



# Incentra Frame Agreements

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FACT SHEETS JULY 2017

Incentra SA

CONTACT PERSON: DANIEL KOLSTAD/ [daniel.kolstad@incentra.no](mailto:daniel.kolstad@incentra.no)

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## Fact Sheet – ChartCo

<b>Start date:</b> 01.01.2017	<b>End date:</b> 31.12.2019	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b>																								
<b>Contact Persons for Services:</b> Audun Mikalsen																											
<b>Suppliers Commercial Contact Person:</b> Area Sales Manager Marina Angler Area Sales Manager Mobile: +47 976 99168 Email: <a href="mailto:marina.angler@chartco.com">marina.angler@chartco.com</a> Web: <a href="http://www.chartco.com">www.chartco.com</a>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117																									
<b>Services included in the agreement :</b>  Navigational charts and publications – paper and digital																											
<b>Special Conditions :</b>																											
<b>Compensation model/prices:</b> Net price list in agreement, and discount list including rebate. Price examples:																											
<table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <thead> <tr style="background-color: #4F81BD; color: white;"> <th style="width: 33%;">Product</th> <th style="width: 33%;">Price before</th> <th style="width: 33%;">Price now</th> </tr> </thead> <tbody> <tr> <td>Regs4ships office</td> <td>GBP 2,528</td> <td>GBP 1,740</td> </tr> <tr> <td>Regs4ships DVD</td> <td>GBP 1,055</td> <td>GBP 633*</td> </tr> <tr> <td>PassageManager</td> <td>USD 2,384</td> <td>USD 1,956</td> </tr> <tr> <td>EnviroManager</td> <td>USD 1,385</td> <td>USD 1,136</td> </tr> <tr> <td>BA Charts</td> <td>GBP 24.80</td> <td>GBP 17.60</td> </tr> <tr> <td>BA Publications</td> <td>GBP 31.10</td> <td>GBP 22.39</td> </tr> <tr> <td>AVCS NO</td> <td>GBP 6.31</td> <td>GBP 4.54</td> </tr> </tbody> </table>				Product	Price before	Price now	Regs4ships office	GBP 2,528	GBP 1,740	Regs4ships DVD	GBP 1,055	GBP 633*	PassageManager	USD 2,384	USD 1,956	EnviroManager	USD 1,385	USD 1,136	BA Charts	GBP 24.80	GBP 17.60	BA Publications	GBP 31.10	GBP 22.39	AVCS NO	GBP 6.31	GBP 4.54
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<b>Price adjustments:</b> Prices are subject to change at any time. The percentage difference between list price and net price will not change. Prices for Chartco proprietary products and services like PassageManager and Regs4ships will not change.																											
<b>Payment Terms :</b> Free invoice months + 45 days																											
<b>Conditions of Delivery :</b>  DAP Incoterm 2010																											
<b>Services from supplier that will give additional cost reductions:</b> Change from paper to electronic maps. Example:																											

## Fact Sheet – ChartCo

### BUSINESS CASE –

#### VESSEL OWNER WITH 15 VESSELS SAVES GBP 12,079

- |                             |                             |
|-----------------------------|-----------------------------|
| • Regs4ships office         | • Regs4ships office         |
| • Regs4ships DVD to vessels | • Regs4ships DVD to vessels |
| • <u>PassageManager</u>     | • <u>PassageManager</u>     |
| • EnviroManager             | • EnviroManager             |
| • Publications              | • Publications              |
| • GBP 64,827                | • GBP 52,748                |

## Fact Sheet – Nautiske

<b>Start date:</b> 1st of January 2017	<b>End date:</b> 31st of December 2019	<b>Optional Period:</b> 1 year (2020)	<b>Optional Period Warning Due:</b> 3 months																																																																																																				
<b>Contact Persons for Services:</b> oslo@nautisk.com																																																																																																							
<b>Suppliers Commercial Contact Person:</b> Peter J. Pran Head of Global Sales <a href="mailto:pjp@nautisk.com">pjp@nautisk.com</a> Dir: +47 22 00 85 34 Mob: +47 920 91 959		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117																																																																																																					
<b>Services included in the agreement :</b> Digital and Paper Navigational Charts and Publications. Chart maintenance and routing software NaviTab Publications Reader																																																																																																							
<b>Special Conditions :</b> The agreement presupposes commitment. Lower rebates are available outside commitment.																																																																																																							
<b>Compensation model/prices:</b> Discount matrix on RRP prices as laid out in agreement. Example is showed below:																																																																																																							
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<b>Conditions of Delivery :</b> Incoterms 2010  EXW Bristol.  EXW supply from Oslo, Hong Kong, Singapore, New Orleans, Aberdeen and Montevideo available for a transfer fee.																																																																																																							
<b>Services from supplier that will give additional cost reductions:</b> Switch to digital charts and publications.																																																																																																							

