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“I have been an IMPA Member for many years; through this time it 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. **IMPA really is the membership organisation for maritime supply chain professionals.**”

Susan Koefoed  
Purchasing Manager,  
Weco Tankers and  
IMPA Chair and CEO

"" **IMPA; building solid foundations for purchasing and supply professionals**""
We understand your business issues

The demands on the shipping industry are constantly evolving, amid a climate of technological advances, increased regulation and geo-political and economic pressures.

As such, the role of the marine supply chain professional is becoming ever-more challenging, as ship owners look to increase margins, cut costs and grow their business.

Stay connected

As a member of the International Marine Purchasing Association (IMPA), you will have access to a trusted global network of supply chain companies that can help you to meet your challenges. There are more than 800 IMPA Members across the globe and an ever increasing range of sectors represented. IMPA’s membership network puts you in touch with the right people at the right time. Helping you to deliver value for your organisation.

Whether you’re an experienced supply chain specialist or a novice learning the trade, you can benefit from becoming an IMPA Member – the leading association for supply chain management professionals across the world.

Welcome

Increase the value of your personal network
About IMPA

What is IMPA?

The International Marine Purchasing Association (IMPA) was formed in 1978 by a group of senior purchasing executives to create an industry ‘voice’ representing the interests of the purchasing profession within shipping and promote close co-operation and understanding between buyer and supplier.

Where we are now

Over four decades the Association has grown significantly and now represents over 800 members from across the world; ship owners, operators and managers account for Purchaser members and manufacturers and ship suppliers make up Supplier members.

How we are run

The Association is run by a Council. For every single Supplier Member who is serving or represented on the General Council there are two Purchaser Members serving or represented on the General Council. The Council is responsible for directing the duties of the Secretariat and formulating the strategy for the Association. IMPA Ambassadors are appointed as local representatives to promote regional interest and awareness.

IMPA Code of Practice and Bye-laws

IMPA exists to promote and encourage the highest standards of professional skill and conduct in the maritime supply chain. Our Bye-laws and Terms of Membership can be viewed online at:

impa.net/terms-of-use

As a member we trust that you will:

• 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 the Association’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
IMPA’s five pillars
the foundations on which to build a bright future
Our offering to you

IMPA membership offers a range of benefits which give access or discount on IMPA products and services, but ultimately IMPA membership delivers value.

Within the current procurement environment, IMPA membership provides critical value in two ways. Firstly, IMPA membership offers a range of tangible benefits providing access or discounts to IMPA products and services. In addition, IMPA membership offers essential and valuable insight and knowledge that comes from being part of an industry network of experts and thought-leaders.

These two IMPA value streams exist within the IMPA Five Pillars.

The Marine Stores Guide (MSG) Product Portfolio
IMPA Members receive exclusive discounts and offers for the MSG product portfolio, which provides a universal coding system to facilitate communication between crews, owners, operators and suppliers.

Education and Training
IMPA is committed to giving members access to training programmes developed in association with established industry organisations, and encouraging professional development.

CSR and the IMPA ACT Programme
IMPA engages in industry initiatives, such as the IMPA ACT CSR programme, which represent the best interests of the industry and those engaged within the purchasing and supply sector.

Networking and Events
IMPA Members benefit from discounts on a whole host of networking opportunities, including our premier exhibitions and year-round professional development events.

Knowledge and Insight
IMPA membership provides access to a comprehensive portfolio of papers and guides on a range of business and procurement subjects, plus exclusive access to our industry-leading publication, Marine Trader.
Membership Value

IMPA’s vision is to provide REAL VALUE to members:

1. Get connected with other industry contacts – generate and build relationships in the marine supply chain through the IMPA Member network, IMPA events and IMPA Ambassadors.

IMPA membership provides...

“Connections with maritime companies”
Mark Brooks, Scandia Gear B.V.

2. Source the information you need to get on with the job – technical and industry reports, standard templates and information in Marine Trader and in the member area of impa.net allow you to solve queries quickly.

