Manager for IATA Australia*** delivered an overview of the recent trials involving Sydney and three trade-lanes, which provided the proof of concept of e-Freight for Australia. Stephane advised that IATA planned to broaden the scope of e-Freight with DG and Transhipments to be included, plus additional lane sectors.

Members raised questions as to how IATA planned to increase the usage and volume of e-freight shipments, which Stephane agreed was a challenge but it needed the willingness of all parties in the supply chain for it to be effective.

AFIF advised that it would support the program in addition to providing updates, by helping to arrange information sessions around Australia, where required.

Stephane closed by thanking AFIF and the members for their support of the program to date.

## **6.2 Security: - Expanding the RACA scheme.**

- Brian Lovell explained that the Federal Government Office of Transport Security (OTS) plan to expand the Regulated Air Cargo Agent (RACA) program to the wider transport industry in the near future. The legislation to do this has already been passed by the Government.

The AACA (*Accredited Air Cargo Agent*) scheme, when operational, is designed to dovetail into the RACA scheme to cover supply chain security from the door of the shippers to final delivery at the airport of departure, or prior acceptance by a RACA. The fine details as to the mechanics of the program were still under discussion.

***Action:*** *Further information will be communicated to members through Bulletins at the appropriate time.*

## **6.3 Seacargo: - NSW Govt Gives Port Authorities New Powers**

- Elton McKay, AFIF Director responsible for Seafreight matters, gave a summary of the proposed changes as a summary of the Government response to the IPART review.

The NSW Govt response into the Independent Pricing and Review Tribunal (IPART) inquiry into Port Botany's Links with Inland transport, gives authority to the NSW Port Corporations to increase productivity and promote a competitive commercial environment.

New legislation enshrined in the *Ports and Maritime Administration Amendment (Port Competition and Co-ordination) Bill 2008* gives effect to the new plans

***Action:*** *Further information will be communicated to members through Bulletins at the appropriate time.*

## **6.4 Industrial Relations:- AIRC Modernisation of Industry Awards**

- *Anne Hogan, of HR Assist consultant to AFIF on IR issues*, provided an overview of the Rudd Federal Government plan to modernise all employment Awards. AFIF made a submission to the AIRC, to express the position that our industry should not be grouped in with Private Road Transport.

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- Anne outlined some additional standard changes likely to be implemented once the new Awards come into force. The full report can be viewed by clicking on the following link:  
[http://www.afif.asn.au/pdf/2008/news/AFIF\\_Workplace\\_Relations\\_AGM.pdf](http://www.afif.asn.au/pdf/2008/news/AFIF_Workplace_Relations_AGM.pdf)

## 7. Appointment of Auditor for 2007 / 2008 Financial Year

On the motion of Daniel Andersen (*DHL Global Freight*), seconded by Robert Brown (*Australian air Express*), Mr. Tom Moon of *Moon Cunningham Chartered Accountants* was reappointed as AFIF auditor for the current financial year. All in favour.

## 8. Election of Directions

The Chairman handed over to the CEO who gave an explanation of the process required for Directors to serve on the Board of AFIF for 2009 (*in line with the requirements of the AFIF constitution*).

Following completion of the election process for those required to re-stand and for new nominees, the following Directors were proposed to stand for the AFIF Board for 2009:-

Paul Golland	Mainfreight / Halford International
Fritz Heinzmann	Schenker Australia
Chris Jensen	Geodis Wilson Australia
Robert Kasch	DHL Global Forwarding
Jacqui McCombie	Globelink International
Stuart McFarlane	Yusen Air & Sea Service
Elton McKay	Accord Logistics (Aust)
Jim Merrigan	Maltacourt Pty Ltd
Jeff Talbot	Hellmann Worldwide Logistics ( <i>New Director 2009</i> )
Mark Willis	ACM Ambassador

The above named persons were duly ratified by the membership present at the meeting on the motion of John Bakamis (*Nippon Express*) seconded by Barry Loughnan (*Air Menzies Intl*). All in favour.

Immediately following the AGM, a meeting of the new Board was convened to elect the officers of the Federation for the next 12 months, as follows:-

<b>Chairman</b>	Paul Golland
<b>Vice-Chairman</b>	Robert Kasch
<b>Treasurer</b>	Barry Vining ( <i>Airmark</i> )
<b>Public Officer / Secretary</b>	Jim Merrigan

**9. Other Business**

**9.a** Brian Lovell wished to advise the members of the imminent retirement from the industry of Ian Gorman, most recently a Director of International Cargo Solutions (*ICS*). Ian had spent over 46 years in the industry, both in Customs Brokerage and Freight Forwarding and served as State President at different times for both AFIF and the CBFCA.

Ian had been a Director of the AFIF Board for over ten years up until standing down in 2000. Barry Vining also commented that Ian had been instrumental in proposing and commencing the training and education program for AFIF, which had grown to cover most of the industry vocational and operational subjects. The members joined with the Directors and Officers of AFIF in wishing Ian all the very best in his retirement!

**9. b** Brian Lovell also wished to record the sad passing recently of popular industry figure Andrew Banner of International Cargo Express (*ICE*). His funeral had been attended by many of his colleagues who joined with his family to pay their last respects. He will be sadly missed by all who knew him.

There being no other business, the Chairman closed the meeting at 6.00 pm.

Signed as a true record of proceedings.

**Fritz Heinzmann, Chairman** .....

## **APOLOGIES**

<b>COMPANY</b>	<b>NAME</b>
A. Hartrodt Australia	Adrian Ford
Blake Dawson	Peter McQueen
Cargo Community Network	Scott McCorquodale
DHL Global Forwarding	Robert Kasch
Airlift International	Peter McNamara
International Cargo Solutions	Ian Gorman

## **ATTENDEES LIST**

<b>COMPANY NAME</b>	<b>ATTENDEE</b>
ACM Ambassador International	Mark Willis
Accord Logistics Australia	Elton McKay
AFIF	Brian Lovell
AFIF	Juana Mulherin
Air Menzies International (Aust)	Barry Loughnan
Airmark Ocean & Air Logistics	Barry Vining
Australian airExpress	Robert Brown
DHL Global Forwarding	Daniel Andersen

Fracht Australia	Peter Pluess
Geodis Wilson Australia	Chris Jensen
Globelink International	Jacqui McCombie
Hellmann Worldwide Logistics	Darren Trist
Hellmann Worldwide Logistics	Jeff Talbot
Hellmann Worldwide Logistics	Raymond Vella
Hilzinger Gibbons	Julian Capelli
HR Assist	Anne Hogan
IATA	Stephane Parrenin
J R Global Logistics	Josette Robert
Lynair IJS Global	Paul Angel
Maltacourt Australia	Jim Merrigan
Mainfreight International	Paul Golland
Nax (Australia)	Adrian Perks
Nippon Express Aust	John Bakamis
Schenker Ausralia	Fritz Heinzmann
Yusen Air & Sea Service (Aust)	Stuart McFarlane