



## Become an IMPA Supplier Member

Join the world's leading organisation for purchasers and suppliers in the maritime community.

Driving best practice and supporting standards in the global maritime supply chain

Connecting thousands of marine purchasing and supply professionals around the world

Sharing industry knowledge and steering business improvements in the shipping community

# WELCOME

- > **Welcome**
- > **Who we are** 3
  - What makes us special
  - IMPA at a glance
  - Our people
- > **What we do** 9
  - Insights
  - Sustainability
  - Marine Stores Guide
  - Education
  - Networking
- > **Why you should join** 21
  - Membership of IMPA
  - What you can expect from us
  - Join our community today
- > **FAQ** 23
- > **Reach out to us** 24

Dear colleague and prospective member,

The International Marine Purchasing Association (IMPA) has been at the heart of the marine procurement and supply chain management industry since 1978. Extremely proactive in this sector, we act as the voice of the marine procurement industry and bring forward a diverse portfolio of world-class products and initiatives that provide value to our members and beyond. Close to 1000 of the world's leading ship-owning, ship-operating and supplying companies are active members of IMPA and our geographical footprint extends to more than 90 countries around the globe.

We pride ourselves with a diverse and highly engaged membership network who are helping us create best practice in the industry, push important change and develop programmes that drive business improvements. Our vibrant community of marine purchasers and suppliers deeply cares about enhancing the art and science of maritime procurement, improving existing processes and procedures, and moving towards an increasingly more sustainable blue economy.

Using our five-pillar structure – sustainability, education, networking, the Marine Stores Guide, and insights – we share valuable industry knowledge with our network, drive best practice in the global maritime supply chain and connect marine purchasing and supply professionals. Our ultimate mission? To be an industry-leading organisation providing real value to our members.

I personally had been a member of IMPA long before I stepped up as a member on the Council and can attest as to the importance of being part of such a great community; IMPA has supported my professional career through education and training, my organisation through the benefit of knowledge and contacts in the supply chain, and the industry through initiatives and sharing best practice.

I encourage you to read this brochure that is nothing but a short summary of what we at IMPA have set to achieve, and if you have any questions or doubts, our ambassadors or my colleagues on the Council and Secretariat are always happy to start a conversation; just reach out to us.

**IMPA really is THE membership organisation for maritime supply chain professionals. Join us.**



**Susan Wraae Koefoed**  
 IMPA Chair and CEO,  
 Fleet Director, Weco Shipping

# WHO WE ARE

**The International Marine Purchasing Association (or simply put, IMPA) is the non-profit organisation that has been at the heart of the marine procurement and supply chain management industry since 1978.**

Created by a group of senior purchaser executives who wanted to create an industry voice to make heard the interests of the profession, **IMPA now represents a large community of almost 1,000 marine purchasing and supply professional across the globe.**

## IMPA WEARS MANY HATS



### We are a membership organisation

We are one of the biggest and most active associations in the maritime procurement community, with almost 1,000 members in 90+ countries around the globe.



### We are a global network

Through our membership, events, social network, and insights, we have amassed over 70,000 professionals active within IMPA and the sector.



### We are language-barrier breakers

We are co-creators and -developers of the leading product reference source for the maritime industry, the Marine Stores Guide, facilitating product referencing between ships, crew, office, and suppliers.



### We are facilitators

We host a world-leading exhibition in London and sister events in Singapore, Greece, and other regions, as well as an annual virtual event and regular online meetings, all dedicated to bringing the industry together for mutual benefit.



### We are knowledge seekers and sharers

We direct an award-winning industry journal, update an online blog, run a monthly podcast, and maintain an Insight Centre with a continuous flow of papers and research for our members' benefit.



### We are educators

We designed the world's first course for maritime-specific supply chain management education and continuously offer seminars, short courses, workshops, and professional development learning.



### We are drivers of best practice

We founded IMPA ACT and SAVE, the world's first UN-aligned responsible supply chain management system and the bold initiative that brings knowledge of green solutions to maritime. We create and support standards for a more sustainable blue economy.



### We are partners and collaborators

We join forces and build partnerships everywhere we go with recognised and renowned industry bodies and organisations, in order to offer our members continuous value through discounts and offers.

## What makes us special



### We are driven to raise the status of maritime procurement

Enhancing the art and science of marine purchasing in all applied forms in order to elevate the status of our members has always been our guiding star, and we have not strayed from this path in more than four decades. We continue to be here to amplify our members' voices.



### We keep our fingers on the pulse of the industry to help you thrive

Over the last twenty years, the role of procurement in global shipping has undergone dramatic change, moving from a functional to a strategic focus, and the role of the marine supply chain professional has become more exigent than ever. Succeeding in the shipping industry is now a game of big demands and high expectations, and part of our work is to identify trends and come up with ways that help our members to overcome hurdles and exceed expectations.



### We understand the power of collaboration

Our dynamic community is built with collaborative innovation as its very backbone. We like to create an environment where ideas are shared and improved together, and this ensures our projects and initiatives are driven by industry feedback and demand, and that they are as close to perfect as possible.



### We are not afraid to challenge the status quo

Building primary knowledge and bridging gaps between theory and practice are some of our fortes. We are known to develop world-first initiatives, services and products that challenge convention and help our members stand out from the crowd.



### We keep the world of maritime supply chain connected

Promoting and facilitating co-operation and understanding between purchasers and suppliers in the global maritime business is at the heart of everything we do. It is why IMPA is known as a place where you can network, learn, and debate in a safe and warm environment.



To be a leading industry organisation providing real value to members.