## Fact Sheet – KIS MARITIME AS

Start date: <b>01.01.2014</b>	End date: <b>30.06.2018</b>	Optional Period:	Optional Period Warning Due:
Contact Persons for Services: <b>Service manager - Torstein Frønsdal, +47 55392780 / 40028655</b> <b>Project manager – Øyvind Taule, +47 55392780 / 93227298</b>			
Suppliers Commercial Contact Person: <b>Commercial Contact</b> <b>General manager Incentra:</b> <b>Petter Sørensen</b> Contract Manager: <a href="mailto:Petter.sorensen@kis.no">Petter.sorensen@kis.no</a> Trond Vidar Torkelsen / <b>Mob: +47 40028650</b> <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117		<b>Person</b>	
Services included in the agreement: - <b>Annual &amp; 5 yearly competent Inspection &amp; service – repair of cranes, davits, lifeboats, loose lifting gear and fall arrester equipment. Regardless of type and brand. - Knowledge about spare parts for lifting equipment</b>			
Special Conditions: <b>Partnership /committing discount 3%</b>			
Compensation model/prices:  <p style="text-align: center;"><b>1. Annual and 5 yearly Inspection, testing and re-certifications of cranes, davits, lifeboats, fall arrest and other lifting appliances by <u>Competent Person</u>.</b></p>			
<b>INSPECTIONS RATES – Competent person B/B1</b>			
	<b>Onshore in Norway</b>	<b>Offshore/ transit / abroad</b>	<b>Partnership – Committing discou</b>
Price pr hour	760, -		3 %
Fix price pr.day (12h)		10 200, -	3 %
50 % overtime	295, -		
100 % overtime	475, -	595, -	
Travel time	650, -	650, -	
<p><b>2. Repair and maintenance of electrical - hydraulic equipment's; cranes, davits, lifeboats and other lifting equipment and deck equipment by approved crane technicians / service engineer.</b></p>			
<b><i>SERVICE RATES - Crane technicians – service engineer</i></b>			
	<b><i>Onshore in Norway</i></b>	<b><i>Offshore/ transit / abroad</i></b>	<b><i>Partnership – Committing discou</i></b>
<i>Price per hour</i>	<i>695, -</i>		<i>3 %</i>
<i>Fix price per day (12h)</i>		<i>9 600, -</i>	<i>3 %</i>

## Fact Sheet – KIS MARITIME AS

50 % overtime	295, -		
100 % overtime	475, -	595, -	
Travel time	650, -	650, -	

## Fact Sheet – KIS MARITIME AS

### 3. Working conditions:

Overtime shall only take place on approval of customer.

For work on vessel in operation - transit, the KIS personnel main task is specified to the description in PO.

KIS personnel may participate on other tasks on approval of customer.

Work performed onshore on public holidays and Sundays will be charged with 100% overtime.

Fix price for offshore / abroad rate is for work on a 12 hours' day.

The normal working shall be organized between 07:00 hours and 19:00 hour's local time.

Hours exceeding 12 hours will be charged as 100 % overtime.

On Call / emergency service, ordered after normal working hours (16:00 hours): **2500, - NOK**

On Call / emergency service, ordered weekend (after 16:00 hours Friday – 08:00 hours Monday): **3500, -NOK**

Jobs in RISK areas will be charged according to applicable rules or and acc.to customers rules.

### 4. Partnership discount - KIS AVTALE

For members committing and signing KIS AVTALE for annual and 5 yearly inspections, service and maintenance of cranes, davits and loose lifting equipment, for one (1) or more of their vessels. Admittedly there is an additional discount of **3%** on price per hour and fix price per day. Valid for the same period as Incentra Agreement applies.

### 5. General conditions

Travel expenses at net cost + 10 % markup.

Diet according to "Staten's regulative. Service car 8, -NOK pr.km

Customer shall have the exclusive right to arrange for travel, board and / or lodging

Delivery terms: NR06/NU06 for our services and Incoterms 2010 for parts.

Price adjustments: **Annual**

Payment Terms: **45 days**

## Fact Sheet – KIS MARITIME AS

Conditions of Delivery:

**Delivery terms: NR06/NU06 for our services and Incoterms 2010 for parts.**

Services from supplier that will give additional cost reductions:

**Right planning, dimensioning, organization and execution of maintenance would give cost reduction.**



## Fact Sheet – Alfa Laval Nordic AS and Alfa Laval Aalborg AS

<b>Start date:</b> 1st November 2015	<b>End date:</b> 1st November 2018	<b>Optional Period:</b> One (1) year	<b>Optional Period Warning Due:</b> 15th June 2018
<b>Contact Persons for Services:</b> Alfa Laval Nordic : All contacts: <a href="mailto:ps.marinediesel.nordic@alfalaval.com">ps.marinediesel.nordic@alfalaval.com</a> Alfa Laval Aalborg: Spare Parts: <a href="mailto:aalborgparts.norway@alfalaval.com">aalborgparts.norway@alfalaval.com</a> Service Assistance: <a href="mailto:service.aalborg@alfalavalsupport.com">service.aalborg@alfalavalsupport.com</a>			
<b>Suppliers Commercial Contact Person:</b> Peter Kraugerud e-mail: <a href="mailto:peter.kraugerud@alfalaval.com">peter.kraugerud@alfalaval.com</a> TEL: +47 66 85 80 00		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement:</b>			
Product Groups	AL Nordic		
Group 1	AL Separators Spare Parts		
	AL Service Kits for separators		
	Alfa Laval CIP Unit Spare Parts		
Group 2	AL Plateheat Exchangers Spare Parts		
	AL Freshwater Distillers Spare Parts		
Group 3	AL Filters Spare Parts		
	AL Pumps Spare Parts		
	AL ALPACON chemicals		
Group 4	IMO pumps Spare Parts		
Group 5	AL Tank Equipment Spare Parts		
	Pure Ballast Water Treatment System Spare Parts		
	PureSOx Water Cleaning System Spare Parts		
	PureNOx Water Cleaning System Spare Parts		
	AL Aalborg		
Group 6	PureSOx Exh. Gas cleaning Spare Parts		
	KB and Gosfern burners Spare Parts		
Group 7	AL Aalborg Boiler Spare Parts		
	Other Burner manufac. parts on AL Aalborg. Boiler		

## Fact Sheet – Alfa Laval Nordic AS and Alfa Laval Aalborg AS

Pump Spare parts related to pump system for boilers.

