

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 45 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 700 ships and rigs, as well as a new building portfolio of more than 50 vessels. Total turnover in the agreements is approx. NOK 1,2 bill (figure as per 2019).

Incentra SA has a board consisting of 4-6 persons. The working committee consists of 6 members, the HSEQ committee consists of 2-4 members 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 Negotiation Committee is to negotiate agreements on behalf of the members of the organisation. Each representative sit for a period of 3 years. The work of this group amounts to 2 to 3 weeks per year.

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 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.

Affiliated members do not have voting power.

Members of Incentra undertake:

1. To accept and abide by the statutes of the organisation
2. That the contact person will be the same as at the main member

(No payment of share)

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 (subsidiary)		Comp any reg. No.	
Company name (main member)		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 inspectors			
Number of buyers			
Number of ships			
Purchasing system			
QA system			

The company's purpose in applying for admission of subsidiary company

Allweiler Norge AS	
Castrol Marine	
Dintec Coompany Ltd, Korea	
Ditech Filter Solutions	
Drew Marine	
EuroRope Marine AS	
Fuji Trading Co. Ltd, incl Hanil-Fuji, Fuji Marine BV	
Fit at Sea 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 Diesel & Turbo SE. Augsburg (Turbo)	
MAN Diesel & Turbo, Holeby 4T	
MAN Diesel & Turbo, København 2T	
Meson AB	
Noroil Lubricants AS	
Ocean Marine Services Co Ltd	
Onninen AS, Avd. SH Trading	
Palfinger Marine Safety AS	
Pon Power AS	
Radio Holland 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)	

Application for admission of affiliated member to Incentra SA

Signature of general manager/ managing director

Application should be returned to postmaster@incentra.no

(Applications will be presented to the board for approval)

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