



THE IMPA MEMBERSHIP WELCOME PACK

im
pa
International
Marine
Purchasing
Association

AHOY,
Gummadi

Welcome aboard the IMPA community!

You have just joined a strong group of the world's leading maritime purchasers and suppliers, and we are excited to help you make the most of your journey!

"IMPA was formed to provide a much-needed platform for elevating the status and effectiveness of marine purchasing, and its success so far is solely down to the enthusiasts and the visionaries; the people who, through their voluntary and inspiring work, have successfully created a collective voice for our sector."



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

Tanu Trading & Co.
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TANU TRADING & CO
Ship Chandlers & General Marine Contractor

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WELCOME TO IMPA

Dear Gummadi

A warm welcome to the vibrant and diverse community of the International Marine Purchasing Association (IMPA)!

I am delighted to have you join our growing network of close to 1000 ship-owners, ship-managers, and leading maritime suppliers.

As the IMPA VP of Membership, Marketing and Ambassadors, I promise to work with our great team to continually enhance the value of membership for our community, and I look very much forward to collaborating with you towards continuous improvement and development in our industry.

I hope that by now, you have received a separate confirmation email containing all your membership details from our team. All these are also included in your welcome pack for your convenience, so you can always refer back to this booklet should you need to.

I have been a member of IMPA for almost a decade now and can truly attest as to the importance of being part of this wonderful network. The Association has helped not only my professional career through focused learning and training, but also my company through offering many networking and exhibiting opportunities. As you will soon come to know, I am sure, there is nothing quite like participating, for example, in our annual IMPA London event where thousands of purchasers and suppliers join together to learn, network and debate – the IMPA way!

I hope you will enjoy your membership experience just as much as I am, and I urge you to get involved as much as possible in our projects and initiatives, in order to help us create the value our community wants and needs. Do not forget to whitelist our email addresses, as we send out plenty of briefings throughout the year to ensure you are up to speed with our work and give you the chance to have a say.

Please do not be a stranger and feel free to write to me or my colleagues and say hello; we are always looking forward to hearing from new and existing members who have great ideas and feedback. Should you have any specific questions regarding your membership, do get in touch with our team at membership@impa.net; we are always happy to help.

Once again, welcome to what I – perhaps subjectively – consider the best organisation for maritime purchasers and suppliers in the world. I hope you will enjoy your IMPA journey!



Marco Spandri
VP of Membership,
Marketing and
Ambassadors IMPA

WHAT WE EXPECT FROM EACH OTHER

Our ultimate vision is to be a leading industry organisation providing real value to members.

Our roadmap to achieving this vision will see us promoting and facilitating co-operation between purchasers and suppliers in the global maritime business, creating and supporting standards within the industry, and promoting the art and science of marine purchasing in all applied forms in order to increase the status of our members. Regardless of how our journey to the mountain peak will be, our values will be guiding us and our community of members every step of the way.



As an IMPA member, you can trust that we will always be:

- Driven to raise the status of maritime procurement;
- Committed to keep our finger on the pulse of the industry to help you thrive;
- Harnessing the power of collaboration;
- Unafraid to challenge the status quo;
- Keeping the world of maritime supply chain connected.



As a member, we trust that you will abide by IMPA's Code of Practice and Bylaws, and you will always:

- Act with integrity and do nothing that could discredit or be construed to discredit the marine purchasing profession.
- Not give, or cause to be given, false or misleading information.
- Strive to conduct your business in a manner that reflects IMPA's ideals of professionalism and co-operation.
- Seek to undertake good practice in prompt payment; agreeing terms of invoice in advance and ensuring prompt payment in agreement with these terms.

LET'S GET TO KNOW EACH OTHER

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.

Nowadays, IMPA is run by a council of individuals from the purchasing and supply side who is responsible for formulating the Association's strategy. The daily operation of the Association is run by a contracted administration office in the UK. Members of the council are not paid for their role within the council and the Association is run as a non-profit organisation seeking to benefit members and their organisations through the creation of industry initiatives, products and services.

A VERY BRIEF HISTORY OF IMPA

1978

A group of **three purchasing executives create IMPA** to give a collective voice to the profession.

1978

The very first IMPA Council is elected.

1979

The first IMPA members' newsletter is circulated, later becoming the Marine Trader Journal and part of **IMPA Insights**.

2001

The first IMPA website is launched to expand the organisation's reach.

2003

The first IMPA Seminar takes place, laying the foundation of the **IMPA Education** pillar.

2004

IMPA's annual **IMPA Networking** event and exhibition in London expands drastically.

2010

IMPA introduces its first ambassador programme.

