



ATOSSCOM

Association of Terminal Operators,
Stevedoring, and Shipping Companies of Micronesia



**ASSOCIATION of TERMINAL OPERATORS, STEVEDORING
and SHIPPING COMPANIES of MICRONESIA
48th ANNUAL CONFERENCE
Pacific Mission Aviation Auditorium, Pohnpei, FSM
November 27-30, 2023**

MINUTES

I. Call to Order

There being a quorum, the meeting of the Atosscom 48th Annual Conference was called to order at 9:30 a.m., Tuesday, November 28, 2023. Present at the meeting were:

Lee C. Cabrera, President
Charles B. Stinnett, Vice President
Steven P. Muna, Secretary
George Torwan, Treasurer

Regular Members

Present: American President Lines (APL), Belau Transfer and Terminal Company, Commonwealth Ports Authority, Eurasia Pacific Lines, Federated Shipping Company (FSCO), Kosrae Port Authority, Kosrae Terminal and Stevedoring Company, Majuro Stevedore and Terminal Company, Mariana Express Lines, Matson, Norton Lilly International, Palau Shipping Company, Pohnpei Port Authority, Pohnpei Transfer and Storage, Port Authority of Guam, RMI Ports Authority, Saipan Shipping Company, Saipan Stevedore Company, SEAIR Transportation Agency, Truk Transportation Company, WAAB Transportation Company. **Absent:** Palau Sea & Air Transportation Company, Rota Terminal & Transfer Company.

Associate Members

Present: Ambyth Shipping and Trading, Kyowa Shipping Company, Marianas Steamship Agency (MSA), Swire Shipping Owners Marshall Islands, Triple B Forwarders Inc. **Absent:** Omega Safety Compliance Asia Pacific, Pacific Shipping, Cabras Marine/Seabridge.

Non-Members Present: John Santos, Billy Edward, Micronesian Shipping Commission, North Pacific Maritime Services, One Micronesia World Logistics, Pohnpei State Government, Pilot Captain Keli Tenorio, FSM Association of Chamber of Commerce, US Coast Guard, Vital FSM Petroleum.

Registration

For record purposes, early registration was held on Monday, November 27, 2023 at the Hideaway Bar & Grill and regular registration on Tuesday, November 28, 2023 at the Pacific Mission Aviation Auditorium.

PRESENTATIONS

FSM Port Development & Port Security Upgrades. Mr. Gerard Osborne, P.E., Project Manager, FSM Maritime Investment Project, Department of Transportation.

Communication and Infrastructure.

- The FSM Maritime Investment Project (FSMIP) primary objective is to improve the safety, operational efficiency and climate resilience of maritime infrastructure and operations at the FSM's four international ports – Kosrae, Yap, Pohnpei, Chuuk.
- FSMIP Project Components includes:
 - maritime infrastructure: based on the critical needs assessment, for example, rehabilitation of warehouses, utilities, and other port infrastructure.
 - maritime safety and security: repairing/replacing and upgrading security systems, camera systems, barriers, lighting, providing search and rescue and safety devices, supporting awareness and prevention on human-trafficking.
 - technical assistance: search and rescue assistance, prevention, anti-human trafficking.
 - contingent emergency response.
- Main project activities that are completed for the four ports include critical needs assessment, and institutional/governance review. In the works for 2024, first quarter, is the ports strategic development planning that includes short-term improvements that aims to bring ports up to basic international standards such as public works, safety and security, port infrastructure improvements, search and rescue systems and devices. This strategic development plan has a 20-year horizon with 5-year increments. Planning for 2nd quarter of the project activity is spill prevention and spill mitigation. Design and supervision of works as well as the construction and rehabilitation will begin 2nd quarter of 2024 through 2026.
- International Ship and Port Facility Security Code (ISPS). There are measures taken to enhance the security of ships and port facilities, such as: drafting ISPS regulations through legislative initiative; institutional/management by way of adoption of the PPA model and formation of port security committees; and fencing, lighting, security cameras to strengthen access into the four ports.

