

# Introducing the IIMA

Established By:



## ❖ Motivation for creating IIMA

Build on the synergy of the HBIA and IPIA

- To increase value for members
- To sustain and grow membership

## ❖ Purpose of IIMA

- To PROMOTE the use of ore-based metallics
- To REPRESENT the collective interest of members
- To COLLECT & PRESENT statistics and industry data
- To PROVIDE forum for co-operation & communication

## ❖ Guiding principle of IIMA

- To carry out all activities in connection with or incidental to accomplishing the stated purposes in strict observance of anti-trust laws

## ❖ Voting Members

- Producers (3 levels)

- ✓ Annual capacity > 3 million tonnes
- ✓ Annual capacity 1–3 million tonnes
- ✓ Annual capacity < 1 million tonnes

- Traders

- Associates

## ❖ Fellows

- Honorary designation

- Recognizes career contributions & achievements

## ❖ Membership fee structure

- Producer (capacity > 3M t/yr) @ \$14,500
- Producer (capacity 1–3M t/yr) @ \$11,000
- Producer (capacity < 1M t/yr) @ \$7,500
- Trader @ \$7,500
- Associate @ \$5,500

- ❖ Members meetings
- ❖ Market development
- ❖ Product marketing support
- ❖ Educational workshops & seminars
- ❖ Daily news update, trade data & statistics
- ❖ Web site
- ❖ Technical support & literature
- ❖ Representation & issues management
- ❖ REACH support

## ❖ Market Development

- Web site & logo – ready in January
- Educational seminar – AISTech Indianapolis in May
- Industry conference exhibit – SEASI Singapore in May
- Industry conference presentations – two or three, including one in China
- News releases – three to six during the year

## ❖ Communication & Events

- Members Meeting – February in São Luis, Brazil
- Members Meeting & AGM – September in Paris, France
- Frequent interaction with members

## ❖ Affiliations

- International Maritime Organization (IMO) – attend at least DSC-16 in London
- Dry Bulk Terminal Group (DBTG) – informal affiliation, attend at least fall annual meeting
- South East Asia Iron & Steel Institute (SEAISI) – affiliate member, exhibit/speak at Singapore conference

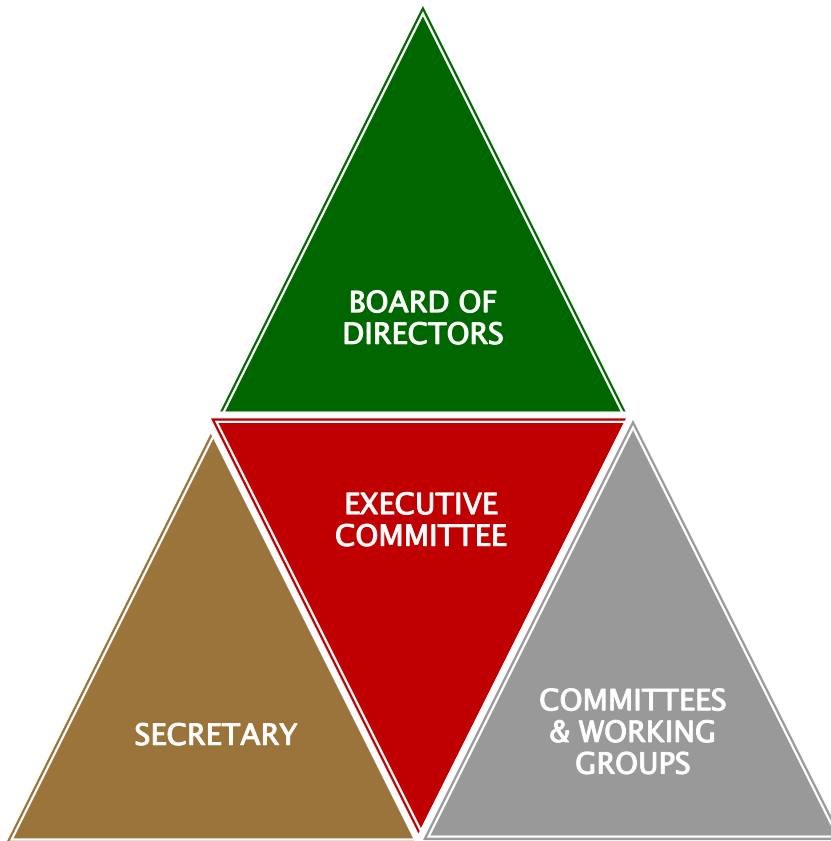
## ❖ Information

- Daily news update – expanded to include energy inputs (e.g. coke, charcoal, natural gas)
- Statistics – trade data for pig iron, HBI/DRI

## ❖ Sources

- *AIST /Iron & Steel Technology*
- *AISU / Arab Steel*
- *Steel Business Briefing*
- *SteelOrbis / Prime*
- *Metal Expert News*
- *Ryan's Notes*
- *Scrap Price Bulletin*
- *Metal Bulletin*
- *MPT International*
- *Steel Guru*
- *Steel Times International*

- ❖ IIMA is a not for profit company, limited by shares, incorporated in England – the single share is held by a Trustee on behalf of all the members
- ❖ IIMA is governed by English law, in particular the Companies Act 2006
- ❖ IIMA governing document is its Articles of Association, which are in accordance with the Companies Act 2006



- ❖ **OFFICERS**
  - Chairman
  - President of Executive Committee
  - Controller
  
- ❖ **BOARD**
  - Overall performance against purpose and objectives
  - Financial policy, budget approval, audit
  - Code of conduct
  - Governance
  
- ❖ **EXECUTIVE COMMITTEE**
  - Management
  - Implementation of business plan
  - Budget preparation
  - Membership
  - Plenary meetings

- ❖ Annual General Meeting – usually in fall, main decision making forum for members
- ❖ Plenary Meetings – twice per year, usually in spring in conjunction with Annual General Meeting, informational program involving invited expert speakers
- ❖ All meetings open to voting members and fellows
- ❖ Guests can attend Plenary Meetings
  - Potential Members
  - Speakers, participants in a panel discussion, or contributors to discussions on matters of interest to Members
  - Significant consumer of ore-based metallica
  - Member of a Committee , Working Group, or other activities

- ❖ **The Code of Conduct provides guidance for compliance with the anti-trust and competition laws**
- ❖ **Legal counsel shall attend all Plenary Meetings, Annual and Extraordinary General Meetings, and when appropriate, meetings of the Board of Directors and Executive Committee in order to ensure compliance with relevant anti-trust and competition laws,**

# Accepting New Members For 2011

The Ore-Based, Merchant Metallics Association