2010

The **Marine Stores Guide** Data Licence is introduced after years of development.

impa|act
Responsible Supply Chain Management for the Global Maritime Industry

The **IMPA Sustainability** pillar kickstarts its ambitious journey with the launch of IMPA ACT.

2014

The first ever **IMPA Education** student cohort graduates successfully.

2017

The **IMPA Networking** portfolio expands with the very first IMPA Greece procurement event.

2018

The first ever **IMPA Education** student cohort graduates successfully.

2018

IMPA joins the UN Global Compact to further cement its commitment to sustainability.

2021

The **IMPA Insights** team launches the IMPA BLOG and the IMPA CAST podcast.

2020

The **IMPA Sustainability** team launches the IMPA Green Business Programme, helping evaluate suppliers' sustainability credentials.

2020

The **IMPA Save** team launches IMPA SAVE and signs up 10% of the global fleet.

MAKING THE MOST OF YOUR MEMBERSHIP JOURNEY

You found out about us and decided to join our community. You went through the application process, have been successfully verified and accepted as a member of the IMPA family.

Now what? In this section, we show you the six steps to making the most of your membership with IMPA.

1 TAKING YOUR FIRST STEPS

The IMPA membership team should have now been in touch to welcome and offer you a quick orientation. We want to make sure you will make the most of your membership, so before we can get you set up, you will need to undertake a few key tasks.

To Do List:

- I have checked the accuracy of my IMPA member's certificate and logo, as well as received my welcome pack.
- I have safe-listed membership@impa.net to make sure that I do not miss out on communication from the IMPA team.
- I have created an account in the IMPA members' area and am now awaiting verification; I know this can take up to 48 hours.
- If applicable, I have requested verification as an IMPA member in my ShipServ account; this can again take up to 48 hours.

Share with your network that you have joined one of the largest communities in the world of maritime procurement. Our team will be happy to share your post and introduce you to our welcoming network.



2 LET'S GET YOU SET UP FOR GOOD

Following your first steps, the IMPA membership team will verify your credentials and offer you access to the members' area, as well as get your details included in the Members' Directory. You will then be officially set up.

To Do List:

- Upon being verified, I can successfully access my online members' area account.
- I have browsed the IMPA Members' Directory and am happy with my company's listing.
- I can successfully access the IMPA Insight Centre, as well as past digital copies of the Marine Trader Journal; I can read, download, and share papers without any issues.
- If applicable, I can see that I am now a verified member of IMPA on ShipServ.

The IMPA members' area is your online portal to all-things IMPA. Get familiar with it, as that is where we post regular updates, link new initiatives and webinars, and where you can see all the offers you get for our other programmes as a member.

3 GET TO KNOW THE LAY OF THE (IMPA) LAND

You are set up now as a member, but IMPA does so much more across the board. Under our "five pillars", we create and run initiatives that help your company with its sustainability work, product referencing, insights into the profession, education, and networking, and IMPA members get discounts when getting involved in these projects; it is worth reading about them.

To Do List:

- I have browsed the IMPA website and read about IMPA's projects.
- I read this welcome pack to find out more about the various projects that IMPA and its working groups are working on.
- I have seen who my regional ambassador is and know that I can get in touch with them for recommendations or advice.
- I have consulted the members' area to see what discounts I have when getting involved in one of the other IMPA projects.

Reading about an initiative that may interest you, but you are not sure? Get in touch with the designated team; our project managers are always happy to have a chat with IMPA members who are interested in becoming part of our other communities.



4 JOIN THE IMPA CONVERSATION

Over the years, we have successfully built several platforms which cater for everyone's preferences of keeping in touch with our community. So whether you like to listen, read or get notifications when something new happens, we have got you covered.

To Do List:

- Are you a social butterfly? Then keep in touch with us by following our pages on LinkedIn, Facebook, or Twitter, and engage in the conversation by liking, sharing and commenting on our updates.
- Commuting to work? Listen to the IMPA CAST, the Association's podcast bringing you monthly episodes on all-things IMPA.
- Prefer a nice longform read? Not to worry, we have got your back with the IMPA BLOG; bookmark it and check back regularly to see what our editor team has published.
- Like to be notified when something new comes up? Make sure you update your email preferences; we send weekly emails across the board on all projects, so members do not miss out on anything!

Reading about an initiative that may interest you, but you are not sure? Get in touch with the designated team; our project managers are always happy to have a chat with IMPA members who are interested in becoming part of our other communities.

“ I have recently transitioned into our company's technical procurement department, and being a member of IMPA helps me to improve my knowledge and remain updated with the times.”

