

General information about Incentra SA

Incentra SA is a purchasing organisation formed in 1967 and run as a cooperative. Operations are based on a degree of participation by the members themselves. Incentra administers approximately 55 purchasing agreements on behalf of its 35-40 members and affiliated members. All agreements are with original manufacturers or suppliers of goods and services for the operation and maintenance of ships. Altogether, the members currently operate about 900 ships and rigs, as well as a new building portfolio of approx 20 vessels. Total turnover in the agreements is approx. NOK 1,4 bill.

Incentra SA has a board consisting of 4-6 persons. The working committee consists of 6 members, the HSEQ committee is manned as per required assistance, and the administration currently has 4 employees.

There are two regular annual meetings for members and suppliers. These are the general assembly in April/May and a council meeting in August/September.

The task of Incentra's working committee is to negotiate agreements on behalf of the members of the organisation. Each representative sit for a period of 3 years. The work load of this group varies, depending on number or negotiations, most meeting are on a digital platform.

The HSEQ committee is to be a professional support in the administration's work with quality assurance and audits.

The nature of Incentra's organisation is dependent on members who are willing to contribute their services to the cooperative. Serving on the committees also provides a good knowledge of the way the organisation works and the content of the agreements.

The benefits provided by the agreements Incentra SA has entered into with suppliers on behalf of its members are confidential and will therefore not be made available until membership has been confirmed.

In general, the benefits of membership include advantageous framework agreements and a wide network. Incentra carries out quality assurance and HSE audits of Incentra's suppliers. The benefits of scale obtained through Incentra are many, not just related to the price structure of the agreements, but also through the diversity of agreements that are handled centrally. Incentra has a very stable membership with a high degree of loyalty to the organisation.

The board has no desire to introduce passive members into the organisation and is therefore concerned to ensure that individual members should give something back to the cooperative. This is both to safeguard the operational form of the organisation and to bring fresh ideas. Prospective members will therefore be asked to confirm their willingness to put resources at the organisation's disposal.

Members of Incentra undertake:

1. Pay the share capital of NOK 25000, refundable in full upon expiry of the membership
2. To accept and abide by the statutes of the organisation
3. Provide resources for the board and the executive committee
4. Signing the confidentiality agreement of the framework agreements each year

The following should be attached to the application.

1. Organisational chart
2. Company structure
3. Last annual report
4. The company's ship register
5. Any other relevant information or documentation

Company name		Comp any reg. No.	
Postal address			
Postal town		Postal code	
Street address			
Country			
Telephone number, switchboard			
Contact person		E-mail	
Website			
Man. Dir.			
Operations manager			
Purchasing Manager			
Number of technical superintendents			
Number of purchasers			
Number of vessels			
Purchasing system			
QA system			

Company's purpose for applying for membership

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Estimate turnover per year for each supplier in NOK	
Supplier	Turnover NOK per year
ABB AS, div Turbocharging	
Ahlsell AS	
Akzo Nobel Coatings AS	
Alfa-Laval Nordic AS	
Alfa-Laval Aalborg AS	
Allweiler Norge AS (Circor)	
BP-Castrol Marine	
Dintec Company Ltd, Korea	
Ditech Filter Solutions	
Drew Marine Norway AS	
EuroRope Marine AS	
Fit at Sea	
Fuji Trading Co. Ltd incl Hanil-Fuji and Fuji Marine BV	
GEA Norway AS	
Grieg Green AS	
Hempel (Norway) AS	
Hendrik Veder Group AS	
IKM Instrutek AS	
Imatech BV	
ISS Machinery Services Ltd	
Jotun AS	
KIS Maritime AS	
Lintec Testing Services Ltd	
Lukoil Marine Lubricants	
MAN ES. Augsburg (Turbo)	
MAN ES, Holeby 4T	
MAN ES, København 2T	
Meson AB Group	
Noroil AS (Lukoil national partner)	
Ocean Marine Services Co. Ltd.	
Onninen AS, avd. SH Trading	

Palfinger Marine Safety AS	
Supplier	Turnover per year
Radio Holland Norway AS	
RMS Marine Service Co. Ltd.	
SGS Search Ingenieursbureau B.V	
Shell Marine Products AS	
Solar Norge AS	
Sperre Industrier AS	
StormGeo AS (Nautisk Forlag AS)	
Tamrotor Marine Compressors AS	
Tess AS	
Tools AS	
Total Lubmarine	
Total Nordic	
Univern Solutions AS	
Universal Marine Medical International LCC	
Viking-Norsafe LSE Norge AS	
VTE Filter	
Wenaas Workwear AS	
Wilhelmsen Ships Service AS incl Ropes	
Wilhelmsen Ships Service AS (Ropes)	
YX AS (Texaco national partner)	
Total	

Other suppliers important for the applicant	
Supplier	Turnover NOK per year

Total	
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Place, date

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Signature of general manager/ managing director

Application should be returned to postmaster@incentra.no

(Applications are presented to the board for approval)

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