Mr. John Santos asked whether the port rehabilitation, upgrade and design include warehouse placement, cementing of terminal yard and refrigerated container plugs (reefer plugs). Mr. Osborne replied that those items are being considered as part of the port modernization on the best options suited for the different ports. This is a work in progress which is all part of the port assessment and critical priority needs, as well as a balanced effort with funding and construction material availability. USCG LCDR Al Blaisdell asked how the information presented on ISPS acquired. Mr. Osborne responded that the information was provided by hired consultants for the port strategic development planning based on the needs assessment of port facilities and infrastructure. The consultants looked at the processes and operations of the four ports, institutional review to ensure ISPS compliance in terms of legislation and regulations. At some point in the near future, he hoped for some interaction with USCG on this issue for guidance and feedback. Mr. Ed Cruz suggested to also consider night navigation and lighting in all four ports which will be a great improvement.

Strengthening Resilience: Heavy Weather Preparedness & Cybersecurity in Port Operations. USCG Commander Gregory Sickels, Coast Guard Forces Micronesia/Sector Guam.

Key points on how decisions are made.

- Empowering local communities: prioritize training and engaging local personnel in maritime safety practice, ensuring a deep-rooted understanding of regional challenges and fostering a culture of safety and security within the community.
- Strengthening interagency collaboration: leverage the synergy of USCG units with regional port authorities and other maritime agencies to build a cohesive and resilient front against maritime threats and emergencies.

- Remain committed to the mission in Micronesia: strengthening partnerships, rigorous patrols and monitoring to prevent illicit maritime activities, mitigating environmental hazards, and ensuring readiness to respond to emergent maritime threats.

Heavy weather plan – pre-storm preparation.

- Plan – the process of implementing the heavy weather plan in Guam and CNMI
- Team – collaboration with port partners for storm preparation
- Strategy – strategies for container management to minimize vulnerabilities.

Communication during the storm – methods of maintaining constant communication with port partners. Sharing critical operational updates during the storm.

Post-Storm actions and port reopening. Steps taken in port damage assessment and collaborative efforts. The role of port partnership in reopening the port within 72 hours.

Physical Security (domestic). Regulated maritime facilities in the US are required to implement security measures to deter the unauthorized introduction of dangerous substances and devices into the facility – ensure unauthorized access is prevented; facility security plan include measures to deter transportation security incidents; MARSEC levels require different security measures; authorized individuals define access control in facility security plan; and owner/operator screen cargo, unaccompanied baggage to ensure security in restricted area, and maintain control for transfers to or from vessel.

Physical Security (International Port Security Program). The USCG IPS program, established in 2003, is dedicated to supporting nations in improving their port security and ensuring the implementation of the International Ship and Port Security (ISPS) code.

- The IPS program focuses on reducing risks to US ports, ships, and the global maritime transport system by evaluating anti-terrorism security measures in foreign ports.
- Through assessments and discussions, the program aims to align and share port security practices internationally, offering mutual benefits.
- IPS program ensures foreign ports adhere to ISPS code and promotes improved security above minimum requirements.
- USCG publishes a port security advisory for foreign states that fail to maintain effective anti-terrorism measures, and continuously monitors compliance.
- Adequate security measures in foreign ports lead to reduced targeting of vessels for port state control actions when arriving in the US streamlining maritime operations.

Cybersecurity

- Methods of detection – network traffic monitoring, anomaly detection, threat intelligence sharing and system audits and forensics.
- Impacts – espionage and information gathering, threat to critical infrastructure, strategic security concerns, and adaptive threat tactics.
- Strategies and mitigation – risk assessment and management, cybersecurity training and awareness programs, information sharing and collaboration, guidance and best practices, incident response planning, cybersecurity assessments and audits, technology and infrastructure upgrades, regulatory compliance and enforcement, vulnerability identification and mitigation, and engagement in cyber exercises.