Effie Kyriacou

Fleet Cell Liaison Manager, V.Group





YOU LEARNED... NOW IT IS TIME TO GET INVOLVED!

You may have joined IMPA to increase your company's exposure, be part of a community working towards continuous improvement in the maritime industry, or simply to get a discount when purchasing the MSG. No matter your reason for joining, you should know that the IMPA community is all about driving business improvements for its members, and getting involved in our projects, sharing knowledge with our other members, or using our platforms to get your brand's name out there are great ways of supporting each other. Only by getting involved and sharing insights will you be able to make the most of your IMPA membership experience.

To Do List:

- Have ideas for improvements for one of our initiatives? Get in touch with the designated team; we are always on the lookout for further developing our projects. Want to brainstorm an idea for a new programme?
- Our team leaders cannot wait to hear from you! Have a success story or a business improvement to share with the IMPA network? Why not consider a guest feature on our IMPA BLOG or MT Journal?
- Let us know; we are happy to help. Want to increase your business' exposure? Advertising may be for you. We offer advertising space in a range of different ways, from segments on our monthly podcasts to tailored ads in our seasonal Journal or the IMPA BLOG. Just get in touch.

Interested in attending, supporting, or exhibiting at one of our yearly events? Visit the relevant event website or get in touch with our designated networking team. Your IMPA membership team can always refer you should you need suggestions or advice.



5 PENCIL IN THE KEY DATES

There is a handy calendar on the main IMPA homepage letting you know of all our future events, webinars, social hours, and podcasts, and we also include this calendar in our membership newsletters. Whether you are interested in new training opportunities, workshops, or networking opportunities with industry colleagues, make sure to add these dates to your diary!

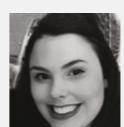
To Do List:

- Check the IMPA homepage regularly and safelist our email domain; this way, you will receive notice of any events and networking opportunities we are running throughout the year. If applicable, I have requested verification as an IM-A member in my ShipServ account; this can again take up to 48 hours.



Issues with any of the above-mentioned steps?

Get in touch with Stevie, our IMPA Membership and Ambassador Liaison Officer. Get in touch with her by calling **+44 (0) 1206 798900** or email membership@impa.net



YOU LEARNED... NOW IT IS TIME TO GET INVOLVED!

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.

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/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/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, owners, and suppliers. www.impa.net/what-we-do/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/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/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.impainfo.org/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 titbits 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.impainfo.org/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



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 everyone.

Read the MT. IMPA members can do so at www.impainfo.org/what-we-do/insights/marine-trader



Want to get involved?

Reach out to Jasmine and Dom from the IMPA Insights team. info@impainfo.org | +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

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-feet 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.



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

impact

Responsible Supply Chain Management
for the Global Maritime Industry

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.

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

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

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 coPlanner 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 | +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, specification, 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 \[www.marinestoresguide.com/book\]\(http://www.marinestoresguide.com/book\)](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 \[www.marinestoresguide.com/data-licence\]\(http://www.marinestoresguide.com/data-licence\)](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 \[www.marinestoresguide.com/data-licence/online-service\]\(http://www.marinestoresguide.com/data-licence/online-service\)](http://www.marinestoresguide.com/data-licence/online-service)



The new IHM Relevancy Check and Guidance
Keep in touch. Bookmark 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 MSG. If you require guidance directly from the experts at GSR Services, you can send your MSG 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 | +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

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



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, as well as increasing visibility in their supply chains.

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.

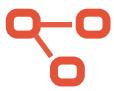


For our online degree programmes, prices start from GBP 1,375 for IMPA members and we also run a successful scholarship scheme covering full tuition fees. Most short courses and workshops are available exclusively to members of IMPA and we work hard to keep the fees low and accessible.

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 | +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 our 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 offer 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

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.

