



Dear Members of OCEAN,  
Members of National Ship Supply Organizations,  
Esteemed MDs and CEOs of Ship Supply Companies,  
Ladies and Gentlemen,

As the leadership team of OCEAN, The European Ship Suppliers Organization, we are excited and proud to introduce **an initiative** close to our hearts that will drive our mission forward and secure our future. We're embarking on a journey that **strengthens our unity, amplifies our voice, and prepares OCEAN for the years ahead**. We invite you to **join us as essential partners** in building this future together.

**Your support has always been the backbone of our organisation, but now, more than ever, it's vital.**

OCEAN stands proudly as your **European trade association**, dedicated to ensuring our industry's voice resonates with clarity and conviction across the EU. **We advocate tirelessly for policies that nurture and protect the ship supply industry**, and every bit of your support helps us secure that future.

To enhance our advocacy and meet the evolving needs of our industry, **we must go beyond traditional membership fees**. We need a solid financial foundation **to modernise OCEAN** as we approach our 50th anniversary 2026. This is why we're thrilled to introduce the **OCEAN Support Scheme**—*a way for you to contribute directly to advancing the ship supply sector*. Here's what your contribution to OCEAN can help us achieve:

- **Enhanced Advocacy:** With your backing, we can intensify our efforts to influence essential regulatory changes across customs, excise, VAT, CBAM, and other vital policies.
- **Sustaining Services:** Your support allows us to maintain our Brussels office, staffed with experts dedicated to representing your interests at the EU level.
- **Impactful Engagement:** Your contribution will enable us to bring together policymakers and industry leaders, fostering discussions that shape our shared future.

Every one of our three levels of support strengthens our reach and influence, helping us create a resilient and modern OCEAN ready to navigate the future. Thank you for considering a role in our Support Scheme. Together, we'll secure OCEAN's future and elevate the entire ship supply industry, leaving a lasting legacy.

With heartfelt gratitude,

*Costantino Zavoianini*

Costantino Zavoianini

Chair

*Carl Forsman*

Carl Forsman

Vice-Chair

## OCEAN Support Scheme: What is it about?

We are proud to present a tiered Support Scheme, which will allow OCEAN members and ship supply companies across the EU to flexibly choose the level of support that best suits their desired level of engagement.

Your contribution, no matter at which level, enables us to enhance our influence, navigate regulatory changes, and advocate for our members' interests.

### What OCEAN Can Achieve with Your Support:

- **Enhanced Advocacy:** Amplify our efforts to influence fundamental regulatory changes, including Customs, Excise, VAT, CBAM, and other significant policies affecting the ship supply sector. A good example is the work carried out at the Spring Board Meeting 2024 in Antwerp, Belgium: OCEAN invited five EU Commission officials to participate in an exchange on customs and excise matters and even arranged for a visit to a ship supply company, allowing the EU officials to learn about the intrinsic details of ship supply.
- **Fund Essential Services:** Sustain our Brussels-based lobby office and human resources, ensuring OCEAN remains at the heart of EU decision-making. Maintain expert subject matter knowledge within the OCEAN Secretariat.
- **High-Profile Engagement:** Host exclusive events and forums to engage with policymakers and industry leaders, facilitating impactful discussions, especially as OCEAN approaches its 50th anniversary.
- **Fund New Initiatives:** These projects will advance and modernise our industry.

In the next few pages, we will describe each level of support in more detail and outline what it means for OCEAN and your benefits.

## Main Supporter (€5,000 per year, 10x maximum)

This exclusive **Main Support** enables **OCEAN** to go beyond our daily operations and think more strategically about supporting European ship supply best, focusing on high-quality tools and services **worthy of a ship supply organisation**.

It will allow us to influence decision-makers more profoundly and collaborate more seamlessly with members, lawmakers and partners than before.

**What is it?** A highly sought-after support is strictly reserved for no more than **ten** companies. Once it's used up, it's gone!

**How long?** The support lasts one year, from 1 January to 31 December. That is a whole year of support for one financial contribution.