Group 8	AL Aalborg Inert Gas Spare Parts
	AL Nordic
Group 9	Service outside Nordic ( Classic AL equipment)
	Service by AL Nordic Service Eng. ( Man hrs)
Group 10	AL Aalborg
	Service by AL Aalborg Service Eng.( Man hrs)
Group 11	Repair jobs and modification on Boiler.
	Inspections of Boiler Pressure Parts .
	Inspections of Burner and Control System
	AL Nordic
	Alfa Laval Survey onboard
	Complete/ Exchange and/or reconditioned Separator Bowls
	Reconditioned. and Exch. Plate packs for FWD and PHE
<b>Special Conditions:</b> Extra Discount by commitment	

## Fact Sheet – Alfa Laval Nordic AS and Alfa Laval Aalborg AS

### Compensation model/prices:

		Discount %		e-com Ergo Group, MarineLink or ShipServe	Discount % Total with e-com	
AL Nordic		Non committed	Committed		Non committed	Committed
Group 1	AL Separators	8	31	2	10	33
	AL Service Kits for separators (Additional discounts)	18 (8+10)	45 (31+14)	2	20 (10+10)	47 (33+14)
	Alfa Laval CIP Unit Spare Parts	8	31	2	10	33
Group 2	AL Plateheat Exchangers	8	27	2	10	29
	AL Freshwater Distillers	8	27	2	10	29
Group 3	AL Filters	8	18	2	10	20
	AL Pumps	8	18	2	10	20
	AL ALPACON chemicals	8	18	2	10	20
Group 4	IMO pumps	8	18	2	10	20
Group 5	AL Tank Equipment	5	15	2	7	17
	PureBallast	5	15	2	7	17
	PureSOx Exh. Gas cleaning	5	15	2	7	17
	PureNOx Water Cleaning System	5	15	2	7	17
AL Aalborg		Non committed	Committed	ShipServe	Non committed	Committed
Group 6	KB and Gosfern burners parts.	10	19	1	11	20
Group 7	AL Aa Boiler parts.	10	15	1	11	16
	Other Burner manufac. parts on AL Aa. Boiler	10	15	1	11	16
	Pump Spare parts related to pump system for boilers.	10	15	1	11	16
Group 8	AL Aalborg Inert Gas parts	5	9	1	6	10
AL Nordic		Non committed	Committed			
Group 9	Service outside Nordic (Classic AL equipment)	2,5	2,5	NA	2,5	2,5
	Service by AL Nordic Service Eng. ( Man hrs)	10	30	NA	10	30
AL Aalborg		Non committed	Committed	NA		
Group 10	Service by AL Aalborg Service Eng. ( Man hrs)	10	30	NA	10	30
Group 11	Repair jobs and modification on Boiler.	Offered case by case				
	Inspections of Boiler Pressure Parts .					
	Inspections of Burner and Control System					
	AL Nordic					
	Alfa Laval Survey onboard					
	Complete/ Exchange and reconditioned Separator Bowls					
	Rec. and Exch. Plate packs for FWD and PHE					

### Price adjustments:

See agreement

**Payment Terms:** Free Invoice month +45 days

### Conditions of Delivery:

Alfa Laval Nordic AS product Delivery terms in accordance to Incoterms 2013		
Group	Products	Delivery terms
AL Nordic		
Group 1	AL Separators	FCA Oslo/ Gardermoen/ Stockholm/ Rotterdam/ Singapore/ Indianapolis
	AL Service Kits for Separators	FCA Oslo/ Gardermoen/ Stockholm/ Rotterdam/ Singapore/ Indianapolis
	Alfa Laval CIP Unit Spare Parts	FCA Oslo/ Gardermoen/ Stockholm/ Rotterdam/ Singapore/ Indianapolis

## Fact Sheet – Alfa Laval Nordic AS and Alfa Laval Aalborg AS

Group 2	AL Plateheat Exchangers	FCA Oslo/ Lund
	AL Freshwater Distillers	FCA Oslo/ Gardermoen/ Stockholm/ Rotterdam/ Singapore/ Indianapolis
Group 3	AL Filters	FCA Oslo/ Gardermoen/ Stockholm/ Rotterdam/ Singapore/ Indianapolis
	AL Pumps	FCA Oslo/ Gardermoen/ Stockholm/ Rotterdam/ Singapore/ Indianapolis
	AL ALPACON chemicals	FCA Oslo/ Gardermoen/ Stockholm/ Singapore/ Indianapolis
Group 4	IMO pumps	FCA Oslo/ Gardermoen/ Stockholm/ Rotterdam/ Singapore/ Indianapolis
Group 5	AL Tank Equipment	FCA Oslo/ Gardermoen/ Stockholm/ Rotterdam/ Singapore/ Indianapolis
	Pure Balllast	FCA Oslo/ Gardermoen/ Stockholm/ Rotterdam/ Singapore/ Indianapolis
Group 9	Service outside Nordic (Classic AL equipment)	see related Enclosure no 4
Group 10	Service by AL Nordic Service Eng. (Man hrs)	see related Enclosure no 3
Alfa Laval Aalborg products Delivery terms in accordance to Incoterms 2013		
Group	Products	Delivery terms
Group 5	AL Aalborg PureSOx Exh. Gas cleaning	FCA Nijmegen
	PureSOx Water Cleaning System	FCA Oslo/ Gardermoen/ Stockholm
	PureNOx Water Cleaning System	FCA Oslo/ Gardermoen/ Stockholm
Group 6	KB and Gosfern burners parts.	FCA Aalborg
Group 7	AL Aa Boiler parts.	FCA Aalborg
	Other Burner manufac. parts on AL Aa. Boiler	FCA Aalborg
	Pump Spare parts related to pump system for boilers.	FCA Aalborg
Group 8	AL Aalborg Inert Gas parts	FCA Nijmegen
Group 10	Service by AL Aalborg Service Eng. ( Man hrs)	see related Enclosure 3
<p><b>Services from supplier that will give additional cost reductions:</b> Committing to only use original spares will give additional discounts.</p>		