Save the date: 07 October 2021



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



Our inaugural procurement event for the Germany-based maritime community

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 | +44 (0) 1206 798900

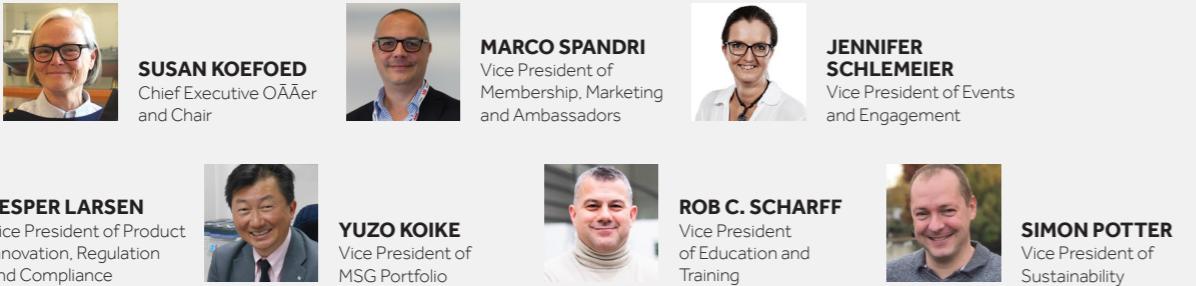


MEET THE PEOPLE BEHIND IMPA

The IMPA Council devise the Association's strategy course



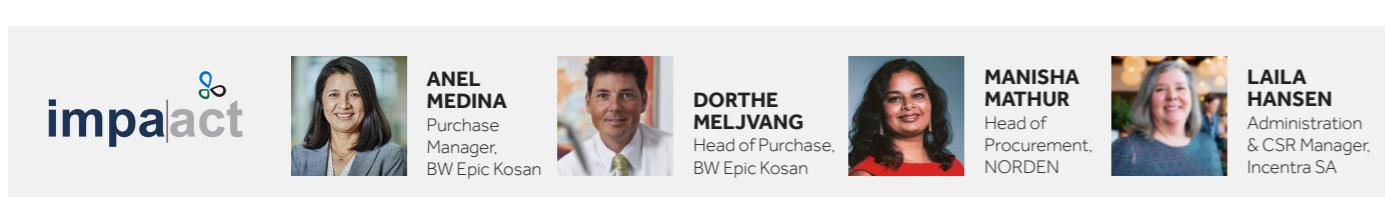
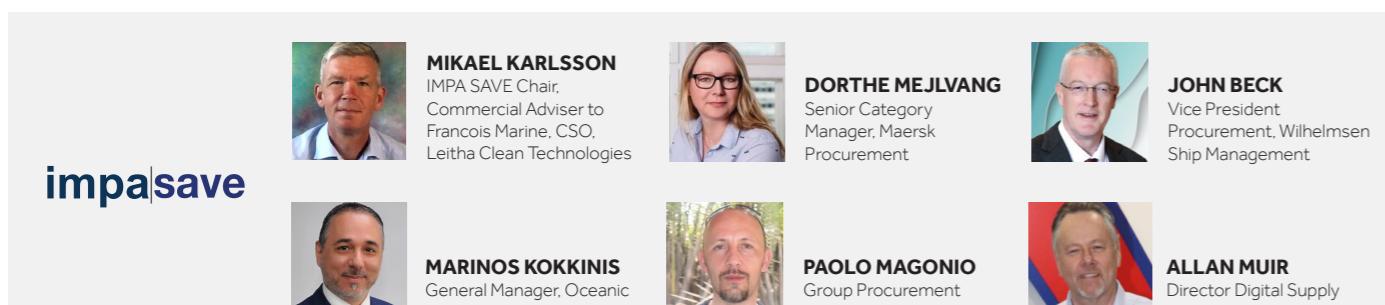
The Association's Council is a strong group of global shipowners and maritime suppliers who are enthusiastic about making the maritime supply chain and procurement sector better and more efficient for everyone. Members of the Council conduct their roles pro bono, drive the Association's strategy, and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



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



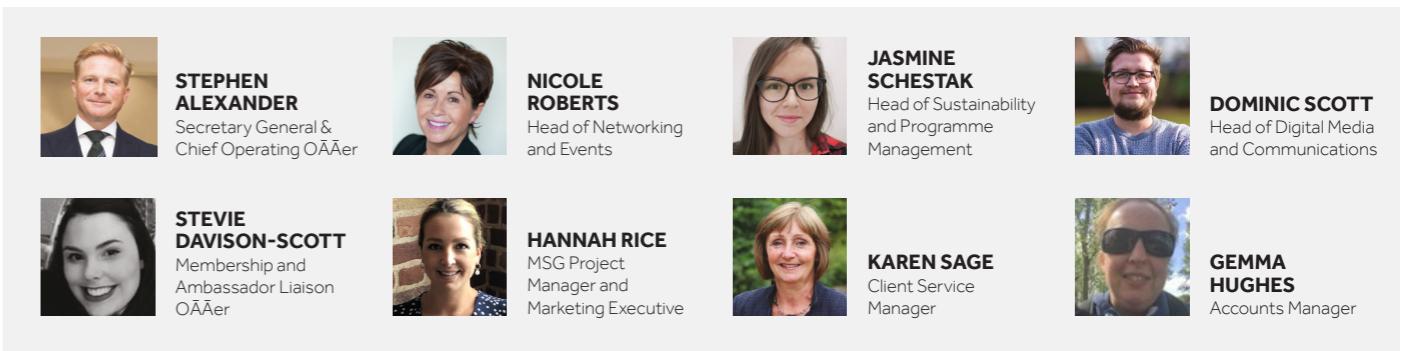
The IMPA Working Groups are clusters of industry-leading specialists, senior-level purchasers and major suppliers who volunteer to help our Council and administration teams create projects and programmes, develop these according to what the industry wants, and promote them laterally to colleagues in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