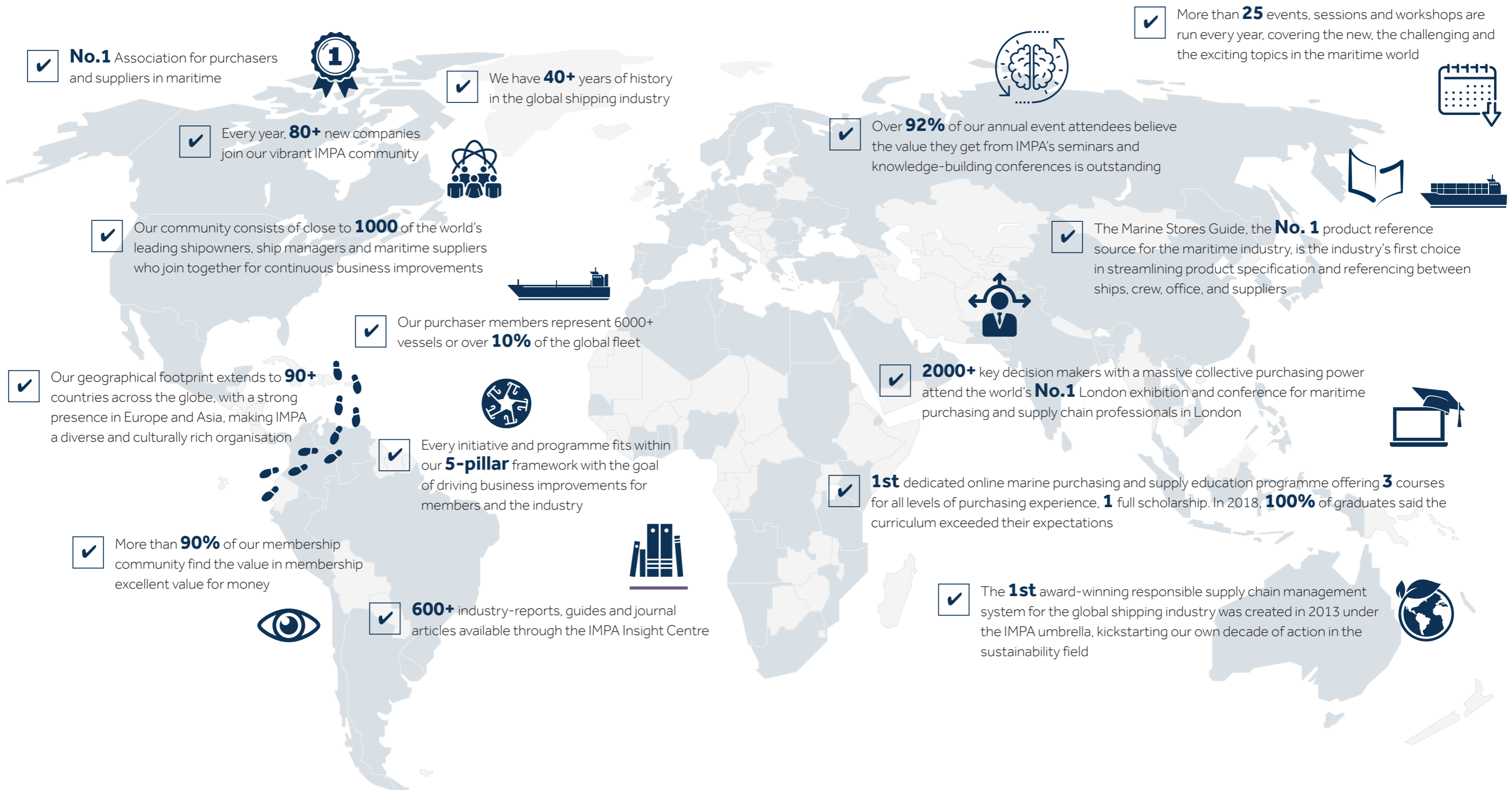
**IMPA'S VISION**

"We are a growing network of close to 1000 shipowners, ship managers and leading suppliers from the maritime industry, and together form a strong and vibrant community working towards continuous improvement and development. We hope you will join us."



**Marco Spandri**  
VP of Membership,  
Marketing and  
Ambassadors, IMPA








# IMPA AT A GLANCE



# MEET THE PEOPLE BEHIND IMPA








## The IMPA Council devise the Association's strategy course






The Association's Council is a strong group of global shipowners and maritime suppliers who are enthusiastic about making the maritime supply chain and procurement sector better and more efficient for everyone. Members of the Council conduct their roles pro bono, drive the Association's strategy, and direct the duties of the Secretariat team.

 <b>SUSAN KOEFOED</b> CEO and Chair	 <b>MARCO SPANDRI</b> VP of Membership	 <b>JENNIFER SCHLEMEIER</b> VP of Networking	
 <b>JESPER LARSEN</b> VP of Insights	 <b>YUZO KOIKE</b> VP of MSG	 <b>ROB C. SCHARFF</b> VP of Education	 <b>SIMON POTTER</b> VP of Sustainability

## The IMPA Working Groups are the voluntary taskforces leading our specialist initiatives





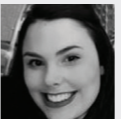
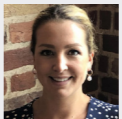

The IMPA Working Groups are clusters of industry-leading specialists, senior-level purchasers and major suppliers who volunteer to help our Council and administration teams create projects and programmes, develop these according to what the industry wants, and promote them laterally to colleagues in the maritime business.

