



IALA Industrial Members Committee

Meeting Report March 24th to 26th, 2015

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I. Attendance:

All IMC except for Clive Quickenden, who sent his apologies.
Mr. Francis Zachariae, IALA Secretary General

II. Opening of meeting:

Mr. Young K. Bang, (IMC President) opened the first meeting of 2014-2018 Industrial Members Committee, which was held in Kuusamo, Finland, on March 24th to 26th, 2015.

The IMC President welcomed Mr Francis Zachariae, the new IALA Secretary General and expressed the IMC's congratulations to his new position.

III. Agenda approval:

The agenda prepared by Secretary Treasurer Clive Quickenden was approved with no amendments. Meeting agenda attached in the appendixes.

IV. Approval of minutes of last meeting:

The minutes from the last IMC meeting and General Assembly in La Coruna May 2014 were approved.

1. Financial Report:

The Secretary / Treasurer Clive Quickenden had prepared a financial report for the IMC meeting. IMC currently had a balance of €183,879.86 on the account as per the 12th of March. A copy of the financial report is attached to this report.

2. PAP Report

The PAP Observer Lars Mansner, gave a presentation of work going on in the Policy Advisory Panel. The main topic for the PAP is the work on defining the new IALA document structure. Based upon the future change from a Non-Governmental Organization (NGO) to an Inter-Governmental Organization (IGO), there is a need to also define new level of high standing documents as new (non-mandatory) standards.

The PAP started working on this document structure in the PAP28 meeting held in October 2014 and in addition an Ad-Hoc group continued work in February 2015. The intention is to present the new document structure model for the next IALA Council meeting.

The Secretary General further explained that Council 59, held in December 2014, had approved the scheme for placing IALA guidance documents into a better format, with Standards at the top level. The concept of a pyramid hierarchy of Standard-Recommendation-Guideline arose directly from the Vision of IALA. The Secretariat and the PAP will continue the work in 2015, and a possible aim might be to ask the General Assembly to approve the first Standards in 2018.

3. Council Observer Report

The Council Observer John Sugarman gave a quick presentation of Council discussions in 59th Session. The Council meeting report is attached to these minutes.

4. IALA General Secretary update

SG Francis Zachariae gave a brief background before he joined IALA. He also shared his views for his main goals for the next years:

- **Fulfilment of IALA vision.** The IALA vision covers the period 2014-2026 with 2 main long term goals and 14 short term priorities for the period 2015-2018. The first goal is to ensure that AtoN systems and related services, including e-navigation, VTS, and emerging technologies, are harmonized through international cooperation and the provision of standards. The other main goal is that all coastal states have contributed to an efficient global network of AtoN and services for the safety of navigation, through capacity building and the sharing of expertise. The vision can be found on the web site http://www.iala-aism.org/files/Vision/iala_strategic_vision.pdf
- **Change of status of the organization.** It is believed that the first goal is best achieved if IALA change status from a Non Governmental Organisation (NGO) to an International Governmental Organisation (IGO). IGO status will give a superior international endorsement to the work of IALA and the standards it is seeking to achieve. The process is complicated and will probably take some time. More information can be found on the web site <http://www.iala-aism.org/about/news/243708217/iala-developments>

- **Continuous success of World Wide Academy (WWA).** The WWA has now existed just over 3 years and the results have been excellent. From 2012 to 2014, the Academy made over 900 delegates from 62 of its target States aware of their international obligations through Stage 1 seminars. Stage 2 technical visits started in 2013. Five have been conducted to date. Six more are planned for 2015. The WWA is very important for the achievement of goal 2, global capacity building. Funding is assured from sponsors until 2018, but a plan for more permanent funding must be developed.

Continue to Reorganization process of IALA Secretariat. At its 59th of the Council in December 2014, the IALA Council was presented with the Review of the IALA Secretariat, a study commissioned by the Secretary General at the request of Council at its 56th session. The Secretary General is now working on a re-organization and development plan for the secretariat with a view to improving the ability of the IALA Secretariat to support IALA's members, its stakeholders and the international maritime community. The plan will also cover a modernization of the Headquarter in St. Germain and the IALA Brand. The Secretary General will give more details at the next meeting of the IMC.