What do you most value about IMPA membership?

“What do you most value about IMPA membership?

“Keeps you up-to-date with what other marine buyers are facing, and how they address these problems”
Michael Powell, Graig Ship Management

“Being kept up-to-date with issues in the maritime world as a whole and with procurement / supply chain matters in general”
Erik Lindeman, RollDock Shipping BV
3. **Stand proud** and **out from the crowd** - IMPA membership confirms that the reputation of your organisation, whether supplying or buying, is professional and reputable in business, adhering to IMPA bye-laws on business standards. Furthermore, the IMPA ACT programme facilitates appraising suppliers.

**IMPA membership can help to...**

“*Establish ourselves as a premier supplier within a forum which actively involves Buyers and Suppliers*”

Idris Shahpurwalla, Saifee Spare Parts & Ship Chandlers LLC

Is there anything you would find difficult to do without IMPA membership?

“*To find good and reliable suppliers*”

Purchasing Manager, Ship owner/operator

4. **Grow your career** – network with industry colleagues at IMPA events and a tailored training programme for Marine Supply Chain professionals.

5. **Operate clearly and efficiently** - Streamline your purchasing process efficiency, **avoiding unnecessary confusion**, when buying and supplying products using the standard product codes available in the Marine Stores Guide catalogue.

What do you most value about IMPA membership?

“*Networking with other purchasers*”

Purchaser, Ship Manager
Knowledge & Insight

**Marine Trader (MT) Magazine**

Marine Trader is IMPA’s official journal/magazine - [impa.net/marinetrader](http://impa.net/marinetrader). Published eight times a year, it is posted directly to each IMPA Member and is regarded as the leading industry voice for marine purchasing and supply.

MT covers a vast array of highly topical and relevant news articles as well as providing members with all the latest from their Association. The mix of news and industry views, briefing papers, best practice articles and latest developments make MT magazine an essential, must read journal for all those in the marine supply chain management function.

MT also provides manufacturers and suppliers with the ideal opportunity to launch new products and services with news stories and advertising. **IMPA Members receive a discount on advertising.**

**impa.net**

IMPA Members have exclusive access to a wealth of invaluable information in the member login area of impa.net.

Offered by IMPA and in partnership with recognised leading industry specialists, the ‘Library and Resources’ area contains in-depth technical ‘Briefing Papers’, research documents, best practice guides and supplier presentations, all designed to support IMPA study programmes.

We are dedicated to supporting IMPA Members in their every day work. Covering strategic and tactical issues in the maritime supply chain, ‘How to’ guides convert the best thinking from industry experts into practical and accessible manuals for IMPA Members.
Grow your career

**Training and Education**

IMPA holds regular training programmes at its own events and in association with established industry organisations. We have recently introduced the most comprehensive education programme in our history.

IMPA understands the value of continuing professional development, so members have access to a wide range of tools that will not only assist day-to-day work, but help develop careers.

<table>
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<th>Qualification</th>
<th>Who is it for?</th>
<th>Duration and learning style</th>
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<tr>
<td>Certified IMPA Buyer</td>
<td>New entrants to industry, no prior qualifications</td>
<td>12-months interactive online</td>
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<tr>
<td>Certified Senior Buyer</td>
<td>Employed in the supply chain function for a period of time</td>
<td>12-months interactive online</td>
</tr>
<tr>
<td>Certified Procurement Specialist</td>
<td>Employed in the supply chain function for a period of time</td>
<td>12-months interactive online</td>
</tr>
<tr>
<td>Registered Procurement Officer</td>
<td>Experienced supply chain professionals</td>
<td>12-months interactive online</td>
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**Online Marine Procurement certification**

A series of four separate online twelve month courses, each resulting in a certification on completion. From “Certified IMPA Buyer”, suitable for junior procurement officers and new entrants to the industry, through to “Registered Procurement Officer”.