Mr. John Santos asked what lessons were learned after Typhoon Mawar in Guam. CDR Sickels replied that the lessons learned was the procedure in securing and sheltering tugs, barges in inner harbor which went well. In preparation of future typhoons, communication and planning ahead is key. Mr. Santos asked whether the USCG communicates with the national state governments on any natural disasters. CDR Sickels replied positively and mentioned that couple years ago there was a flooding in Yap and Palau where the USCG provided aid and response support. In response to cyber security risk and how to

mitigate, CDR Sickels suggested that immediate action/implementation on cyber security should take place acquiring subject matter experts in technology to protect port data. The USCG cyber protection team is a resource that can assist.

Challenges and Ways to Improve FSM Commerce. Herman Semes, Director, FSM Association of Chambers of Commerce.

The Challenges Faced

- High dependence on imported goods, uneconomical routes - small, dispersed markets with low demand result in small inbound cargo, and outbound empty containers. (Fuel Surcharge), limited and inadequate port facilities and equipment across FSM, high cost of port development to meet regional or international standards, high transshipment cost in Guam, limited skill workers, underutilization of port technologies, and corruption at the ports.

Improving FSM Commerce

- Foster closer collaboration between the private sector and the government to strengthen the overall economic development of FSM, ATOSSCOM members should support their State and National Chambers of Commerce as the private sector representatives to advocate for improved shipping services in FSM and FAS region, enhance private sector awareness of climate finance, and empowering businesses with the knowledge and skills required to navigate.

Demand and Capacity. Patrick Bulaon, Matson VP & General Manager, Guam/Micronesia. Mr. Bulaon mentioned that in our region we start at a set of circumstances that are anything but simple as we cater to many ports across a huge expansive ocean originating from our port to get to our destination. The vessel carriers must connect to all of these different port locations with varied commodities, such as food, clothing, materials, supplies, medicines, and so forth.

Container Demand (Micronesia)

Based on market assessments, inbound cargo into Micronesia in 2019 was promising at +20%, then an immediate decline of -7% happened in 2020 due to the covid pandemic across the world. By 2021, there was an increase in container demand with a positive outlook of +11%, however, in 2022 a decline occurred at -7%, then steadily dropped at -8% in 2023.

Container Demand (CNMI)

Based on an estimated market assessment shows a similar trend to container demand in Micronesia that in 2019 there was a positive turn of +15%, then a downward spiral of -9% in 2020. In 2021, a slight spike in container demand at +4%, which declined in 2022 at -7%, steadily decreasing in 2023 at -12%.

Container Demand (Guam)

Based on Port Consultant WSP, data analysis shows a steady container demand from 2012 thru 2021 averaging 85k in container throughput, with a spike in 2016 estimated over 100k.

Future demand drivers include return of consumer spending, tourism/visitor arrivals, local government infrastructure projects, and US Department of Defense projects and activities. Terminal capacity in productivity on material handling equipment and available labor; capabilities in berth space, yard space, shoreside cranes, reefer outlets, operational hours, and tug/pilot; and support on training for maritime careers, navigational aids, and security. Increasing operating costs on fuel, labor, terminal, equipment/parts, capital investment. In summary, the demand swings up and down, existing ocean carriers provided service through all cycles and can bring on additional capacity as needed, terminals assess ability to meet demand, productivity, and operating costs continue to rise.

Adjournment of First Meeting Day at 4:00 p.m.

Day Two: November 29, 2023

There being a quorum, the meeting of the ATOSSCOM Annual Conference was called to order at 9:30 a.m., Wednesday, November 29, 2023. Present at the meeting were:

Lee C. Cabrera, President
Charles B. Stinnett, Vice President
Steven P. Muna, Secretary
George Torwan, Treasurer

Regular Members

Present: American President Lines (APL), Commonwealth Ports Authority, Federated Shipping Company (FSCO), Kosrae Port Authority, Kosrae Terminal and Stevedoring Company, Majuro Stevedore and Terminal Company, Mariana Express Lines, Pohnpei Port Authority, Pohnpei Transfer and Storage, Port Authority of Guam, RMI Ports Authority, Saipan Shipping Company, Saipan Stevedore Company, Truk Transportation Company, WAAB Transportation Company. **Absent:** Belau Transfer and Terminal Company, Eurasia Pacific Lines, Matson, Norton Lilly International, Palau Sea & Air Transportation Company, Palau Shipping Company, Rota Terminal & Transfer Company, SEAIR Transportation Agency.