5. Current State of Membership

The amount of unpaid dues by Industrial Members was an issue discussed. There were several members with unpaid dues from 2014 and even 2013, who will risk to get their membership terminated in the next IALA Council meeting in May. It was agreed that each regional representative should contact members in arrears in their own region in order to recover these unpaid dues. SG promised to send an updated list to the IMC as the list contained some errors and also investigate if members in arrears are participating in IALA activities.

6. Discussions about IMC funds to be integrated into IALA accounts

Following decision of the IMC meeting in October 2014, all funds are now placed under the IALA Secretariat in EURO's. Discussions were initiated in the IMC meeting May 2014 about administration of the funds with the IALA Secretariat, and these discussions continued in this meeting. IMC asked SG to prepare an input paper to the next IMC Meeting for discussion.

7. Feedback from membership

None of the regional representatives had received any feedback to discuss at the meeting

8. 2014 Conference Feedback

The feedback received during the IM General Assembly in La Coruna was reviewed again, and forwarded as an input to the IMC President to be taken into consideration in the planning of next conference.

IMC also had a long discussion about the participants in the venue. Only 46 members out of a total of more than 100 members exhibited, with 77 boots sold indoors and 4 boots sold outdoors. There was no analyze on the type of members exhibiting, but the general opinion was that it was mainly the manufacturers of traditional AtoN's who

participated in the venue. The total number of exhibitors and boots sold was a disappointment, and below expectations.

It was agreed that analyze should be made before next IMC meeting and means to improve participation level of the industrial members should be discussed. Especially the eNavigation companies should be approached in order to learn why the participation level was so low.

9. Korea 2018 update from IMC President

The 2018 IALA Conference will take place in Incheon at Songdo Convensia conference center. The venue was presented via a multimedia disc for the IMC. The venue is well located, seems to be very modern and represents state of the art technology. There is also good availability to hotels within the close proximity to the venue. Incheon International Airport is also quite close.

Hall 2 consisting of 4.208 m2 was reserved for the IMC exhibition, right next door to the conference rooms in Hall 1. The room suggested for the exhibition is probably twice the size we need, but it enables positioning of coffee tables (and possible lunches) into the exhibition area to maximize exposure for exhibitors.

Outdoor exhibition area was available and seemingly in good protected location.

The venue owner suggested the IMC Dinner to be arranged inside the Sondo Convensia Premier Ballroom, but this was considered by the meeting to be quite limited venue for such party, and may not be perfectly fit for such event. The IMC President was asked to search for alternative (less formal) venues for a total party of up to 700 people.

The budget from 2014 in La Coruna was reviewed and updated, but at this point there was limited information about the costs. With the incoming balance, and with the projected mebership fees of the membership less the administrative costs, the meeting concluded that it will be a real challenge to meet a target budget on same or lower boot costs as in the last venue, especially if the trend of reduced number of exhibiting IM's continues.

10. VTS Symposium 2015 in Malaysia

The planning of the venue was in the final stage and the event shouyld become available for registering soon.

The role of IMC to this venue was discussed. As previously noted, the IMC is a permanent member of the steering committee, and is responsible for assisting hosting country with exhibition arrangements. The IMC bylaws does not define this role, and there has been requests that the IMC should take a larger role in these arrangements. The venue has grown bigger over the years, as a big part of the new industrial members have business in the eNavigation industry, and therefore see VTS symposium as the prime and focused venue for their activities. With the change of status of the organisation, also the main venues and the objectives for the venues should be analyzed and discussed. The IMC decided to keep the topic on the agenda for the next IMC meetings.

11. Conference Guideline

The IMC had previously commented on the Industrial section of the update to the IALA internal document for conference/symposium guideline. Latest working document was not available at the meeting, so Francis Zachariae promised to arrange an updated copy for IMC to review and comment.

12. IALA Website

With the change of design and change of provider of web design and service, the Industrial Member presentation as well as committee subsections were lost. Secretary General informed the IMC that this service had now been outsourced to Redwire, and that the Industrial members section was in development. A test site had been made available late 2014, but with the loss of Suze Prosser the work was delayed. The SG anticipated that this work now could be continued next month.

13. Any other business

No other business was tabled.

Time and date for next meeting

The location for the next IMC meeting was decided to be in Incheon, to have a first view on the Exhibition / Conference venue as well as visit candidate venues for the Industrial Evening. The proposed time for the meeting was calendar week 42 (week commencing on October 12th). The IMC President will look into this and revert with an invitation.

Minutes prepared 23rd of April, 2015 by Lars Mansner