## Fact Sheet – Allweiler

<b>Start date:</b> 29.12.2015	<b>End date:</b> 29.12.2018	<b>Optional Period:</b>	<b>Optional Period Warning Due:</b>
<b>Contact Persons for Services:</b> Jørn Aalbu / <a href="mailto:jorn.aalbu@colfaxfluidhandling.com">jorn.aalbu@colfaxfluidhandling.com</a> 0047 90690943			
<b>Suppliers Commercial Contact Person:</b> Geir Olimb = <a href="mailto:geir.olimb@colfaxfluidhandling.com">geir.olimb@colfaxfluidhandling.com</a> 0047 91560645 Mia Nyhus = <a href="mailto:mia.nyhus@colfaxfluidhandling.com">mia.nyhus@colfaxfluidhandling.com</a> 0047 40031718		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b>  Service and spare parts / replacement for Allweiler pumps & systems including the Allweiler pump branch Houttuin.  <ul style="list-style-type: none"> <li>- Herboner</li> <li>- IMO Pumps</li> <li>- Speck Kolbenpumps</li> <li>- Sero Pumps</li> <li>- Warren</li> <li>- Tuschaco</li> <li>- Osna Pumps</li> <li>- El-Motors</li> <li>- Service may be formed at suppliers or Incentra member/vessel location.</li> </ul>			
<b>Special Conditions : none</b>			
<b>Compensation model/prices:</b>  <b>Pumps = 25 %</b> <b>Spare parts in general = 25 %</b> <b>Mech.seal U3.1D / U3.12D for centrifugal pumps = 35 %</b> <b>IMO (New pumps and spareparts ) 20 %</b> <b>El-motors = 60 %</b> <b>Agitators = 10 %</b> <b>Mission Magnum: 10 %</b> <b>Service= 10 %</b>  <b>Net prices items:</b> <b>Stator for Mud pumps and eksenter screw pumps = NOK 11.000,--</b> <b>Rotor for Mud pumps and eksenter screw pumps = 54.000,--</b>			
<b>Price adjustments :</b> Copy of pricelist shall be sent to Incentra no later than 10 th of December every calendear year.			
<b>Payment Terms :</b> Free invoice month + 30 days			
<b>Conditions of Delivery :</b> Orders with maximum weight 30 kg = DAP forwarding agents or other delivery addresses in Norway. Orders above 30 kg = DAP OSLO			
<b>Services from supplier that will give additional cost reductions:</b> In the case of newbuildings, retrofits or project related supplies, other terms and conditions may be agreed upon between the parties. For all incentra members the administration fee on travel and accomondation costs is 10 % but limited to 2000 NOK pr. Order.			

## Fact Sheet – GEA Norway AS

<b>Start date:</b> 01-07-2016	<b>End date:</b> 30-06-2019	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b> No later than 01-05-2019 declared in writing by Incentra.
<p><b>Contact Persons for Services:</b></p> <p><u>Main contact via E-mail:</u> Spare parts, components: <a href="mailto:wsno.parts@gea.com">wsno.parts@gea.com</a> Service, technical support: <a href="mailto:wsno.service@gea.com">wsno.service@gea.com</a> Tel: +47 22 02 16 00 (also 24/7 – special terms)</p> <p>Head of service Execution: Thomas Eide Mobile: 99 31 48 88</p> <p>Service Planner: Margareth Hammer Mobile: 46 41 44 16</p>			
<p><b>Suppliers Commercial Contact Person:</b> Head of Service: Ronny Henning <a href="mailto:ronny.henning@gea.com">ronny.henning@gea.com</a> Mobiil: 91173686</p>		<p><b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117</p>	
<p><b>Services included in the agreement :</b> Spare parts, kits, re-conditioned parts, exchange parts and technical service <b>for Separation Equipment</b> sold by Supplier to Incentra's members.</p>			
<p><b>Special Conditions :</b> Prices quoted in EUR. For NOK and USD invoices the exchange rate between EUR and NOK or USD shall be as published at the date of the invoice by Norges Bank at <a href="http://www.norges-bank.no/Statistikk/Valutakurser/valuta/">http://www.norges-bank.no/Statistikk/Valutakurser/valuta/</a></p> <p>Mechanical warranty: The parts comprising shall be free of defects in workmanship and materials for a period of 12 months from delivery.</p>			
<p><b>Compensation model/prices:</b></p> <p>Members entitled to 25% discount on spare parts and service kits (exclusive reconditioned parts, exchange parts and technical service) v s. Suppliers general price list. Exchange parts can also be introduced as an option if applicable and available.</p> <p>Under this agreement the supplier offer supervision and training on board at the following terms:</p> <ul style="list-style-type: none"> <li>• Supplier technician (GEA Norway) will spend 2 (two) days on 1 (one) vessel from each member during the agreement period (3 years) free of charge providing that the member pays travel / accommodation for Supplier technician and that the superintendent from the member attends on board.</li> <li>• The technician will perform supervision / assistance / training of crew on operation, maintenance and repair of separators are included in the daily rate.</li> <li>• Additional days on one vessel per member in the agreement period will be charged at 1900 Euro per day (12H/day).</li> </ul>			

## Fact Sheet – GEA Norway AS

- Delays in travel to/from vessel will be charged at normal rate

In general, no administration fees for travel and accommodation shall apply to Incentra members, however in special cases a fee of max 2000 NOK may be agreed between the parties.

### **Price adjustments :**

First change of spare parts prices may take place no earlier than 1<sup>st</sup> of July 2017.

First change of service prices may take place no earlier than 1<sup>st</sup> of January 2017 and commence on a yearly basis.

Price list changes should be sent as proposal for discussion to Incentra at least 8 weeks before new prices are proposed to come into effect.

Price changes shall be explained / documented and presented to Incentra for discussion within 4 weeks before proposed effective.

### **Payment Terms :**

45 days net

### **Conditions of Delivery :**

DAP Hamburg or Rotterdam according to Incoterms 2010 or latest amendments.

### **Services from supplier that will give additional cost reductions:**

#### Supervision assignments/ agreement:

We recommend members to utilize the supervision concept in the Incentra agreement as a potential measure to reduce operating cost on their existing GEA separators.

Regular preventive maintenance intervals will also reveal symptoms and problems at an early stage, enabling both parties to find the best solution with regards to availability of equipment and controlling costs.

Supervision assignments can support to identify potential cost savings for LO and fuel related to more predictable operating costs and optimized spare parts consumption.

Exchange parts can also be introduced as an option if applicable and available.