**IMPA Members receive a discount on online training programmes.**

* For the full programme and module structure topics please visit: [impa.net/education](http://impa.net/education)

<table>
<thead>
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<th>Structure</th>
<th>Level / Certification</th>
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<tr>
<td>Introduction to Procurement and Supply Chain Management • Negotiation skills level 1 • Expediting and purchasing administration*</td>
<td>International Registered Buyer (IRB certification)</td>
</tr>
<tr>
<td>Procurement process level 2 • Specification process and Selection Process • Negotiation skills level 2 • Contracting Data analyses trends, statistics • Management reporting Logistics, warehousing and inventory management 2*</td>
<td>International Registered Senior Buyer (IRB, RSB certification)</td>
</tr>
<tr>
<td>Procurement process level 3 • Procurement versus Supply Chain management • Contract management and supplier relationship management (SRM) • Pareto analysis Procurement Portfolio analysis • Auctions, reversed actions • Portfolio strategies • Senior management reporting*</td>
<td>Certified Procurement Specialist (CPS certification)</td>
</tr>
<tr>
<td>Human resources management • Management, leadership, and coaching • Providing and receiving feedback • Gaining commitment • Marketing of procurement • Top management reporting • Financial economics • Procurement planning, procurement strategy and Management research*</td>
<td>Registered Procurement Officer (PM register)</td>
</tr>
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Networking

Connect yourself

**IMPA membership** offers unrivalled opportunities for networking in the international marine supply chain, with members in 86 countries.
You will have access to a truly global network of supply chain companies.
Key Events

**IMPA London**

Held over two days every September in London, IMPA London attracts in excess of 2,000 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 - [impalondon.com](http://impalondon.com)

**Exhibition:** at the very heart of proceedings is the exhibition, more than 120 companies from more than 60 countries participate each year. It 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.

**Conference:** the IMPA London Conference is a forum for industry-leading learning, debate, thought and discussion. Each year, expert academics, maritime purchase and supply professionals share knowledge and inspire maritime professionals to learn and apply their knowledge to their own work, improving performance and driving the industry forward. IMPA Members receive a discount on the conference fee.

**IMPA Singapore**

IMPA Singapore is an intensive maritime educational two-day event held each May in the Asia Pacific Region. Specifically designed maritime training courses for Junior and Senior Purchasers run on each day, and with an exhibition forum, a Procurement Intelligence Forum, discussions and meetings, there are ample networking and learning opportunities for marine supply chain professionals based or operating in this region - [impasingapore.com](http://impasingapore.com)
IMPA; aim to facilitate networking in every aspect. IMPA creates many networking opportunities throughout the year.
Marine Stores Guide

The Marine Stores Guide (MSG) catalogue is the industry standard reference source for maritime purchasing and supply. More than 3,000 codes have been added to the latest edition, meaning the MSG now contains in excess of 43,000 products. New lines have been added to reflect the changing demands of the marine industry, taking in new welfare items, anti-piracy products and nautical equipment regulations.

**Marine Stores Guide Book**

With illustrations, specifications, product information and comparison tables for major manufacturers, the Marine Stores Guide book provides an invaluable reference for those involved in the commercial shipping industry.

**Marine Stores Guide Data Licence**

The Marine Stores Guide (MSG) Data Licence brings all that the MSG catalogue has to offer right to your computer screen. The MSG Data Licence is a digital version of the catalogue that can be uploaded into your purchasing software system or electronic ordering system, making it simple for companies using e-trading platforms to specify and identify stores items quickly using the six-digit IMPA code.

Updated every six months and constantly being developed, the digital directory lists more than 40,000 products from suppliers and manufacturers from around the world. Importing the MSG data into your electronic trading system will make product sourcing readily accessible and easy to specify, saving you time and money.

IMPA Members receive a discount when purchasing the Marine Stores Guide.

For further information go to marinestoresguide.com
“MSG; The world’s leading reference source for maritime purchasing and supply”
Best Practice

On becoming an IMPA Member, individuals and organisations agree to abide by the IMPA membership Terms and Conditions and IMPA Bye-laws, committing to good working practice and professionalism.

