



FREE AND FAIR  
COMPETITION

“Coming together  
is a beginning,  
working together  
is a success.”

EMISA

EMISA is a non-profit business association, representing the interests of independent manufacturers, suppliers, and service providers operating in the marine diesel engine and related equipment markets. Our members work mainly with spare parts and service for marine engines, turbochargers, pumps and other equipment.

Our aims are:

- Free access to the market.
- Fair competition.
- Innovation to ensure long term sustainable transport solutions.
- A regulatory framework which supports these aims.

Value for your membership:

- Guidance on topics such as IMO reference numbers, Intellectual Property and Competition law;
- Updates about relevant industry developments;
- Sharing experiences and knowledge on relevant topics, for example, how to counteract anti-competitive behaviour;
- Representation of your interests in our work with the IMO, EU, and other relevant organisations and institutions;
- A library of knowledge about navigating the industry, based on our expertise and lessons from the past;
- Online and in-person meetings to discuss current issues and engage with the EMISA Team and other members;
- A patent research service;
- Excellent networking opportunities.

We seek to support our aims by lobbying with the EU, IMO, relevant organisations, and other related national bodies and ministries.

In addition we offer guidance and information on legal issues in order to prevent or protect members from becoming victims of aggressive anti- competitive actions which may be taken by some of the larger corporations in our industry. We provide a forum in which to exchange ideas and experiences as well as to keep up with the latest developments in the industry. Our members offer value, reliability and service.

# Legal Guidance

We provide our members with legal guidance on various topics that concern their business. We take their questions and consult internally and with legal professionals on what is the best way to proceed in a certain situation. Our expertise is built upon knowledge and an understanding of the legal and practical aspects of our industry.

We also offer Brief Guides with insights into specific legislation that make complex issues easier to understand. All of our Brief Guides are accessible in digital format on our website under the Publications tab.

So far, we have published Brief Guides on:

- Intellectual Property
- IMO reference numbers for Nox affecting components
- SOx emissions from ships
- Abuse of a Dominant Position
- Introduction of Competition Law
- EU General Data Protection Regulation
- Copyright Compliance and Minimisation of Associated Risks
- Terms and Conditions of Sale
- Inventory of Hazardous Materials

Each year we aim to publish a new one based on the experiences and suggestions of our members.

# Networking

With members from all over the world, EMISA is a great place to expand your network.

As a member, you will have the opportunity to meet us and your fellow members every year at our General Assembly meeting. The GA meeting is usually held in Europe and consists of a formal meeting where we present our latest work, followed by a dinner and an activity (e.g. boat tour, golf, museum visits, etc.)

Our meetings are a perfect environment to make new connections and learn more about working as an independent company in the marine industry.

We meet with our members at maritime fairs such as:

- Europort (Rotterdam)
- SMM (Hamburg)
- Posidonia (Athens)

# Our Focus

As a unique representative of independent operators in the marine engine and related equipment markets, we follow relevant industry developments that concern our members' business – digital technology, environmental regulations, and examples of commercial pressure on independent companies, among others.

## Digitalisation

Over the past decades, the marine industry has begun adopting digital technology which brings many benefits such as optimisation of operations and maintenance, decreased administrative burden, collection and sharing of data, and aiding decarbonisation.

At the same time, digitalisation allows for certain practices that exclude independent companies from the market. Some examples:

- Password locks on equipment software, only available to the original manufacturer;
- Lack of interoperability with third-party software;
- Lack of access to data generated by the equipment.

We actively provide feedback to the European Union on their initiatives for creating and revising rules related to digital technology and data access. We want to influence the legal framework in a way that allows independent businesses to continue providing their parts and services to customers, without the need to become dependent on the original manufacturers or go out of business.

## Right to Repair

Maybe you have heard about the so-called “Right to Repair” movement which aims to give consumers the freedom to repair their equipment without being forced to exclusively use the services of original manufacturers. Currently, the Right to Repair is being established for consumer goods (cell phones, home appliances, cars, etc.) However, industrial machinery is largely left out of the discussion.

Now, more than ever, it is becoming more difficult for independent companies to ensure their existence and independence. The long life span of industrial machinery and the possible profits from it make the aftermarket attractive for original manufacturers. With digital technology being incorporated into industrial machinery, it has become increasingly easier for original manufacturers to integrate themselves into the aftermarket and exclude independent operators. This process can also end up raising prices and leave customers with less or no choice as to where they repair their equipment.

Our aim is to create an Alliance of independent companies and the organisations that represent them from various industries and bring the issue to the attention of regulators on an EU and global level. Having the support of other industries means a stronger voice and a higher chance of creating lasting change.

We firmly believe that this matter is urgent and requires action. Contact us to learn more about our initiative and how to support it.

# Membership

Each member contributes a yearly membership fee which is used to finance our activities and meetings. The Membership grants you access to all our services, meetings, and a vast library of useful knowledge, guidance on specific topics and voting on EMISA's strategy at General Assembly meetings.

As a member, you can also choose to stay anonymous. You will still receive all benefits of membership, however, your name will not be mentioned anywhere in our materials or communication without your explicit consent.

We aim to build a group of independent companies that stand for innovation, good quality and fair competition. All EMISA members abide by our Code of Ethics, designed to promote fair and respectful relations between our members.

## Misconceptions

Our experience working with independent companies has shown that there are numerous misconceptions about their quality and service. However, the fact that many customers continue to put their trust in independent companies proves that such generalisations are not always founded in truth.

While quality can vary from one company to another, we believe that general statements about independent companies can undermine the reputation of the independent aftermarket as a whole.

That is why we work to eliminate these misconceptions by highlighting the possible benefits of using independently-sourced parts and services.

## Lobbying

EMISA's lobby team is in contact with the European Union, the IMO, governmental institutions and other organisations, representing the interests of our members in fostering and maintaining free access to the market and fair competition by highlighting the abovementioned issues. The EMISA Lobby Team consists of legal and marine industry professionals with expertise in the legal and practical issues unique to our sector. We follow the development of new rules and regulations and regularly provide our feedback to law makers.

Our success stories from the past show that together, independent companies can work to ensure their existence in an ever-changing industry by being adaptable and outspoken about the issues they face.

**Do you want to know more about EMISA?  
Do you want to join and support EMISA?**

## **Contact us!**



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