



THE  
GREAT



## MILESTONE FOR IHM-COMPLIANCE RELEASED

**Problem:** Current IHM-Maintenance practices create efforts, risks and costs, but fail to achieve compliance.

**Solution:** Investigate and develop an Industry Guidance for ship suppliers and shipowners.

**Here it is:**

Are you efficiently compliant?

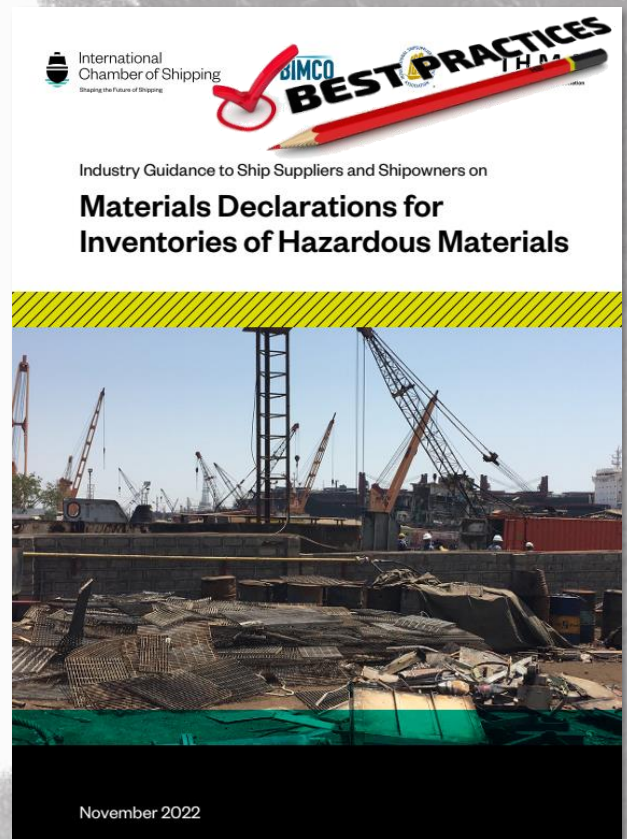
Experts found **GSRs'** approach to be **best practice** and fully utilized it for this Guidance.

With this confirmation we can proudly state that GSR sets the **IHM-Benchmark** for manufacturers, suppliers and shipowners!

GSR applies this approach since years and takes care of all IHM-obligations. The only independently confirmed IHM-Compliance Service is provided by GSR!

[IHM-Maintenance@gsr-services.com](mailto:IHM-Maintenance@gsr-services.com)

Responsibility. In Business.





## Time to stop the confusion!

Shipowners / their service suppliers are responsible for IHM-Maintenance which starts with the identification of IHM-relevant order items and sending requests to suppliers. This step accounts for less than 2% of the time required for IHM-Maintenance. After a request has been sent the biggest task starts for all.

Up to 90% of requests sent to suppliers today are unnecessary! Lacking knowledge, avoiding liabilities plus mis-interpretations by “service suppliers” are creating substantial costs and disturbances.



Suppliers have to spend a lot of time for following up on requests as they need to gather data from their supply chain. Alternatively, they could buy pre-fabricated declarations from aforementioned service suppliers via their “converter platform” or sign pre-filled declarations provided with the incoming requests. Both options are acts of gross negligence / wilful misconduct, create long-lasting risks and distort IHMs.

Unjustified requests can happen, but instead of revoking those many shipowners / service suppliers argue that “item could contain a hazardous substance” (which is completely irrelevant in this regard). Some even threaten suppliers to black-list them as “uncooperative suppliers” and at least one service supplier even sells a “Black-List”.

For ships any unfulfilled request is a “documented IHM-incompliance” which is an easy target for PSC. It’s more than obvious that avoiding unnecessary requests is a common interest for shipowners and supplier alike! Failing is often a self-made problem.

Applicable rules and principles are not complicated - if understood. The Industry Guidance provides easy to digest and clear guidance for identifying relevant order items for which related details from suppliers are required, how to fill in the forms and a section on “what not to do”. Anyone can now easily evaluate own and service suppliers’ performance. It has become simple to identify and stop prevalent malpractices. A chance for change which must not be missed by shipowners, operators and suppliers!

While developing the Industry Guidance the experts identified the processes of GSR to be fully compliant, most efficient and as best practice. They are fully reflected in the Guidance. This is an independent verification of the services provided by GSR and we’re proud of this!

We ensure efficient IHM-Compliance throughout the maritime industry! Get in touch for being safe & relieved: [ihm-maintenance@gsr-services.com](mailto:ihm-maintenance@gsr-services.com)





## Why are we sharing our experience and knowledge?

We strive for raising awareness and increase IHM-Compliance. Since long GSR cooperates with IMPA (MSG – “IHM Relevancy Check”) and Sinwa (online tool) for supporting shipowners and suppliers to apply relevancy-criteria directly to their selected line items. That’s the first crucial step for efficient IHM-Compliance.

We believe that proper knowledge provides true benefits to the whole industry and efficient processes can be implemented throughout. We want to stop inefficient and confusing processes, they only falsify IHMs, create costs and risks for suppliers, shipowners and finally ship recyclers.

Knowledge raises awareness, levels the playing-field and increases efficiency. Finally, it eases to identify the value added by GSRs’ services. Competition has to either uplift their practices or remain in the low-quality niche. Now all are able to easily distinguish between those who play foul, only claim to be best & biggest and the true good performers.

### First quality – then business!

#### Our KPIs

- In-house Experience: 40+ years
- IHMs developed: >700
- IHM maintenance projects: >400
- Categorized catalogue-items: >75 k
- Processed oder items: >4.5 mio.
- Categorization rules: 4.500 +
- Average relevant order items: 4,7%
- Maintenance-Compliance: >94%
- Claims: 0
- Combining expert knowledge with AI: [NautilusLog](#)



Responsibility. In Business.