IMPA seeks to represent the best interests of the industry through active engagement with its members.

**IMPA ACT**

IMPA ACT is an independent initiative of IMPA that seeks to improve the economic, social and environmental compliance of its marine purchaser and supplier members. IMPA ACT represents international best practice and is aligned with the Ten Principles of the UN Global Compact.

The IMPA ACT programme engages a community of ship purchasers and suppliers working to become sustainability frontrunners. Each participant seeks to improve Corporate Social Responsibility (CSR) and Responsible Supply Chain Management (RSCM) by working towards compliance with internationally endorsed standards in the international shipping and marine industry, through the IMPA ACT six step programme.

IMPA Members receive a 20% discount on IMPA ACT membership fees.

To find out more and how you can get involved go to [impa-act.org](http://impa-act.org)
The IMPA ACT programme; represents a complete management system for Responsible Supply Chain Management.
Ready to join?

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.

Membership is split into two different categories - Purchaser Membership and Supplier Membership. Please see below which category you or your company falls into and visit the website to see the current membership fees and complete the relevant online application form.

www.impa.net/membership

**PURCHASER MEMBERSHIP**
Are you a company or individual working in the ship owning, operating or management sector? If the answer is yes then you need to apply for ‘Purchaser’ membership.

**CORPORATE MEMBERSHIP - PURCHASING**
Designed for ship owner managing companies, an IMPA membership for up to five purchasing personnel at the same company.

**SUPPLIER MEMBERSHIP**
Are you a company or individual working in manufacturing or supply of goods and/or services to the maritime sector? If the answer is yes then you need to apply for ‘Supplier’ membership.
Our members speak for themselves

Why are you an IMPA Member?
“As an IMPA Member I can gain access to the full range of resources and guidance, case studies which will help me in developing my in-house supply chain and CSR strategies.”

How long have you been an IMPA Member?
“2 years.”

What are the most important things IMPA membership does for you?
“It keeps me updated about the latest innovations and new suppliers introduced in the marine market. The IMPA meet is very good platform to network within the marine industry.”

What is the most important problem IMPA membership can help solve for you?
“Have not encountered any such issues so far. But I can always rely for help and guidance if required.”

George Lucas - Head Of Fleet Purchasing and Contracts, United Arab Shipping Co.

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Why are you an IMPA Member?
“It’s a great forum to meet people on a very efficient way, as well be updated on latest news, activities within the discipline of Procurement.”

How long have you been an IMPA Member?
“Not sure how many years OSM have been member, but the last 5 years I have been in charge we have had a fruitful membership.”

What are the most important things IMPA membership does for you?
“A forum to reach out to our valued suppliers.”

What is the most important problem IMPA membership can help solve for you?
“Education of purchaser – no industry specific education.”

Frank Mouridsen, Group Procurement and Supply Chain Manager, OSM Maritime Group
Our members speak for themselves

Why are you an IMPA Member?
“GSM are long-standing members of IMPA, and even though because of budgeting restrictions we cancelled our membership in 2015 for 1 year, we quickly signed back up because we found the MT publication particularly useful.”

How long have you been an IMPA Member?
“Not sure but it’s certainly over 10 years.”

What are the most important things IMPA membership does for you?
“The Marine Trader publication is great for keeping up to date with what others are tackling and working towards. Yes we speak regularly with suppliers, but obtaining information on other buyers is far more complex, not to mention interesting.”

What is the most important problem IMPA membership can help solve for you?
“For me it’s about expanding my portfolio of contacts.”

Is there anything you would find difficult to do without IMPA membership?
“Yes, keeping abreast of what’s changing, or if say a supplier whom I don’t do business with has some vital news; without IMPA membership I struggle to get this information within a reasonable time-frame, and moreover I tend to get it second hand.”

Michael Powell Key Supplier Manager Graig Ship Management