## Fact Sheet – IKM

<b>Start date: 1.1.2014</b>	<b>End date: 31.12.2014</b>	<b>Optional Period: 1.1.2015 – 31.12.2017</b>	<b>Optional Period Warning Due: 1-10-2014</b>
<b>Contact Persons for Services:</b> Snorre Lie, <a href="mailto:Snorre.lie@ikm.no">Snorre.lie@ikm.no</a> +47 33 16 5673 +47 488 95 980			
<b>Suppliers Commercial Contact Person:</b> Stein-Robin Sørensen <a href="mailto:Stein-robin.sorensen@ikm.no">Stein-robin.sorensen@ikm.no</a> +47 33 16 57 35 +47 488 67 479 General Mail for all inquiries: <a href="mailto:navcom@ikm.no">navcom@ikm.no</a>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b>  Nav/Com, SBMA ( <a href="http://WWW.IKMServiceweb.com">WWW.IKMServiceweb.com</a> ) GMDSS, AIS, VDR APT, Gyros, Radar, Ecdis, Hand held communications, Echo sounders and logs, Condition Monitoring, CM class approval, Calibration (pressure, temperature, Electric, moment, gas) Sales and support of Instruments and sensors from several brands.  <b>24/7/365 support</b> +47 47 46 84 84 / <a href="mailto:navcom@ikm.no">navcom@ikm.no</a>			
<b>Special Conditions :</b> None			
<b>Compensation model/prices:</b>  Fixed discounts according to agreement on: Fluke, Fluke High end, Hioki, Tek Know calibration instruments, Icom, Motorola, Peltor, Danfoss, MSA, FLir, Fixturlaser, Vibration Instruments and sensors, MTS-500.			
<b>Price adjustments :</b> Maximum once a year according to index: Norwegian Consumer Index – other services with wages as dominating price factor. Other consumer goods produced in Norway: Norwegian Consumer Index.  All based on October 2013 index.			
<b>Payment Terms :</b> Free Invoice month + 45 days			
<b>Conditions of Delivery :</b> FCA Larvik According to Incoterms 2010			
<b>Services from supplier that will give additional cost reductions:</b> IKM Service web including SBMA agreement designed to reduce costs on annual services. Aim to perform one service attendance per year instead of several attendances with several companies.			



## Fact Sheet – Sperre Industri

<b>Start date:</b>	<b>End date:</b> 31/12-2017	<b>Optional Period:</b> None	<b>Optional Period Warning Due:</b>
<b>Contact Persons for Services:</b> Arnstein Kvernevik / Bård Rimereit			
<b>Suppliers Commercial Contact Person:</b> Arnstein Kvernevik <a href="mailto:ak@sperre.com">ak@sperre.com</a>  Tlf. 928 66 337/70161153		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Compressors and valves including spare parts. All products in scope in supply from supplier, incl. technical service.			
<b>Special Conditions :</b> N/A			
<b>Compensation model/prices:</b>  Price list: <ul style="list-style-type: none"> <li>- 10% on regular parts for compressor</li> <li>-15% on regular parts in kits for compressor</li> <li>-15% on valves and valve parts</li> <li>-20% on valves and valve parts in kits</li> <li>- 10% on technical service</li> </ul>			
<b>Price adjustments :</b> Price may be adjusted with effect from 1 <sup>st</sup> January every calendar year. Prices can maximum be adjusted up to 3% per year.			
<b>Payment Terms :</b> Free delivery month + 30 days			
<b>Conditions of Delivery :</b> D.D.P Ålesund			
<b>Services from supplier that will give additional cost reductions:</b> N/A			

# Tamrotor Marine Compressors AS

<b>Start date:</b> 01.07.2017	<b>End date:</b> 01.07.2020	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b> None									
<b>Contact Persons for Services:</b>												
<b>Suppliers Sales Person:</b> Gunnar Berg Leknes / Sales Manager Global Aftersales <a href="mailto:Gleknes@tmc.no">Gleknes@tmc.no</a>  Kenneth Westby / Sales Engineer Aftermarket <a href="mailto:kwestby@tmc.no">kwestby@tmc.no</a>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Daniel Kolstad / <a href="mailto:dk@incentra.no">dk@incentra.no</a> Mob: 468 08 235										
<b>Services included in the agreement :</b>												
<ul style="list-style-type: none"> <li>• TMC Marine Compressors</li> <li>• TMC SA compressor – environmental friendly</li> <li>• TMC Custom Engineered Compressor inst.</li> <li>• TMC Marine air dryers</li> <li>• TMC Marine filters</li> <li>• Genuine Marine spare parts to all TMC products</li> <li>• Service for above products</li> </ul> <p><u>Training:</u>                  Training of personnel for Suppliers products is recommended. Supplier will (for cost price) provide training personnel, on ship/shipyard/member's premises or at Supplier's premises, or other places as agreed.</p>												
<b>Special Conditions :</b>												
<b>Compensation model/prices:</b>												
Included in the Agreement is, included but not limited to; vessels in operation, retro-fit, special projects and new-build.												
Discount: Based on annual net turnover covering all products described in appendix A												
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;">Level 1.</td> <td style="width: 60%;">Up to NOK 300.000</td> <td style="width: 25%; text-align: right;">16,0%</td> </tr> <tr> <td>Level 2.</td> <td>From NOK 300.000-900.000</td> <td style="text-align: right;">18,0%</td> </tr> <tr> <td>Level 3.</td> <td>Above NOK 900.000</td> <td style="text-align: right;">20,0%</td> </tr> </table>				Level 1.	Up to NOK 300.000	16,0%	Level 2.	From NOK 300.000-900.000	18,0%	Level 3.	Above NOK 900.000	20,0%
Level 1.	Up to NOK 300.000	16,0%										
Level 2.	From NOK 300.000-900.000	18,0%										
Level 3.	Above NOK 900.000	20,0%										
Entry levels of discount are based on annual turnover previous year (2016) and will be updated every year-end during contract period. Discount on the different levels are valid from 0 to max turnover. Included in the net turnover, all purchase at Supplier shall be included, including vessels in operation, retro-fit, special projects, new-build, etc.												
Prices and terms for training will be priced on request.												
<p><i>(Rebates matrix next page.)</i></p>												

