

CARIBBEAN SHIPOWNERS ASSOCIATION

FMC Agreement No. 205-010979

Florida Shipowners Group Inc

FMC Agreement No.011953

101 N.E. Third Avenue – Suite 1500,

Fort Lauderdale, FL 33301-1181

Tel (954) 332-3750 Fax (954) 332-3693

Email joe@floridashipowners.com

"DRAFT"

Minutes

St. Lucia Executive Committee Teleconference

No. CSA TBA-2010

Tuesday, August 17, 2010

Commenced 4:05 PM; Adjourned 4:30 PM

Participants:

BERNUTH: Tom Paelinck, Jose Luís Canavesi
CMA CGM: Cyril Seyjagat
SEAFREIGHT: David Ross
STAFF: Joe Espinosa

Members acknowledge that all actions and agreements are solely voluntary in accordance with the provisions of the CSA Agreement and that no Member is required to implement any action or agreement other than on a voluntary basis.

St. Lucia DES Program:

Members reviewed Saturday, August 14, 2010 correspondence from St. Lucia Air and Sea Port Authority in response to our letter of August 13, 2010.

As a result of the Port Increase of October 1, 2010, members voluntarily agreed to increase their current landing charges by \$130/TEU effective Sunday, September 26, 2010. The new landing charges would be \$480/20 and \$960/40'

The Administrator was instructed to write to the director of SLASPA with the following position:

- Regrettably cannot agree with their recommendations.
- Effective Sunday, September 26, 2010 members will increase their landing charges by \$130 per TEU charge is exclusive of stripping and stuffing charges.
- Payment of landing charges to the Port is borne by members prior to ship's arrival obligating absorption of risk in the event of late or non-payment by the cargo interest.
- Members still seek SLASPA's intervention to consider the DES system which better suits our mutual needs than does third party billing or identifying local charges on the bill of lading.
- It is hoped DES discussions will be brought back on the table prior to the implementation of the increases which must be announced and published by August 25, 2010.
- As an option, members willing to postpone the landing charge increase if port increase, is postponed allowing time for further dialogue.