	 <b>MIKAEL KARLSSON</b> IMPA SAVE Chair, Commercial Adviser, Francois Marine, CSO, Leitha Clean Technologies	 <b>DORTHE MEJLVANG</b> Senior Category Manager, Maersk Procurement	 <b>JOHN BECK</b> Vice President Procurement, Wilhelmsen Ship Management
	 <b>MARINOS KOKKINIS</b> General Manager, Oceanic Catering	 <b>PAOLO MAGONIO</b> Group Procurement Manager, Scorpio Group	 <b>ALLAN MUIR</b> Director Digital Supply Chain, Teekay Shipping

	 <b>ANEL MEDINA</b> Purchase Manager, BW Epic Kosan	 <b>HENNING ANDERSEN</b> Head of Purchase, BW Epic Kosan	 <b>MANISHA MATHUR</b> Head of Procurement, NORDEN	 <b>LAILA HANSEN</b> Administration & CSR Manager, Incentra SA
---	--	--	--	---

## The IMPA Secretariat is the administration team behind the scenes

The small and eager administration team is based in Colchester, UK, and is responsible for the day-to-day operation of IMPA's diverse portfolio of initiatives and projects. Managed by Stephen, Jasmine, Dom and Nicole, the Secretariat team ensures, among other things, that our membership community is listened to, supported at all times, and enjoying the journey as members.

 <b>STEPHEN ALEXANDER</b> Secretary General & Chief Operating Officer	 <b>NICOLE ROBERTS</b> Head of Networking and Events	 <b>JASMINE SCHESTAK</b> Head of Sustainability and Programme Management	 <b>DOMINIC SCOTT</b> Head of Digital Media and Communications
 <b>STEVIE DAVISON-SCOTT</b> Membership and Ambassador Liaison Officer	 <b>HANNAH RICE</b> MSG Project Manager and Marketing Executive	 <b>KAREN SAGE</b> Client Service Manager	

## IMPA Ambassadors are trusted representatives who spread our message around the world

For more than a decade now, IMPA has been appointing ambassadors who act as local representatives to promote regional interest and raise awareness about the Association. IMPA ambassadors are active purchaser or supplier members of IMPA who not only amplify our voice in their countries, but also help our organisation with ideas and feedback. We have enthusiastic ambassadors in 10+ countries around the world and are always looking to expand our geographical reach.

To meet our ambassadors or see if there is one in your region, please visit our website: [www.impa.net/about/meet-the-imp-ambassadors](http://www.impa.net/about/meet-the-imp-ambassadors)

"Being an IMPA ambassador allows me to support the IMPA family by spreading the word, sharing my own experiences with colleagues in the industry, and trying to bring new power in the Association. It's such a good environment to share ideas and strive towards improving each other."



**Francesco Leboffe**  
Procurement Manager, d'Amico Shipping Group  
IMPA Member since 2018 and active IMPA  
Ambassador since 2021

As you browse this brochure, you will be able to meet many of the wonderful people behind our initiatives, but if you would like to find out more about any of them, please visit the IMPA website at [www.impa.net/about](http://www.impa.net/about).

# YOUR MEMBERSHIP VALUE

The demands on the shipping industry are constantly evolving, amid a climate of technological advances, increased regulation, and geopolitical and economic pressures. As such, the role of the marine supply chain professional is becoming ever more challenging, as shipowners look to increase margins, cut costs, and grow their business.

By collaborating innovatively with our community and other industry-leading specialists, we help members thrive in this competitive procurement environment and provide critical value in two ways:

- 01 We ensure all members have generously discounted access to our continually updated portfolio of industry-leading products and initiatives;
- 02 We help our members access a network of experts and thought leaders, as well as offer them the opportunity to be at the forefront of innovative change in their industry.

## What members can expect from us

- The support of a truly global network**  
We work hard to amplify our members' voices and fight to elevate the status of purchasers and suppliers in maritime.
- Supporting their work on sustainability with lower rates for our initiatives**  
Whether it is conducting regular due diligence on human rights, or wanting to improve your CSR reporting, we can help.
- Networking, exhibiting and learning at leading maritime events**  
Members get discounted or free access to visit our unrivalled maritime events, exhibit or attend conferences.
- Continuing professional development**  
The IMPA Academy offers several courses and programmes that can help supply chain professionals develop their career.
- Member-only events and seminars**  
We help you drive everyday business improvement with regular member-only events focused on sharing best practice.
- Opportunities for collaboration and knowledge exchange**  
We value your opinion. Debate new ideas, contribute to our work, and help us drive the industry forward.
- Better workflow with discounted access to the Marine Stores Guide**  
It is the industry's leading reference source, and you will want to use it to streamline your procurement processes. We can help!
- Full access to our digital members' directory**  
IMPA membership is a confirmation of your organisation's reputation and all members are recognised in our daily-updated directory.

## IMPA'S FIVE PILLARS

The foundations on which to build a bright future in maritime procurement

### IMPA | INSIGHTS

**We drive business improvements in maritime procurement through highly topical content**

We research and develop tools, papers, award-winning journals, blog articles, as well as webinars and podcasts that assist our members in their daily work and bridge the gap between theory and practice.

[www.impa.net/what-we-do/impa-insights](http://www.impa.net/what-we-do/impa-insights)



### IMPA | SUSTAINABILITY

**We fight with our members for a more sustainable blue economy**

We create best practice, push responsible business conduct, and drive green procurement with our UN-aligned responsible supply chain management system IMPA ACT, our industry leading IMPA SAVE and the first IMPA Green Business Programme for supplier evaluation.

[www.impa.net/what-we-do/impa-sustainability](http://www.impa.net/what-we-do/impa-sustainability)



### IMPA | MARINE STORES GUIDE

**We work to break language barriers with the Marine Stores Guide**

We want to help you operate efficiently by using the maritime world's choice as the code system for facilitating specification and product referencing between ships, their crews, office, and suppliers.

[www.impa.net/what-we-do/impa-marine-stores-guide](http://www.impa.net/what-we-do/impa-marine-stores-guide)



### IMPA | EDUCATION

**We support your professional career with education and training**

We partner with leading industry bodies to provide you with seminars, courses or our own 100% online education programmes catering for new entrants to senior practitioners in maritime procurement.

[www.impa.net/what-we-do/impa-education](http://www.impa.net/what-we-do/impa-education)



### IMPA | NETWORKING

**We bring the industry together to learn, network and debate**

We organise world-leading maritime events in London, Singapore, and Greece, as well as events in other regions and online, in order to offer you a stage to meet colleagues and make new connections.

