



## **Industrial Members Group Meeting Report**

**Finland, February 2024**

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**Date:** 12-16 February 2024

**Location:** Finland

**Apologies:** none

**Attendees:**

Jinofer Bhujwala, Aatash Norcontrol Ltd, President of the IMG  
Marcel Tetu, Arbo Plasticos Rotomoldados Ltda, Vice President of the IMG  
James Crawford, Tideland, representative for the Americas  
Monica Herrero, MSM, representative for Europe and Africa  
Rodolfo Zuurbier, Floatex, representative for Europe and Africa  
Michael Walker, Sealite, representative for Asia and Oceania  
Koji Saito, Japan Radio Co., Ltd, representative for Asia and Oceania  
Simon Brooks, Australian Maritime Systems, representative for all members  
Lars Mansner, Sabik, representative for all members  
Francis Zachariae, IALA Secretary-General  
Julie Navarre, IALA Administrative and International Relations Assistant

**Agenda**

1. Welcome
2. Approval of Agenda
3. Update on IALA/WWA (Secretary-General)
4. Implementation of Code of Conduct for Industrial members
5. Feedback from Rio (survey results)
6. Expectations for next Conference (President)
7. Evolution and future of Industrial membership
8. Any other business

## 1. Welcome

Mr. Lars Mansner welcomed the IMG board to SPX offices. After a visit of the premises and factory, he made a short presentation on SPX and its regional headquarter for Europe in Finland.

The IMG President, Mr. Jinofer Bhujwala, warmly welcomed the participants.

## 2. Approval of Agenda

The agenda was approved.

## 3. Update on IALA/WWA (Secretary-General)

The Secretary-General started by thanking warmly Mr Mansner for organizing the IMG meeting in Finland and was looking forward to the programme. He also thanked all of the IMG for being present at the meeting and pointed out that the expansion of the IMG from 6 to 9 representative was a positive evolution of the group.

Mr. Francis Zachariae mentioned his meeting with the new IMO Secretary-General and explained some of his focus areas, which are complementary to IALA. He then made a presentation of IALA, its activities and vision for the future.

The topic of membership was discussed. There are currently 160 industrial members.

Mrs. Monica Herrero (MSM), representative for Europe and Africa, commented that the industrial membership application and procedure could be improved to validate new industrial members more before accepting membership. It was noted that some research is made by the Secretariat before approving an industrial member to see if their activities match the IALA guidance on industrial membership, and that some National members are also investigating the potential member before approving membership.

**Action item:** task for the IMG to develop some criteria or requirements for industrial membership, not only based on payment ability, with concrete examples. (task assigned to Monica Herrero)

Finally, Mr Zachariae emphasized IALA's strong cooperation with other International Organizations. He explained the advantages of the new IGO status and indicated that 27 states have already deposited their instruments of ratification, acceptance, approval or accession to the Convention. In the new IGO, the current industrial members will have the status of affiliate industrial members.

In the General Assembly in Singapore (date TBC), an Industrial Members General Assembly will take place and elect a new IMG, a new President and Vice-President, approve the Terms of Reference and other relevant papers.

**Action item:** the IMG is to communicate to all industrial members relevant information about the change of status.

#### 4. Implementation of Code of Conduct for Industrial members

The Code of Conduct (the Code) was approved during the Industrial Members General Assembly in June 2023, in Rio de Janeiro.

Some measures were decided to implement and communicate the Code to all industrial members. It was decided that the Code will not be signed by members or anyone.

The action items include:

- The Code will be printed in posters to be exhibited at the IALA Headquarters and provided to all Industrial members by mail.
- The Code will be printed as an insert to the Industrial members pamphlet
- The “welcome pack” to Industrial members sent by email should include the code of conduct and the IMG pamphlet.
- The Code could be sent every year along with the invoice for contribution. When contributions are paid, it is implied that the members agree to follow the Code.
- Communicate the Code on the IALA website, especially on the IMG webpage, and on social media (LinkedIn, Facebook)
- Communicate the Code via a newsletter of the IMG signed the President of the IMG. A letter will be prepared by the Secretariat to be sent to all Industrial members to inform them about the implementation of the Code since the General Assembly held on 1<sup>st</sup> June 2023 (together with the poster).
- Send the Code by email to all members for information.

**Action item:** prepare pamphlet update and code of conduct to print as a complement to the pamphlet to get the industrial members active.

#### 5. Feedback from Rio (survey results)

The Industrial Members survey on the 20th IALA Conference, which gathered feedback from 33 respondents, reveals progress and improvements compared to the IALA conference in 2018. A notable increase in satisfaction was observed, with positive responses rising to 81.82%.

This improvement can be attributed to the lessons learned from the internal review and the survey conducted after the 2018 conference. A key takeaway from these reviews was the need for “more interactions within the exhibition area”, a point that was duly raised by the Industrial Members representative in subsequent council and PAP meetings.

In response, the steering committee for the 2023 conference prioritized making the venue more exhibition-friendly.