## Tamrotor Marine Compressors AS

Rebates and prices (including kit):

Reference is given to article 1 above:

Product Group		Discount Level 1	Discount Level 2	Discount Level 3
Compressor wearing parts Product group: 11006 , 11007 11010, 11012, 11019, 11021, 11027		16%	18%	20%
TMC Air dryer spares Product Group: 11030, 11040, 11050,	Appendix B1	16%	18%	20%
TMC capital spares & product group Air Ends 11017 Motor 11014 Coolers 11013, 11028 Controller 11022 Frequency Drives 11016	Net Priced on Request	-	-	-
TMC Compressors	Prices on request	10%	10%	10%
TMC Air-dryers	Refer Appendix B2	10%	10%	10%
TMC Pressure vessels		POR	POR	POR
TMC Service rates	Refer Appendix B3 Labour cost only	5%	5%	5%

### Commitment & Conditions

- a) Use of non-original spare parts in Suppliers equipment can lead to exclusion from the Agreement
- b) Supplier shall receive a request/quote when sailing vessels/rigs are in need for new spare parts
  - Supplier shall be on the makers list for all new-builds.
  - Supplier shall receive inquiries for all new investment covered in this agreement

### Bonus per Member

		Annual net turnover	Bonus
Basic	Less NOK	299.999	0 %
Level 1	From NOK	300.000	1,0%
Level 2	From NOK	600.000	1,5%
Level 3	From NOK	1.000.000	2,0%

Net price list for spare parts is included in Attachment B1 to the Agreement.

Prices for retrofit is included in Attachment B2 to the Agreement.

Prices for Service Rates are included in Attachment B3 to the Agreement.

### Price adjustments :

Prices are fixed up to 2018-12-31.

**Payment Terms :** Invoice month + 30 days

### Conditions of Delivery :

DDP Gardermoen/Oslo – Incoterms 2010.

**Services from supplier that will give additional cost reductions:**

## Fact Sheet – Imatech BV

<b>Start date:</b> 01-05-2013	<b>End date:</b> 31-07-2020	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b> 01-04-2020
<b>Contact Persons for Services:</b> N/A			
<b>Suppliers Commercial Contact Person:</b> Erling Haverkamp <a href="mailto:ehaverkamp@imatech.nl">ehaverkamp@imatech.nl</a> Mob: +31(0)6 51 513 046		<b>Commercial Contact Person Incentra:</b> Trond Vidar Torkelsen <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Imatech BV supplies a complete range of electrical products, both consumables and components, electronics, automation and instrumentation. We can supply all the leading brands, as well as lesser known ones. Any related requests will be handled seriously.			
<b>Special Conditions :</b>			
<b>Compensation model/prices:</b> Imatech BV offers a net price list with fixed prices for more than 3.500 popular electrical consumables. We have also included a small stock in Singapore. For items outside the price list we ensure competitive prices.  Imatech has a special agreement with RS Components Benelux. RS has over 550.000 products on stock of which 90% can be delivered in 1-3 working days. We make sure the members get one delivery, one invoice and a good price. We can provide a 10,1% discount on all RS items, with the exception of Test & Measuring for which we can offer a 7,2% discount.			
<b>Price adjustments :</b> Prices have been adjusted to reflect the current market for the new Tender in 2017.			
<b>Payment Terms :</b> 45 Days + Free month invoice.			
<b>Conditions of Delivery :</b> D.A.P. The Netherlands and Antwerp according to Incoterms 2010. For items purchased and supplied in Singapore there is a delivery fee of € 55,00 for orders with a value below € 1.000,00.			
<b>Services from supplier that will give additional cost reductions:</b> If at least 75% of the items on a RFQ has Imatech catalogue numbers, we will add a 2% discount to our Quote. We can provide the Imatech catalogue in various formats: a paper version, on a UBS Flash drive, an Excel list or as an online account.  We also have the expertise to look for cheaper alternatives when we work closely with the customer.			

## Fact Sheet – SH Trading

<b>Start date:</b> 01.08/17	<b>End date:</b> 31/7-2020	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b>
<b>Contact Persons for Services:</b>			
<b>Suppliers Commercial Contact Person:</b> Ove Lyngved <a href="mailto:ove@sh-trading.no">ove@sh-trading.no</a> +47 48160551 (Team Leader Sales) Atle Damm <a href="mailto:atle@sh-trading.no">atle@sh-trading.no</a> +47 91371102 (General Manager) <a href="mailto:salg@sh-trading.no">salg@sh-trading.no</a>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Daniel Kolstad / <a href="mailto:dk@incentra.no">dk@incentra.no</a> Mob: 46 808 235	
<b>Services included in the agreement :</b>			
Electrical consumables and other on-demand products. Product information and training on demand.			
<b>Special Conditions :</b>			
NA			
<b>Compensation model/prices:</b>			
Price list and discounts in different product groups, according to specific list. Fixed net prices on Glamox for 2 years.			
<b>Price adjustments :</b>			
"Konsumprisindeks – totalindex" based upon KIP March 2014 at 133,4. For 3 <sup>rd</sup> party products: According to sub-suppliers price adjustments.			
<b>Payment Terms :</b> Free month + 30 days			
<b>Conditions of Delivery :</b> Incoterms 2010			
For order values more than NOK 2.000,-: DDP Norway DDP Rotterdam  For order values below NOK 2.000,- EX Works (freight cost will be added on the invoice)			
<b>Services from supplier that will give additional cost reductions:</b>			
In case of new buildings, retrofit or other project related supplies, other terms and conditions might be agreed upon.			