[www.impa.net/what-we-do/impa-networking](http://www.impa.net/what-we-do/impa-networking)





# IMPA | INSIGHTS

We drive business improvements in the industry through a continuous flow of topical content

## Research, development and insights are always at the heart of our activity schedule

From an online Insight Centre available 24/7 to all members, a Members' Directory offering insight into our members' companies and their participation in IMPA-driven initiatives, to three different platforms giving a voice to our community of supply chain professionals, we are keen to share knowledge that assists members in their daily work. We are also proud – throughout the year – to form industry clusters which allow us to collaborate with our members and exchange valuable knowledge that helps us build better projects and initiatives for the industry.



### Become listed in the IMPA online Members' Directory, the only virtual platform showing you real-time information about a members' business, sustainability practices and more

The IMPA Members' Online Directory is our digital platform listing all our purchaser and supplier members, as well as their company descriptions, products and services supplied, involvement with our other initiatives, and more.

Suppliers can make their company known and even stand out further by using our discounted premium listing capabilities, while purchasers can use the Directory as a tool for finding high-quality manufacturers and suppliers. The online platform is available 24/7 to all IMPA members and because we know that every minute counts, it is updated daily.

#### Go to the IMPA Online Members' Directory to see:

- Is the company an active member of IMPA, committed to move the industry forward?
- Does the company factor in economic, social and environmental considerations in its value chain and places sustainability at the heart of its strategy?
- Is the company committed to reducing its negative impacts on the environment and furthering the Sustainable Development Goals?
- Would the company in question stock the category of products or services you need?
- Does the company use the MSG to streamline its processes and facilitate specification of products?

Browse the IMPA Members' Directory: [www.impa.net/what-we-do/impa-directory](http://www.impa.net/what-we-do/impa-directory)



We are dedicated to supporting IMPA members in their everyday work, and our Insights portfolio is always expanding. Our members benefit from exclusive insights, and they are encouraged to suggest new topics.



### Get 24/7 access to the IMPA Insight Centre where you can read and download our latest reports, how-to papers, and best practice guidance for the sector

The IMPA Insight Centre is our online platform where we store our latest tidbits of information for members' benefit; from in-depth technical briefing papers, research documents to best practice guides and supplier presentations, the Centre is designed not only to give you the latest in the industry, but also to support the various education programmes we run throughout the years. Covering strategic and tactical issues in the maritime supply chain, the IMPA Insight team works with industry experts to convert their thinking into practical manuals for our members.

Learn more. Visit [www.impa.net/what-we-do/insights/insight-centre](http://www.impa.net/what-we-do/insights/insight-centre)



### Visit the IMPA BLOG, IMPA's original home for the latest maritime procurement news, groundbreaking insights, and critical thinking

Whether you want to read current commentary and analysis in shipping or engage in industry dialogue around the global maritime supply chain, we have that and more over on the IMPA BLOG. Supplier members benefit from advertisement discounts when using our BLOG to increase their brand's awareness, while purchaser members are encouraged to contribute with articles, as well as use the blog as one of their sources of industry information.

Join the conversation at [www.impablog.com](http://www.impablog.com)



### Listen to the IMPA CAST, IMPA's podcast bringing you essential industry topics

Launched in 2020, the IMPA CAST is IMPA's newest Insight endeavour. Every other month, an IMPA team member sits down with one or more guests and takes a deep dive into a new topic of interest; from human rights in business and sustainability to what new challenges purchasers and suppliers are facing, we are on a mission to make your morning commute something you look forward to. IMPA members are invited to submit topics for discussion and jump onboard as a guest on an episodes, while supplier members can benefit from generous advertising discounts.

Listen to the IMPA CAST. Search for it on any of your favourite podcast apps!



### Read the MT, IMPA's seasonal journal packed with industry news, views and reviews

Increasing in popularity each year, the Marine Trader Journal is IMPA's official publication, circulated worldwide to purchasing staff within world-leading ship owning and management companies, as well as marine suppliers, all IMPA members and other marine publications. Regardless of whether you are new to purchasing or have been involved in the industry and made marine purchasing your career over many years, the MT will have something for every one.

Read the MT. IMPA members can do so at [www.impa.net/what-we-do/insights/marine-trader](http://www.impa.net/what-we-do/insights/marine-trader)

#### Want to get involved?

Reach out to Jasmine and Dom from the IMPA Insights team. [info@impa.net](mailto:info@impa.net) | +44 (0) 1206 798900





# IMPA | SUSTAINABILITY

We fight with our members for a more sustainable blue economy

## Moving the needle on social, environmental and economic development is top of our agenda

For more than a decade, IMPA has been focusing on delivering better guidance and streamlined solutions for sustainable procurement. With hundreds of existing frameworks out there that can help you buy responsibly, we are on a mission to add uniformity to this area in maritime. Our sustainability initiatives help the maritime community improve CSR performance, mitigate risks in the supply chain, and save costs, all while supporting the UN 2030 agenda.

## impasave

People, Planet, Profit, Purpose

We collaborate with the industry's best and brightest to bring knowledge of available sustainable solutions to the marine and offshore industry. [Learn more. Visit www.impasave.org](http://www.impasave.org)

Led by a strong taskforce of senior-level purchasers and suppliers,



IMPA SAVE was created in June 2020 to support the call to action for the SDGs and make green procurement accessible. IMPA SAVE brings together and pushes key industry players to become better stewards of the ocean by pledging to make big-picture sustainable swaps within their companies. Our ultimate goals? Lowering our industry's carbon footprint, protecting and preserving the environment, and reducing resource consumption.



**Pledge to reduce the amount of plastic drinking water bottles delivered to the global fleet by 2025**

**Here is why.** Did you know industry's annual consumption of plastic water bottles at sea could build a five-foot wide bridge to the moon? It is because the health of our industry and that of our ocean are interlinked that we are asking fleet owners and operators to help us decrease this number.