### Your Benefits:

1. **Recognition:** Prominent placement of your company's logo on the **OCEAN website**, including **links to your company** ([www.shipsupply.eu](http://www.shipsupply.eu)), in all newsletters and across our **social media channels**. You'll also be able to contribute a **blog entry** to be shared on social media.
2. **Involvement:** Gain recognition through our annual **Main Supporter** appreciation announcement.
3. **Annual Activity Report:** You will receive our annual activity report. In it, we highlight the year's achievements thanks to your contribution. As a **Main Supporter**, you will be mentioned, and your logo will be displayed prominently.
4. **Main Supporter Badge:** There are only **ten Main Supporter** badges available: You will be sent an exclusive electronic badge that you can use for your purposes, e.g. as a marketing tool to place on your website or as a signature under your name.

### In addition, Main Supporters benefit from the following:

5. **Help OCEAN Lobby Brussels for Your Interests:** Your support strengthens OCEAN's advocacy efforts at the highest levels of EU government, improving the regulatory framework for ship supply operations and reducing bureaucratic red tape.
6. **Promotional Opportunities:** You can benefit from **three LinkedIn messages** annually to promote your business and its association with OCEAN, enhancing your company's reach.
7. **Exclusive Engagement with OCEAN:** You will receive an invitation to social occasions, such as dinners before OCEAN meetings (subject to them taking place), to engage directly with OCEAN's Board members when they come together.
8. **Thank You Letter from the OCEAN Chair:** The OCEAN Chair will send you a note to express appreciation for your valuable support.

However, note that the key benefit of a Main Supporter is **INDIRECT**. Your financial support will help shape a more favourable business environment for ship suppliers and ensure OCEAN's continued influence on EU policy.

## Supporter (€2,500 per year, only 50 available)

By becoming a **"Supporter,"** you enable OCEAN to continue reacting to European customs, excise, VAT, veterinary, sustainability matters, and other critical issues.

With your support, our **highly successful working groups** can continue tackling the growing legislative challenges, exchanging insights, and bringing critical issues to the forefront.

**What is it?** Our most popular support tier is only available to a maximum of 50 ship supply companies. Once it's used up, no more admission to this tier will be allowed. It delivers a clear and proactive statement of support for OCEAN and our mission.

**How long?** The support lasts one year, from 1 January to 31 December. That is a whole year of support for one financial contribution.

### Your Benefits:

1. **Recognition:** Your company's logo will be featured in the **Supporter section of the OCEAN website** and **acknowledged in one OCEAN Newsletter and on social media.**
2. **Involvement:** Gain recognition through our annual Supporter appreciation announcement.
3. **Annual Activity Report:** Our annual activity report highlights the year's achievements thanks to your contribution. You will be mentioned as a supporter, and your logo will be displayed in the report.
4. **Supporter Badge:** There are only **fifty SUPPORTER** badges available. You will receive your own electronic badge, which you can use for your purposes, e.g., as a marketing tool to place on your website or as a signature under your name.

## Partner (€1,000 per year, unlimited availability)

As a "**Partner**", **you allow us to maintain our** deep subject matter expertise in all EU laws, policies, and regulations that affect us. Partners also help us run advocacy campaigns and ensure we have a seat at the European Commission's table where it matters the most to us.

**What is it?** A low-fee support tier that demonstrates and expresses clear support for OCEAN and our mission.

**How long?** The support lasts one year, from 1 January to 31 December. That is a whole year of support for one financial contribution.

### Your Benefits:

1. **Recognition**: OCEAN's communications and website will recognise your company. We thank all our friends through social media posts once a year.
2. **Annual Activity Report**: Our annual activity report highlights the year's achievements thanks to your contribution. You will be mentioned as an partner.
3. **Partner Badge**: You will receive your own electronic badge, which you can use for your purposes, e.g., as a marketing tool to place on your website or as a signature under your name.

## Conclusion

In summary, supporting **OCEAN through our tiered Support Scheme is not just about funding—it's about securing the future of the ship supply industry and amplifying our collective voice.**

Every contribution you make strengthens our ability **to champion your interests, shape the regulatory landscape, and launch initiatives that keep our industry thriving and resilient.**

**Your support at any level is instrumental.**

It helps us rise to the challenges ahead and continue advancing our shared mission with conviction and purpose.

**Together, we can ensure that the ship supply industry's voice is heard and genuinely valued within the European Union.**

We sincerely appreciate your consideration and are eager to work alongside you to realize these goals.

Please email us at [info@shipsupply.eu](mailto:info@shipsupply.eu) to explore how you can make a difference by joining one of our support schemes.

Thank you for standing with OCEAN—**your support means everything to us.**