## Fact Sheet – Solar Norge AS

<b>Start date:</b> 01.08.2017	<b>End date:</b> 31.07.2020	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b> 4 months
<b>Contact Persons for Services:</b> kundesenter@solarnorge.no			
<b>Suppliers Commercial Contact Person:</b> Solar Norge: Øyvind Myhra Manager KAM Indust/Offsh. <a href="mailto:oyvind.myhra@solarnorge.no">oyvind.myhra@solarnorge.no</a> Mob: +47 99535313		<b>Commercial Contact Person Incentra:</b> Contract Manager: Daniel Kolstad / <a href="mailto:dk@incentra.no">dk@incentra.no</a> Mob: 468 08 235	
<b>Services included in the agreement :</b> Supplier listed items of electrical consumables including sourcing of electrical products / spare parts and related products.			
<b>Compensation model/prices:</b> All prices from Supplier are denominated in NOK currency which will be clearly stated in both quotations and invoices.  Net prices on specific articles (645pcs) Discount on all other products  At the supplier website the products are coded/listed according to stock-status/availability: <u>Green products:</u> Products are in Supplier's stock and priced. <u>Yellow products:</u> Products are not t in Supplier's stock but are priced and may be ordered. Delivery time may vary. <u>Other products:</u> Products are priced on request.  All products and prices can be found on the following website <a href="http://www.solarnorge.no">http://www.solarnorge.no</a>  "Mark-Up" for sourcing products:  Members that want to use supplier as a sourcing partner for products not registered in the ERP-System (red articles) can be priced with the following mark-up factor: <ul style="list-style-type: none"> <li>• Suppliers total procurement cost on article &lt;10 000NOK mark-up factor 1,17</li> <li>• Suppliers total procurement cost on article &gt;10 000NOK mark-up factor 1,12</li> <li>• Max mark-up amount 6500kr pr. item/line</li> <li>• Min mark-up amount 450kr pr. item/line</li> </ul> The "mark up" factor is set as an incentive for members to reduce price requests on red articles, and shall be an offered to the members as an alternative.			
<b>Price adjustments :</b> First time 01.08.2018 Netprices 1/1 – 1/7 For products in this agreement with discounts, the discounts will be based on Supplier's pricelists / prices valid at the time of the transaction			
<b>Payment Terms :</b> Free invoice month + 30 days			
<b>Conditions of Delivery :</b> D. D. P. Norway according to Incoterms 2010. For orders with a net value of less than NOK 1000 an extra delivery cost of NOK 150 will be charged. Supplier will for all deliveries from the Norwegian warehouse facilities undertake to pack and ship (in same shipment, if requested) all products purchased (green, yellow and red). Supplier shall advise Incentra member if such co-shipment will cause unexpected delay / waiting time. This co-packing/shipment is free of charge.			
<b>Services from supplier that will give additional cost reductions:</b> Use of Solar webshop			

# Fact Sheet – MAN Diesel & Turbo

<p><b>Start date:</b> January 1st 2016 (Effective January 27th 2016)</p>	<p><b>End date:</b> December 31st 2018</p>	<p><b>Optional Period:</b> 1 additional year (2019)</p>	<p><b>Optional Period Warning Due:</b> 3 months prior to expiry</p>										
<p><b>Contact Persons for Services:</b></p>													
<p><b>Suppliers Commercial Contact Person:</b> Key Account Manager: Merete Hallien <a href="mailto:Merete.hallien@man.eu">Merete.hallien@man.eu</a> Mob.: +47 926 93 246</p> <p><u>Copenhagen 2-stroke spare parts:</u> Thomas Vase Petersen <a href="mailto:Thomasv.petersen@man.eu">Thomasv.petersen@man.eu</a></p> <p><u>Holeby 4-stroke spare parts:</u> NN (New contact expected soon, please refer to KAM)</p> <p><u>Augsburg-TC spare parts:</u> Daniela Kaes <a href="mailto:Daniela.kaes@man.eu">Daniela.kaes@man.eu</a></p>		<p><b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117</p>											
<p><b>Services included in the agreement :</b> Spare parts discount agreements for: MAN Copenhagen 2-stroke (CPH), MAN Holeby 4-stroke (HOL), MAN Augsburg Turbo (AUG-TC)</p>													
<p><b>Special Conditions :</b> Additional discounts can be negotiated for bulk orders and special projects</p>													
<p><b>Compensation model/prices:</b> <u>CPH and HOL</u></p> <table style="width: 100%; border: none;"> <tr> <td style="padding-right: 20px;">Lead time less than 4 months:</td> <td>31% Discount</td> </tr> <tr> <td>Lead time 4 months or more:</td> <td>33% Discount</td> </tr> <tr> <td>Lead time 6 months or more:</td> <td>36% Discount</td> </tr> </table> <p>Additional 2% cash discount applicable for payment within 14 days after date of invoice. Long lead time discount only applicable when requested in RFQ.</p> <p><u>AUG-TC</u></p> <table style="width: 100%; border: none;"> <tr> <td style="padding-right: 20px;">Lead time less than 6 months:</td> <td>12,5% Discount</td> </tr> <tr> <td>Lead time 6 months or more and order size larger than EUR 75.000,-:</td> <td>15,5% Discount</td> </tr> </table> <p>Long lead time discount only applicable when requested in RFQ.</p>				Lead time less than 4 months:	31% Discount	Lead time 4 months or more:	33% Discount	Lead time 6 months or more:	36% Discount	Lead time less than 6 months:	12,5% Discount	Lead time 6 months or more and order size larger than EUR 75.000,-:	15,5% Discount
Lead time less than 4 months:	31% Discount												
Lead time 4 months or more:	33% Discount												
Lead time 6 months or more:	36% Discount												
Lead time less than 6 months:	12,5% Discount												
Lead time 6 months or more and order size larger than EUR 75.000,-:	15,5% Discount												
<p><b>Price adjustments :</b> Yearly review of agreement possible if required. Any changes must be negotiated and agreed between the parties.</p>													
<p><b>Payment Terms :</b> Current month + 30 days from date of invoice</p>													
<p><b>Conditions of Delivery :</b> CPH: Copenhagen, Denmark or Singapore warehouse, subject to availability, FCA (Incoterms 2010) HOL: Frederikshavn, Denmark or Singapore warehouse, subject to availability, FCA (Incoterms 2010) AUG-TC: Gersthofen/Augsburg, FCA (Incoterms 2010). General: Delivery costs will be charged separately on invoice and is not subject to discount.</p>													
<p><b>Services from supplier that will give additional cost reductions:</b> Can be discussed on case by case basis (i.e. optimization of engine operation).</p>													