**Wondering how?** By swapping plastic bottles with water filtration systems onboard vessels. IMPA SAVE offers you industry-backed planet-friendly alternatives that come with as little as a one-year ROI, help with resources for your crews and regular knowledge exchange opportunities. You just need to pledge, implement and report.

### Where are we going?

We are aiming for 20% of the global fleet in 2021, and 100% before 2025!

Going forward, IMPA SAVE will be looking at setting new goals, such as replacing cleaning products that contain harmful chemicals with eco-friendly alternatives, demanding supply of MSC- or ASC-approved seafood, and making knowledge of eco-friendly alternatives across the board more accessible to the market.

We will also liaise with third-party organisations in a wider project around managing waste on board ships and within the maritime supply chain.

### Where are we now?

28 major shipping companies representing 6100+ vessels and over 11% of the global fleet have made their pledge with IMPA SAVE, remain firmly committed to reduce by 2025 and report annually on progress to the SAVE team.

IMPA members receive generous discounts when taking part in our GBB and ACT initiative, or can engage free of charge with SAVE.

## impaact

Responsible Supply Chain Management for the Global Maritime Industry

We help companies leverage best practice to meet the minimum global standard for social sustainability and build resilient supply chains. [Learn more. Visit www.impa-act.org](http://www.impa-act.org)

IMPA ACT is an award-winning responsible supply chain management system designed for the global shipping industry that was created in 2013 as a result of a large-scale multi-stakeholder collaboration between several industry players. It was and still is the only initiative in the world to help companies in shipping align their business practice with the UN minimum expectations on human rights, environmental standards and anti-corruption principles.

Today, the IMPA ACT community consists of more than 100 ship purchasers and maritime suppliers who work together towards compliance with the IMPA ACT Supplier Code of Conduct, a set of social, environmental and economic principles that represent current best practice.

The goal of IMPA ACT is to help companies move from a mass of individual company-created codes and systems into an industry-wide initiative, save costs and time, reduce risks in the value chain, improve relationships with their business partners and increase their competitive advantage.

### Where are we now?

More than 100 shipping companies and maritime suppliers are being helped by IMPA ACT to (1) develop policies and processes to comply internally with the standards set by the UN Guiding Principles, OECD Guidelines, and ten principles of UN Global Compact, and (2) extend the same requirement to their business relationships, including suppliers.



### Where are we going?

With EU legislation on mandatory social, environmental and economic due diligence knocking on the door before the end of 2021, IMPA ACT will soon become compulsory for business wanting to save money and be prepared. IMPA ACT is partnering with major classification society RINA and will take ACT to a digital platform enabling members to keep track of progress.



**IMPA Green Business Programme, THE method for evaluating maritime suppliers that put sustainability at the heart of their practice.**

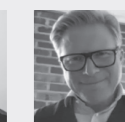
[Keep in touch. Bookmark www.impablog.com](http://www.impablog.com)

COMING SOON..!

Following a partnership with Green Business Bureau (GBB), IMPA is proud to bring the GBB Sustainability Programme, Framework, and Certification to the maritime industry. Launching in Sept 2021, this initiative will enable companies in the maritime supply and manufacturing sector to use an industry-specific online EcoPlanner to understand, prioritise, implement, and certify their green initiatives, while having their efforts recognised in the IMPA Members' Directory. With the launch of the IMPA Green Business Programme, shipowners will easily identify green suppliers by using our Directory, while suppliers will finally have available a structured approach to "greening" their business.

### Have questions?

Reach out to Jasmine and Stephen from the IMPA Sustainability team. [sustainability@impa.net](mailto:sustainability@impa.net) | +44 (0) 1206 798900





# IMPA | MARINE STORES GUIDE

We work to break language barriers and drive a seamless communication at sea

## Known for managing the leading product reference source for the maritime industry

Widely considered to be the world's leading reference source for maritime purchasing and supply, the Marine Stores Guide – or MSG – is available in print and digital formats, and helps purchasers and suppliers match and supply goods easily by using a unique six-digit code to identify products exactly to an individual description. The codes have remained consistent and unchanged in almost 40 years.



### The Marine Stores Guide BOOK

Used by the world's leading buyers as THE industry standard reference guide

The MSG first appeared in 1978 as a printed book and today is widely considered to be the world's leading reference source for maritime purchasing and supply. The latest catalogue – 7th edition – contains over 50,000 codes. Together with illustrations, specifications, product information and comparison tables for major manufacturers, the MSG Book provides an invaluable reference for those involved in the commercial shipping industry. The book is available from a range of regional distributors, including the IMPA headquarters in the UK.

Find out more at [www.marinestoresguide.com/book](http://www.marinestoresguide.com/book)



IMPA company members benefit from a 20% discount when purchasing the MSG Book.



### The Marine Stores Guide DATA LICENCE

A universal coding system to facilitate communication between crew, owner and supplier, making the specification and supply of goods quick and effective

The MSG Data Licence is a digital version of the MSG catalogue. It has been developed by IMPA in partnership with Fuji Trading and continues to grow in tandem with the increasing use of electronic trading platforms. The use of the IMPA MSG Data Licence in electronic commerce has an advantage over the printed guide, as the printed version is only updated once every five years. In the intervening period, certain items may become obsolete, while others may need to be added to the guide. IMPA provides updates to the MSG Data Licence online catalogue every six months. Purchasers can buy the MSG Buyer's Data Licence to import the code data into their purchasing or sales order systems. Suppliers can buy the MSG Supplier's Data Licence to import the code data into their systems or the MSG Publisher's Data Licence to match their own product codes to the IMPA MSG codes and promote these online or in their own catalogues.