Associate Members

Present: Ambyth Shipping and Trading, Marianas Steamship Agency (MSA), Swire Shipping Owners Marshall Islands. **Absent:** Kyowa Shipping Company, Omega Safety Compliance Asia Pacific, Pacific Shipping, Cabras Marine Corporation/Seabridge Inc, Triple B Forwarders Inc.

Non-Members Present: John Santos, Billy Edward, North Pacific Maritime Services, One Micronesia World Logistics, Pilot Captain Keli Tenorio, US Coast Guard, FSM Immigration, FSM R&D, FSM Department of Justice, FSM Association of Chamber of Commerce. **Absent:** Micronesian Shipping Commission.

PRESENTATIONS

Safeguarding Biodiversity from Invasive Alien Species in the FSM. **Beverlyn Danis Fred, Project Communications and Knowledge Management Officer.** Ms. Fred mentioned that an assessment was made to address the issue of invasive species and three barriers were identified: 1) inadequate governance and supporting regulations, coordination mechanisms, and communications; 2) lack of understanding about invasive alien species; and 3) limited operational capacity at state entry/exit ports. Ms. Fred pointed out challenges identified: lack of sustained financing of IAS work; limited technical capacity and number of staff, political will to support control, management and eradication; availability of equipment and supplies for effective enforcement at the Ports; resistance from landowners towards eradication efforts; and eradication of newly introduced IAS and management of established IAS at the States. At this time, the members shared experiences, best practices, community awareness, preventive measures, and challenges on their encounter with invasive species. Suggested ideas were to seek support resources in port of entries coordinating with regulatory agencies, such as border control, customs, biosecurity and agriculture.

Anti Human Trafficking. **Alik Talley, Assistant Coordinator, FSM Department of Justice.** Mr. Talley mentioned that similar to the previous speaker, safeguarding biodiversity from invasive alien species also connects with – Human Trafficking and Human Smuggling, as both can easily spread invasive alien

species on and off-shore at port of entries. This is done through illegal entry, movement of people and properties without proper inspection and process.

What is Human Trafficking – How do we define Human Trafficking?

- A person who knowingly recruits, transports, transfers, harbors or receives another person for the purpose of exploitation, by threat, use of force, abduction, fraud, deception, abuse of power or of a position to vulnerability, or the giving or receiving of payments or benefits to achieve the consent of a person having control over another person, shall be guilty of human trafficking.
- Exploitation – the obtaining of financial or other material benefit from the prostitution of another person; exaction of forced labor or services, or the obtaining of labor or services through deceit, fraud, or by means of a material misrepresentation; slavery or practices similar to slavery.

Smuggling vs Human Trafficking

- Smuggling – an offense against the borders, requires illegal crossing of the border, smugglers typically make their money once the undocumented person has reached the Countries border; their ‘business relationship’ with the immigrant then terminates, and can become trafficking once a person is forced to provide labor or services.
- Trafficking – an offense against a person, involves compelled labor or service, traffickers may use smuggling debt as a means to control victims, and traffickers maintain ongoing control over victims, even after the border is crossed.

Possible Indicators of Human Trafficking

- Living with employer, poor living conditions, multiple people in cramped space, inability to speak to individual alone, answers appear to be scripted and rehearsed, employer is holding identity documents, signs of physical abuse, submissive or fearful, unpaid or paid very little, and under 18 and in prostitution.