The IMPA Secretariat is the administration team behind the scenes



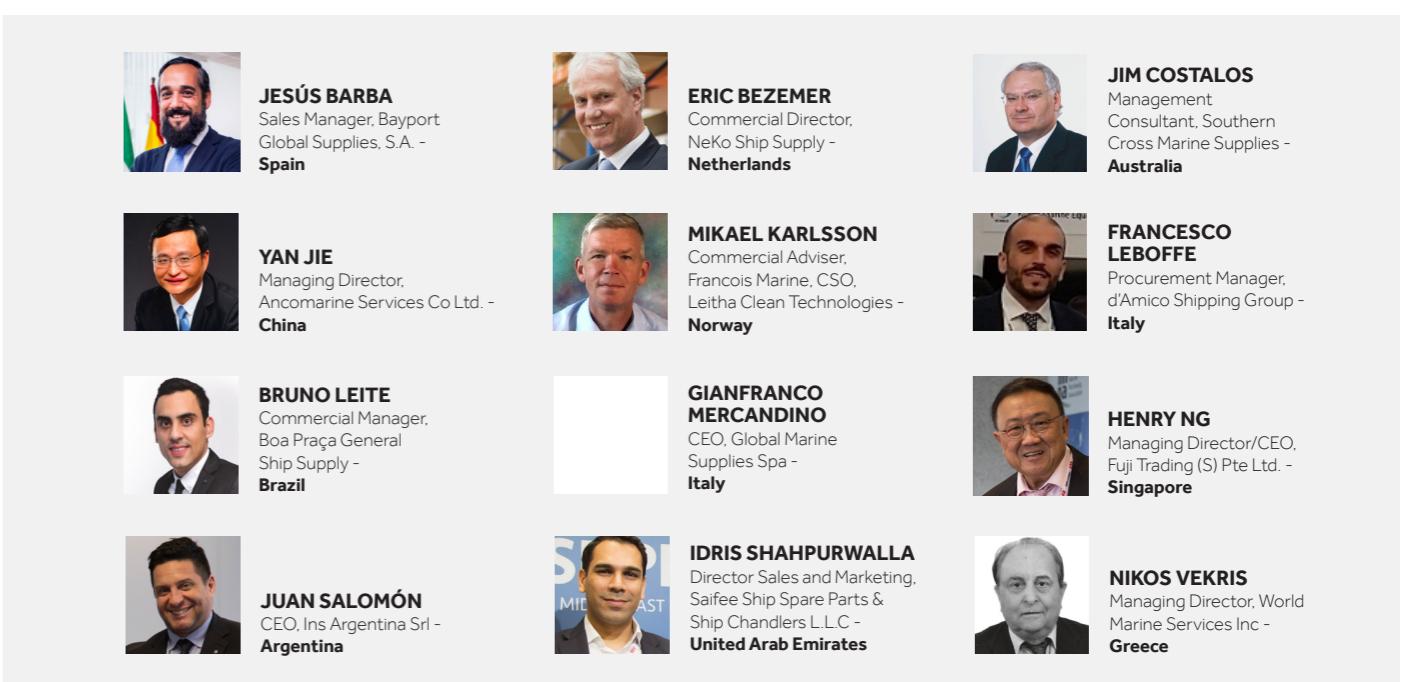
The small and eager administration team is based in Colchester, UK, and is responsible for the day-to-day operation of IMPA's diverse portfolio of initiatives and projects. Managed by Stephen, Jasmine, Dom and Nicole, the Secretariat team ensures, among other things, that our membership community is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



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.



STAY CONNECTED...



BROWSE OUR PORTFOLIO

-  **IMPA | Insights** – www.impa.net
-  **IMPA | Sustainability** – www.impa-act.org | www.impasave.org
-  **IMPA | Events** – www.impaevents.com | www.impavirtualevents.com
-  **IMPA | Education** – www.impa-education.com
-  **IMPA | Marine Stores Guide** – www.marinestoresguide.com

JOIN THE CONVERSATION

-  Search for IMPA
-  @impassoc
-  /TheIMPA
-  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
-  +44 (0) 1206 798900

WANT TO MEET US IN PERSON?

For details of our upcoming events, visit:

-  www.impa.net