Find out more at [www.marinestoresguide.com/data-licence](http://www.marinestoresguide.com/data-licence)



IMPA company members receive a 10% discount from the MSG Data Licence.



### The Marine Stores Guide ONLINE SERVICE (OS)

This is the fastest online version of the MSG book. Over 50,000+ products to search digitally, detailed images for clarification are displayed, all allowing users to specify products quickly and effectively

Starting in 2020, the Marine Stores Guide Data has become more significant in value to ship-owners, ship-operators, and ship suppliers, with the advent of the MSG Online Service. This brand-new online service is currently available as a free benefit to all MSG Data Licence Holders and allows them to use the MSG like never before.

Current and new Data Licence holders can log in to our secure lightning-speed platform, browse the entire MSG catalogue, search by MSG Code, keyword or category and add items to a session basket and export into a handy CSV file.

Find out more at [www.marinestoresguide.com/data-licence/online-service](http://www.marinestoresguide.com/data-licence/online-service)

## MSG Marine Stores Guide

The new IHM Relevancy Check and Guidance  
Keep in touch. Bookmark [www.impablog.com](http://www.impablog.com)

COMING  
SOON..!

As the new regulations for the Inventory of Hazardous Materials (IHM) introduced at the end of 2020 continue to be tricky to navigate, we are very excited to have partnered with GSR services and NautilusLog to offer a brand-new service that allows all MSG users to identify and seek guidance on all items listed within the MSG data.

Purchasing a licence for this IHM support will aid all users exponentially in identifying all items within the MSG that should be considered for IHM guidance as you browse the MSGO. If you require guidance directly from the experts at GSR Services, you can send your MSGO session cart directly to them and receive a report outlining which items should and should not be considered via email shortly after.

With this game-changing new service, in three simple steps you will be able to gain brand-new knowledge and clarity on this 'industry shaking' subject and ensure that you are taking the right steps in being compliant.

More information, instructions and relevant fees associated with this new and exciting service are coming soon!



IMPA company members can expect to receive - as always - a 10% discount from the initial set-up fee.

### Want to find out more?

Reach out to Hannah from the IMPA Marine Stores Guide team. [support@marinestoresguide.com](mailto:support@marinestoresguide.com) | +44 (0) 1206 798900





# IMPA | EDUCATION

We support your professional career with education and training

## The value of continuing professional development remains undisputed at IMPA

We continually strive to create and secure innovative and highly-requested education and training programmes that give marine purchasers and suppliers the recognition they deserve and allow them to become better at their job through flexible study. From a three-tier online course that caters for all levels in maritime purchasing and is delivered via the widely-used Moodle platform, to short courses in collaboration with our partners, we see education as the backbone of our everyday activity.



### Build your procurement career with our array of marine purchasing and supply online education programmes of its kind. Visit [www.impa-education.com](http://www.impa-education.com)

No matter your walk of professional life, the IMPA Marine Procurement Education Academy has got your back. Offering three study levels catering for all lengths of professional experience, our courses are designed from an academic perspective, integrated with practical scenarios, and designed to see you leave the course with solid procurement and supply chain management knowledge. **As a student, you will benefit from:**

- A research-led education paving the way to becoming tomorrow's procurement leader;
- Teaching conducted by maritime procurement and supply chain management experts;
- A highly-dynamic, interactive and flexible learning environment that is 100% online;
- The opportunity to sharpen your skills and knowledge and advance your career.



### Entry-Level Online Course - Assistant Buyer

The Assistant Buyer course is suitable for the assistant maritime buyer who fulfils an operational, procurement role in a department involved with procurement or ordering processes in the shipping industry. Delivered across two blocks of eight weeks, the course will introduce you to the different phases of the purchasing process and the levels of purchasing activities.



### Intermediate-Level Online Course - Buyer

Our intermediate-level programme for maritime procurement, the Buyer course is suitable for the purchaser who operates on an operational or tactical level in a maritime procurement department. Delivered across four blocks of eight weeks, the course will help you master the skills to excel in your position.



### Advanced-Level Online Course - Buyer

The Senior Buyer course is suitable for the seasoned maritime buyer who desires to be an expert in the field. Delivered across four blocks of eight weeks, the course will help you manage complex procurement situations and interact with multi-disciplined teams around you. It will also offer you the tools to develop strategic supplier relations



## Understand upcoming requirements, new regulations and existing procurement frameworks with consolidated and specialised workshops and short courses

Throughout the year, we organise with our partners and collaborators member-only workshops and presentations delving into emerging new requirements that can impact the maritime procurement business. Whether related to sustainability and responsible supply chain management, maritime engineering, or new requirements such as the IHM Regulation, we listen to our members and aim to deliver, all with one goal: to help you navigate new territories.

### Our workshop portfolio changes all the time, but here are some of the courses we have or are running in 2020/2021:

To find out more, go to [www.impa-education.com](http://www.impa-education.com)



#### Suppliers' Workshop for IHM Maintenance

**100% Online**

In collaboration with GSR Services GmbH, we are helping our supplier members navigate the IHM minefield, this course teaches suppliers in maritime to work out the integration of documentation into existing structures.



#### Responsible Business Conduct: The Global Standard

**13-14 Dec 2021, London, UK**

In collaboration with Global CSR, we assist companies in setting up a responsible supply chain management system that is aligned to internationally endorsed UN principles.



#### Hydraulic Engineering for Maritime Engineers

**Available on request**

In partnership with EDME - If you are a marine superintendent or engineer looking to learn the practical maritime applications of hydraulic engineering, this two-day in-company course is for you.



#### Marine Auditing for Purchasing Professionals

**Available on request**

Delivered in-company or in London in collaboration with Lloyd's Register, this course is of value to those involved in auditing or purchasing and teaches the benefits of purchase management and supplier control.



For our online degree programmes, prices start from GBP 1,375 for IMPA members and we also run a successful scholarship scheme covering full tuition fees. Most short courses and workshops are available exclusively to members of IMPA and we work hard to keep the fees low and accessible.