Who is Vulnerable? Discussion and Experiences

- Ms. Keli Tenorio shared that human trafficking transport from Saipan, Rota to Guam is a reality. She suggested for Guam to adopt stricter laws stipulating federal incarceration.
- Mr. John Santos recalled a case in Guam called “Blue House Lounge” back in 2012 that involved human (sex) trafficking. A bar owner was sentenced in federal court to life in prison that forced women and a juvenile girl into prostitution and was ordered to pay restitution and a fine. The victims from Chuuk recruited to Guam were poor, young and uneducated, and were promised to work at a legitimate employment - a restaurant. He said these are the kinds of inhumane acts that need to be prevented and avoided.
- A question was asked whether community awareness was being conducted. Mr. Talley replied that the next scheduled awareness is in February 2024.
- USCG CDR Sickels commented there are assessments on human trafficking that have been done and continues to be monitored and controlled, especially with fishing vessels. There are jurisdictional issues with migrants in that discussions continue to take place with regulatory agencies, both federal and local. He said there are gaps in legislation that need to be well defined.

Mr. Talley mentioned that the discussions shared are examples of human trafficking because factors shaping vulnerabilities are victims of poverty, language barrier, lack of legal status and inequality and discrimination. Majority victims are women and girls with difficult home lives who are sexually exploited in tourism centers, restaurants, hotels, privately owned locations and fishing vessels docked at ports.

Workers Compensation. Melner Isaac, General Manager, Moylan’s Insurance. Mr. Isaac mentioned that the purpose of workers compensation through legislation is to provide benefits to the employee on work-related injuries or illnesses, and it provides protection to employers from financial ruin by limiting

their liability for workplace injuries to specific benefits. For those without workers compensation can opt to 'do nothing' and if there is a work-related injury, the employer can offer financial assistance out of pocket or leave the employee to deal with this misfortune on their own. However, this can lead to employee lawsuits for damages which can be financially substantial. The other option for the employer is to purchase a voluntary workers compensation policy with specific benefits for work-related injury or sickness resulting in death, disablement and medical expenses which the employee can accept in exchange for his rights under common law. Mr. Isaac encourages to obtain workers compensation insurance as it works to provide protection for both the employee and employer on lost wages, disability payments, death benefits, medical costs, and costly lawsuits.

ATOSSCOM BUSINESS

I. Roll Call

There being a quorum, the meeting of the Atosscom Annual Conference was called to order at 1:50 p.m., Wednesday, November 29, 2023.

Regular Members – 19 present; 3 absent were Palau Sea & Air Transportation, RMI Ports Authority, Rota Terminal and Transfer Co. **Association Members** – 3 present; 5 absent were Ambyth Shipping and Trading, Omega Safety Compliance, Pacific Shipping, Cabras Marine Corporation/Seabridge, Swire Shipping. For record purposes, Micronesia Shipping Commission was absent.

II. MSC/ATOSSCOM Discussions

President Cabrera mentioned that in the planning stages of the conference back in August 2023, arrangements were made with Micronesia Shipping Commission (MSC) for a time block to meet where the conference is to be held and address this item; and unfortunately, the Executive Committee received a last-minute notice from MSC in the change in venue. President Cabrera extended his apology that due to this circumstance in late notice and inadequate capacity for all members at the changed location, the agenda proceedings will continue without this item being entertained.

III. Adoption of Minutes – 47th Annual Conference of December 5-6, 2022

Mariana Express Lines made motion to approve the minutes of the 47th Annual Conference of December 5-6, 2022 subject to correction, seconded by Belau Transfer and Terminal Company. Motion was unanimously passed.

IV. Financial Reports

Bank of Guam

Description	Beginning Balance 11/18/22	Ending Balance 11/21/23
Checking Account	\$95,749.04	\$119,451.70
Time Deposit Account	\$27,515.49	\$27,520.92
Total:	\$123,264.53	\$146,972.62

2023 Membership Fee Payments

Membership	Amount Paid	Projected Fees
Regular Members	\$9,000.00	\$11,500.00 (23 members * \$500.00)
Associate Members	\$2,700.00	\$3,600.00 (8 members * \$450.00)
Total:	\$9,350.00	\$15,100.00

Note: Payments made recently will be reflected on the next financial report.