Therefore, all coffee breaks were arranged inside the exhibition area, fostering better interaction and engagement. This strategic change was positively received, as reflected in the survey where 89.2% of respondents appreciated this aspect, highlighting the effectiveness of these improvements.

Another significant enhancement was the introduction of the Speakers corner, providing a dedicated and comfortable area for industrial members to present their services and products. This new feature received highly positive feedback, indicating its success in enhancing participant engagement and visibility.

The use of a new App for communication significantly boosted networking opportunities, underlining the importance of integrating technology for enhanced interaction. The APP's success points towards the evolving nature of conferences where digital tools play a crucial role in fostering connections.

Despite these positive strides, the survey also identified areas for future improvement. A recurring suggestion was the possibility of having a dedicated session in the programme of the week, solely for exhibition visits in the next conference, aiming to further enhance delegate-exhibitor engagement.

Logistics remained a challenge, with feedback indicating insufficient time for stand setup. This concern, along with suggestions for reducing the number of days of the exhibition and continuing to encourage delegate visits to exhibitors with expertise, are crucial points that will be shared with future conference organizers.

On a highly positive note, the value of participating in the IALA conference as an exhibitor was overwhelmingly acknowledged, with 96.97% of respondents affirming its benefit for their business. This strong affirmation underscores the conference's role as a vital platform for industry engagement and business development.

In conclusion, the survey reflects a successful and evolving IALA conference 2023, marked by significant improvements in fostering interactions and networking opportunities.

While recognizing achievements, it also provides valuable guidance for addressing logistical challenges and enhancing the overall conference experience in the future.

Mr Tetu wished good luck to Mr Bhujwala for the organization of the Conference in India.

## **6. Expectations for next Conference from IMG President**

Mr Jinofer Bhujwala suggests to change the date and/or venue of the Conference in 2027 as the monsoon season is from June to October and presents very warm and humid weather not suitable for guests.

**Action:** IALA Secretariat and Jinofer to contact DGLL in the name of the IMG to suggest a change of venue and date.

It was commented that it is important to start the organization as soon as possible, to settle the city and contract the event's organizer.

Next year will be the mid-term of the IMG, by then there should be a more precise plan for the Industrial Members evening. The next IMG meeting can be held in India in 2025 to start discussing content, exhibition, dinner, logistics and facilities.

**Action item:** The Secretariat will prepare a requirement document for Council on behalf of the IMG to present to DGLL during Council. (ask for a person in charge/point of contact in DGLL)

## 7. Evolution and future of Industrial membership

Mr Zachariae made a proposal to the IMG regarding a tender page on the website for the industrial members.

Mr Zuurbier commented that companies from the European Union (EU) already use a dedicated EU platform.

Mr Mansner commented that the challenge would be to get the national members to be active on this platform.

Mr Walker raised the matter of the maintenance of the tender page leading to more administrative tasks.

Mr Walker made a proposal regarding the relationship between industrial members and the IALA World-Wide Academy (WWA). If some companies train their personnel through the WWA, they could get 10% off the exhibition at the Conference.

Before the IMG meetings, each representative should contact regional industries to ask for their concerns and issues related to IALA.

**Action item:** IALA Secretariat to send list of members and if possible regional excel list for each IMG region representative.

Some suggestions were made to increase communication to industrial members and make the IMG known to the members:

- Industrial members newsletter twice a year after the committees
- Short IMG update: half an hour during each committee meeting (8 times a year), add to committee programme.
- IMG liaison note to all committees
- Short videos to explain benefits to be National member, industrial, associate.

Regarding product certification, there is some confusion within the industry and the IMG would like to bring more clarification and communication towards this issue.

**Action item:** The Secretariat to clarify how IALA can be more specific on product certification and how it can be made clear to members that this is not a task for IALA.

It is reminded that Industrial members can use the IALA logo clearly stating “Industrial members” under the logo as part of their letter head or signature, as long as it is clear the correspondence is not from the IALA Secretariat.

## 8. Any other business

The Industrial membership pamphlet was updated with the correct contact details of the IMG and current data.

**Action item:** The Secretariat will update the technical committee information and make the pamphlet available in digital and printed versions.

The next IMG meeting will be the mid-term meeting in 2025.

**Action item for the next meeting** (date TBC): when the date of IGO change is known, invitations shall be sent to the Industrial members General Assembly, in Singapore. It is considered that the meeting may be held in hybrid format. In this case there would be no vote for logistics reasons. Instead, it was suggested by Mr Zachariae to adopt a silent approval procedure by email to propose the current IMG members to bridge over for the transition period unless some other industrial members wish to be candidates. A more detailed plan will be developed in due time when the timelines are known.

The Secretary-General thanked all the participants for their relevant inputs and important discussions, mentioning especially the organizer of the meeting in Finland, Mr Mansner, for the great programme. Mr Zachariae looks forward to a fruitful cooperation with the new IMG and is very hopeful for the future of industrial membership.