#### Keen to learn more or even apply for one of our programmes?

Get in touch with Jasmine from the IMPA Education team: [training@impa.net](mailto:training@impa.net) | +44 (0) 1206 798900





# IMPA NETWORKING

We bring the industry together to learn, network and debate the latest in maritime

## Leading events that enable maritime purchasers with global ambitions to meet suppliers and debate emerging issues

Whether you are looking to meet old acquaintances or make new ones, raise the profile of your company, exchange knowledge or simply find out more about innovative products in the industry, we have got you covered. IMPA is proud to run world-leading maritime events in London, Singapore, Greece and soon Hamburg, as well as conferences in other regions and online webinars, in order to offers our members a stage to meet old colleagues and make new connections.



### Join the world's leading two-day maritime procurement event, exhibition and conference. Visit [www.impa-events.com](http://www.impa-events.com)

Held over two days every year in London, IMPA London attracts thousands of visitors from the world's leading shipping companies. An event where people meet, where new connections are made and where deals are done; maritime professionals come together to network, learn, and debate the latest issues central to the industry.



### Attend, support or make your latest products known at the annual IMPA London Exhibition

At the very heart of proceedings, the IMPA London Exhibition showcases 125+ companies from more than 70 countries each year. This has become a renowned platform for conducting business and connecting with peers. More than 25 sectors are represented, ranging from catering and engine parts to ropes and technical equipment services.



### Learn and debate during the dedicated IMPA London Conference and Innovation Zone

Providing attendees with a forum for industry-leading learning, debate, thought and discussion, each year, expert academics, maritime purchase and supply specialists share knowledge and inspire the maritime community to learn and apply their knowledge, improve performance and drive the industry forward during the IMPA London Conference.



### And - beginning December 2021 - a brand-new Sustainability in Shipping Event, bringing you:

- An exclusive IMPA SAVE Conference looking at various options for sustainable procurement;
- The Green Room, a new and exciting fully dedicated exhibition area for companies wanting to showcase their green products and services to the buying audience;
- The iconic IMPA Sustainability Run, continuing its tradition for the third year in a row, will be bringing together visitors and delegates for an awareness-raising morning run in the local park;
- A two-day intensive workshop with leading sustainability consultants Global CSR on how to set up a responsible supply chain management system and increase visibility in your supply chain, + more.

Save the date: 14-15 December 2021



Member of IMPA? You will get discounted rates when supporting our events, be invited to present your latest innovative products and services and get free entry to many of our knowledge-sharing sessions.



### Attend a two-day intensive maritime educational event and exhibition

IMPA Singapore is an intensive maritime educational two-day event held each year in the Asia-Pacific region. Specifically designed maritime training courses for Junior and Senior Purchasers run on each day, and with a separate exhibition space, Procurement Intelligence Forum, discussions and meetings, there are ample networking and learning opportunities for marine supply chain professionals based or operating in this region.

Coming back in 2022



### Join our annual forum for purchasers and technical department personnel

The IMPA Procurement Forum in Athens has established itself in the last few years as a highly valued event dedicated to current trends and issues facing today's marine procurement professionals. With over 160 attendees in 2019, the programme is well regarded by the maritime procurement community for its topical character.

Coming back in 2022



### Network from anywhere in the world!

We have such a diverse and global community with members in almost 100 countries, that in-person events are almost never guaranteed to bring everyone together. It is why we increasingly raised the profile and comprehensiveness of our virtual events' portfolio, now being able to run online knowledge sessions, live presentations, and even run e-exhibitions! Our online events' programme is continually being updated, so best to reach out to us to stay in touch.

Visit [www.impavirtualevents.com](http://www.impavirtualevents.com)



Our inaugural procurement event for the Germany-based maritime community  
[www.impa-events.com](http://www.impa-events.com)



The IMPA Hamburg Forum will be a one-day four-session programme with a focus on marine procurement issues, current trends, and strategy. It will be an opportunity for active purchasers to leave the office and focus on a day of informative presentations, case studies and discussions.

### Want to support or attend our events?

Reach out to Nicole and Karen from the IMPA Networking team: [exhibition@impa.net](mailto:exhibition@impa.net) | +44 (0) 1206 798900



# WHY YOU SHOULD JOIN

## Membership of IMPA

IMPA membership is open to those working in ship-owning, -operating and -managing companies, as well as manufacturers, suppliers, and service providers to the global maritime industry. At the moment, almost 1000 companies form part of our community and work with together with us for continuous improvement and development in the industry.

There are currently two IMPA supplier membership options from which to choose. If you are a ship-owner, ship-operator or ship-manager, please visit our website and download our separate brochure for prospective purchaser members.



### Individual Supplier Membership

For one company or individual working in manufacturing or supply of goods and services to maritime.

**£276 per annum + £120 initial joining fee**



### Corporate Supplier Membership

For up to three individuals or subsidiaries of the same manufacturer or supplier of goods to maritime.

**£552 per annum + £120 initial joining fee**

## Our promise to you

For more than four decades, we have remained driven to raise the status of maritime procurement by keeping our fingers on the pulse of the industry and being unafraid to challenge the status quo. We strive every day to be THE community of choice for maritime purchasers and suppliers who want to network, debate topical issues, and collaborate on projects and initiatives designed to move the industry forward. As the years go by, you can rest assured that our vision to provide real value to our members will remain the same.

### Join the IMPA community today

Ready to join us? Visit [www.impa.net](http://www.impa.net) to find out more and fill in our quick and easy application form. Upon receipt of your application, our team will be in touch as soon as possible.