Past Due Accounts

Regular Members	Year	Amount
Palau Sea & Transportation Agency	2014-2022	\$4,500.00
SEAIR Transportation Agency	2015-2022	\$4,000.00
Associate Member		
Pacific Shipping, Inc	2016, 2018-2022	\$2,700.00

President Cabrera mentioned that letters have been sent to the members with past due accounts advising them to bring their membership dues to current to be in good standing with the association. Payments can be made in full or a payment plan can be arranged.

Proposed 2024 Budget Revenue

Membership	Anticipated
Regular Members	\$24,000.00 (24 members * \$1,000.00)
Associate Members	\$9,000.00 (10 members * \$900.00)
Guest Fee Avg.	\$3,400.00 (34 guests * \$100.00)
Total:	\$36,400.00

Proposed 2024 Budget Expense

Description	Amount
Executive Meeting - Venue/Luncheon/Dinner	\$1,500.00
Annual Conference Venue/Host	\$8,000.00
Airfare-Atosscorn Recording Secretary	\$1,500.00
Legal Services	\$1,000.00
Tax Services	\$600.00
Website Maintenance	\$895.00
Training Per Diem (28 days x 4 pax @ \$55.00)	\$6,160.00
Bank Service Charge (12 months @ \$26.00)	\$312.00
- Service Charge \$6.00	
- Paper Statement Fee \$20.00	
Total Expense:	\$19,967.00
Net Income/Loss:	\$16,433.00

President Cabrera made note on changes made to the budget that includes membership dues increase at \$1,000 for regular members, \$900 for associated members, and \$100 remain for guest fees bringing the overall total in the proposed FY2024 budget at \$16,433 net income. These new membership dues will take effective on 2024 billing cycle. Pohnpei Transfer and Storage made motion to adopt the financial reports presented, as amended, seconded by Majuro Stevedore and Terminal Company. The motion was unanimously approved.

V. Old Business

1. **Adoption of Atosscom Constitution.** Majuro Stevedore and Terminal Company made motion to adopt the constitution of the Association of Terminal Operators, Stevedoring and Shipping Companies of Micronesia filed on August 25, 2023 with Guam Revenue & Taxation, seconded by Belau Transfer and Terminal Company. Motion was unanimously approved.

Secretary Muna informed the members that the association has received its 'Certificate of Existence' No. A-2275 from Guam Revenue & Taxation on September 19, 2023 certifying that the Atosscom Association is duly organized under the laws of Guam and that it is an existing non-profit association. He also mentioned that he is currently working with the Atosscom's tax preparer on the non-profit tax exemption certificate. President Cabrera added that the tax preparer will also handle tax filings, financial publications, renewal tax certifications and perform other services required on financial statements in coordination with Atosscom Treasurer.

2. **Adoption of Atosscom By-Laws.** Majuro Stevedore and Terminal Company made motion to adopt the by-laws of the Association of Terminal Operators, Stevedoring and Shipping Companies of Micronesia filed on August 25, 2023 with Guam Revenue & Taxation, seconded by Belau Transfer and Terminal Company. Motion was unanimously approved.

3. **Adoption of Resolution No. 2023-01 Designation of Signatories.** Majuro Stevedore and Terminal Company made motion to adopt Resolution No. 2023-01 relative to the designation of signatories of the Executive Committee for the Association of Terminal Operators, Stevedoring and Shipping Companies of Micronesia, seconded by Belau Transfer and Terminal Company. Motion was unanimously approved.