# MAIN BENEFITS

	IMPA Supplier Members	IMPA Corporate Supplier Members
Recognition as a full IMPA member, digital certificate and unique membership logo	1 person or subsidiary	3 persons or subsidiaries
Private account in the IMPA Members' Area, your own virtual hub for all-things IMPA	1 account	3 accounts
Unlimited access to the IMPA Insight Centre with the latest guides, studies, and research	✓	✓
Participation in IMPA's industry-clusters and knowledge-sharing events	✓	✓
Early access to digital copies of the seasonal Marine Trader, IMPA's official journal for maritime supply chain management, and paper copies sent to your address	1 copy	3 copies
Networking opportunities with fellow suppliers and purchasers	✓	✓
Favourable rates across the IMPA portfolio of products and initiatives	✓	✓
Extensive listing and unlimited access in the IMPA Members' Directory	1 listing	3 listings
Right to a single vote at IMPA's Annual General Meeting	✓	✓
Regular updates and newsletters from the wider IMPA community	✓	✓
<b>EXTRA DISCOUNTS</b>		
A minimum of £300 discount from the annual IMPA ACT membership	✓	✓
Discounted rates from the IMPA Green Business Evaluation Programme	✓	✓
Discounted rates from IMPA's marine purchasing and supply online education programmes	✓	✓
Free or discounted access to exclusive member-only workshops and short courses	1 seat	3 seats
Free access to 2 sessions or seminars during the annual IMPA London Conference	1 seat	3 seats
20% discount when purchasing the MSG Book	✓	✓
10% discount from the admin fee for the IMPA MSG Supplier's or Publisher's Data Licence	✓	✓
15% discount from advertising prices on IMPA's Marine Trader Journal	✓	✓
Ability to premium list your company in the IMPA Members' Directory for an additional fee	✓	✓
Partner discount of 10% when purchasing books from the Nautical Institute	✓	✓
Partner discount of 10% when attending the annual UK Ports Conference	✓	✓

# FREQUENTLY ASKED QUESTIONS

**? Why should I join a trade association?**  
Joining a big community like IMPA's will come with wonderful opportunities that will benefit your career. While networking and building relationships are often the two most touted benefits, there is much more to being a member of a trade association such as IMPA. From benefitting from continued education and development in an area that is often forgotten in the traditional classroom to being involved in the development and implementation of best practices in the sector, member companies can take advantage of excellent opportunities that are unique to our community.

**? If IMPA acts as a non-profit organisation, why do you charge for membership?**  
We totally understand where this question is coming from. We act as a non-profit organisation simply because all our members' financial support goes back into the running of the Association, its projects, and its initiatives. Without our wonderful members' support over the past four decades, we would not have been able to come this far and create so many initiatives and education programmes. We do, however, try to keep the membership fee as low as possible in order to ensure that every procurement professional out there can afford to join us. Our fees have not changed in a decade, despite our project portfolio quadrupling.

**? What is the process of becoming a member?**  
Supplier members will need to fill in our online application form, as well as include details of two of their ongoing customers who could offer our team a satisfactory reference about their business relationship with the applicant. Our team will get in touch with the referees via email and upon receiving positive references, will proceed and invoice you for the first year of membership. Upon payment receipt, our Membership Officer will write to welcome you as a member of IMPA.

**? I am a supplier; how can IMPA improve my day-to-day job?**  
By becoming part of our Association as a supplier, you gain not only the support of a global network, but also unlock opportunities for collaboration and knowledge exchange, as well as access to member-only events and seminars. We can help support your work on CSR with lower rates for our initiatives, assist you with finding sustainable suppliers, offer you the latest insight in the sector, facilitate networking and debating through our regular events, help you with continuing professional development, and more. For us at IMPA, it is important to offer services and products that the community and our members actually require, and as a member, you will be encouraged to get involved.





**? Is there any reason I should go for the corporate membership?**  
Our corporate membership option is an affordable way for companies who want to see up to five purchasing personnel join IMPA; it is not an inherently better option, but one that would ensure up to five individuals at the same company become IMPA members and get our benefits.

**? Can I contact my regional ambassador directly through the website to enquire about membership?**  
You certainly can and are in fact encouraged to do so! All our ambassadors are eager to discuss IMPA with potential members and are looking forward to chat to you about any concerns you may have before joining.

**? If I become a member of IMPA, will I get instant access to all the IMPA products, like the MSG?**  
This is a common misconception, and we are afraid to say no. Many of our projects and initiatives are standalone products that require a lot more human and time resources to manage, therefore we charge for these separately. However, as an IMPA member, you often get generous discounts when buying these.

# STAY CONNECTED

## BROWSE OUR PORTFOLIO



-  **IMPA | Insights** – [www.impa.net](http://www.impa.net)
-  **IMPA | Sustainability** – [www.impa-act.org](http://www.impa-act.org) | [www.impasave.org](http://www.impasave.org)
-  **IMPA | Events** – [www.impaevents.com](http://www.impaevents.com) | [www.impavirtualevents.com](http://www.impavirtualevents.com)
-  **IMPA | Education** – [www.impa-education.com](http://www.impa-education.com)
-  **IMPA | Marine Stores Guide** – [www.marinestoresguide.com](http://www.marinestoresguide.com)

## JOIN THE CONVERSATION

-  Search for IMPA
-  @impassoc
-  /TheIMPA
-  [www.impablog.com](http://www.impablog.com)
-  IMPA CAST

## REACH OUT TO US

Questions about your membership or want to chat about one of our products or initiatives? Let us know.

-  [membership@impa.net](mailto:membership@impa.net)
-  t+44 (0) 1206 798900

## WANT TO MEET US IN PERSON?

For details of our upcoming events, visit:

-  [www.impa.net](http://www.impa.net)

### Have a question that is not listed here? Not to worry!

Get in touch with Stevie from the IMPA Membership team; she will be happy to help.  
[membership@impa.net](mailto:membership@impa.net) | +44 (0) 1206 798900 | Visit [www.impa.net/support](http://www.impa.net/support)