4. **Establishing the Alfred Santos Scholarship with Bank of Guam.** Secretary Muna mentioned that with the Atosscom charter in place and bank signature cards updated, and as guided by Bank of Guam, a separate account for the Alfred Santos Scholarship can be established. The only requirement needed is a resolution to move forward. President Cabrera said currently the Atosscom Treasurer is recording the scholarship fund on a separate ledger from funds of \$100 taken out from the general membership dues. This scholarship fund will provide the funding source for training opportunities which is separate from the water transportation training program. Suggested training ideas presented were on safety, pilotage, winch operator, crane operator, leadership, and other trainings directly related to terminal, stevedore and port operations. At this time, it was agreed to table discussions on the type of scholarship training programs to be considered, but that in the meantime to look into the cost associated and requirements with the trainings on crane operator, winch operator, and forklift training.

President Cabrera asked how much from the membership dues should be allocated to the scholarship fund. It was agreed to by the general membership to keep with the \$100 allocation until such time the scholarship fund account is established.

Secretary Muna also suggested that as the transactions of the Atosscom association business are done through manual check signing, that at some point consideration be made on acquiring a debit card as this would be a more efficient and convenient method to transact the association's business considering the Atosscom makeup are from different island countries makes it challenging at times to obtain check signatories.

5. **Water Transportation Training Program.** Secretary Muna mentioned that the Water Transportation Training Program was made possible through an MOU by and between the parties of Atosscom - Port Authority of Guam, Matson Navigation, and Marianas Steamship Agency. The MOU allows for two (2) trainee slots to be trained for four (4) consecutive weeks which is done on a rotational basis. He recalled that it was Kosrae and Palau scheduled for May 2020, but due to the covid pandemic, that training did not take place. As such, there were no objections for Kosrae and Palau to remain for the next training in 2024, provided that they are in good standing.

VI. New Business

1. **Election of Officers (President/Secretary).** President Cabrera mentioned that in accordance with the by-laws and for purposes of continuity, the election of officers for president and secretary is up for nomination to serve a two-year term. Belau Transfer and Terminal Company made motion to retain Saipan Stevedore Company, Inc as the Atosscom Executive Committee President and Port Authority of Guam as the Atosscom Executive Committee Secretary. Motion was seconded by Majuro Stevedore and Terminal Company and was unanimously approved.

VII. Host for 2024 Annual Conference

Majuro Stevedore and Terminal Company made motion to host the 2024 Annual Conference in Republic of Marshall Islands in the month of July/August 2024, seconded by Belau Transfer and Terminal Company. Motion was unanimously approved.

VIII. Open Discussion

1. **Stevedoring & Terminal Services Agreement.** For purposes of discussion, President Cabrera asked the members their thoughts on service agreement between the carriers and stevedoring or terminal operators. Suggested ideas were group unification on gate operations, productivity in operations, standardization, and best practices. Without objections, Vice President Stinnett mentioned that this is a new topic and suggested for the members to take time to think this through and make suggestions for the next meeting.

Letter of Intent to become an Atosscom Member. President Cabrera announced that a letter of intent dated November 29, 2023 was received from North Pacific Maritime Services in their interest in becoming an associate member of Atosscom as a shipping agency. The company is based in Pohnpei that is a fishing and shipping agency specializing in handling long line vessels, purse seiners, military vessels, and potentially cargo vessels. The company has been in business for two years. Enclosed with the letter is the business license issued by the NETT District Government, State of Pohnpei and a Pohnpei Port Authority Agency Permit No. 08-24 authorizing the grantee to conduct vessel agency services. Mariana Express Lines made motion to accept the application submitted by Mr. Aspen Apis, Owner/Founder of North Pacific Maritime Services to become an Atosscom Associate Member. Motion was seconded by American President Lines and was unanimously approved.

IX. Adjournment of Conference

It was announced that on November 30, 2023, a farewell luncheon picnic in appreciation of all conference participants will be held at the Dekehtik Island Beach. All were encouraged to attend.

There being no further business to discuss, it was moved by Pohnpei Transfer and Storage, seconded by Belau Transfer and Terminal Company to adjourn the meeting at 4:30 p.m. The motion was unanimously passed.

Prepared By:



Margret Duenas, Recording Secretary

Approved By:



Steven Muna, Atosscom Secretary