## Fact Sheet – Rolls-Royce Marine AS

<b>Start date:</b> 01.02.2016	<b>End date:</b> 31.01.2019	<b>Optional Period:</b>	<b>Optional Period Warning Due:</b>
		01.02.2019- 31.01.2020	31.07.2019
<b>Contact Persons for Services:</b> Børge Skeide / Synnøve Grimstad			
<b>Suppliers Commercial Contact Person:</b> Contract Manager: Synnøve Grimstad <a href="mailto:Synnove.grimstad@rolls-royce.com">Synnove.grimstad@rolls-royce.com</a> Mob: +47 913 86551		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b>			
	<b>Service Type</b>	<b>Applicable Special Terms</b>	
1	Provision of Parts.	Orgalime S2000 as amended by Enclosure 3	
2	Installation, repair, maintenance and upgrading of RREquipment (including by way of the installation of Parts) on Vessels performed at a location other than a Supplier Service Centre.	Orgalime Personnel Terms as amended by Enclosure 5	
3	Installation, repair, maintenance and upgrading of RREquipment (including by way of the installation of Parts) performed at a Supplier Service Centre.	Service Centre Terms	
4	Technical advice and instruction provided by Supplier personnel in connection with installation, repair, maintenance (including by way of installation of Parts) performed on RREquipment by Member or 3 <sup>rd</sup> parties contracted by Member at sites nominated by Member.	Technical Advice Terms	
5	Training services in respect of RREquipment.	Training Services Terms	
6	Provision of diesel parts on an exchange basis from Supplier's World Wide Exchange Pool.	World Wide Exchange Pool Terms	
7	Provision of Thruster Support Pool Thrusters.	Orgalime S2000 as amended by Enclosure 3 and Thruster Support Pool Terms	
8	Field Service	Orgalime S2000 O95	
<b>(!)Power by Hour and Energy Management will be included in the agreement as an addendum Q1-2017</b>			
<b>Special Conditions :</b>			
<b>Compensation model/prices:</b> Discount on spare parts, based on the annual best turnover last 2 years			



## Fact Sheet – Rolls-Royce Marine AS

INDIVIDUAL MEMBER TURNOVER MILL. NOK.	% DISCOUNT
0-2	5
2-10	7
10-30	9
30-50	11
50-80	12
>80	13

+2% additional spare part discount when order placed 4 months or more before delivery date

**Price adjustments :** From time to time. Supplier will inform about changes 30 days prior to effective date.

**Payment Terms :** 30 days credit

**Conditions of Delivery :** FCA

**Services from supplier that will give additional cost reductions:**  
Early ordering discount, 2% additional discount on spares ordered 4 months or more before delivery date.

## Fact Sheet – Pon Power AS

<b>Start date:</b> March 1st 2015	<b>End date:</b> March 1st 2019	<b>Optional Period:</b> 1 year (2020)	<b>Optional Period Warning Due:</b> 1 <sup>st</sup> October 2018.
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**Contact Persons for Services:**

<b>Suppliers Commercial Contact Person:</b> Sales Manager – aftersales Sigrid Lønn <a href="mailto:sigrid.lonn@pon-cat.com">sigrid.lonn@pon-cat.com</a> Mob: 97122979	<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117
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**Services included in the agreement :**

This Agreement covers all genuine spare parts for Caterpillar and MAK engines and service performed by Supplier ordered by an Incentra member from Supplier for which prices, discounts and terms and conditions are set forth in the Agreement.

**Compensation model/prices:**

**Discounts:**

The following discounts are applicable for this agreement:

<b>Parts and service discounts Caterpillar</b>						
<i>Product/Condition</i>	For Committed Incentra members					For Non-Committed Incentra members
	Volume based		CSA overhaul discount			Standard discount
	Flex	Control	Order <60 days before delivery	Order 60-90 days before delivery	Order >90 days before delivery	
Parts if total turnover*) 0 - MNOK 3/year	15 %	19 %	30 %	31 %	33 %	10,00 %
Parts if total turnover *) > MNOK 3/year	17 %	23 %				15,00 %
Parts if total turnover *) > MNOK 6/year	18 %	27 %				18,00 %
Parts if total turnover *) > MNOK 10/year	18 %	27 %	30 %	31 %	33 %	27,00 %
Service discount	0 %	0 %	10 %	10 %	10 %	5 %

<b>Parts and service discounts MaK</b>						
<i>Product/Condition</i>	For Committed Incentra members					For Non-Committed Incentra members
	Volume based		CSA overhaul discount			Standard discount
	Control					
Parts if total turnover*) 0 - MNOK 3/year	6,50 %		10 %			2 %
Parts if total turnover *) > MNOK 3/year	8 %					2,50 %
Parts if total turnover *) > MNOK 6/year	9,50 %					3 %
Service discount	10 %		15 %			0 %

\*Total turnover shall mean the combined total purchase volume calculated as the average of total turnover for the last three (3) calendar years for Caterpillar and MaK aftermarket service and parts for the Committed Member.

**The following definitions shall be applicable for the discount table:**

- **Non-Committed Incentra Member:** the Incentra Member that has not signed a Commitment Form and has thus not accepted the CSA.

## Fact Sheet – Pon Power AS

- **Volume based discounts – Non-committed Incentra members:** The discount for Non-Committed Incentra Members is a volume based discount for Caterpillar and MaK parts included in this Agreement.
- **Committed Incentra Member:** the Incentra Member that has signed a Commitment Form and has thus accepted the CSA.
- **Volume based discounts - Committed Incentra members:** applies for Committed Incentra Members. The discount is valid for all purchases for Goods-/and Services included in this Agreement, except for CSA Overhaul discount as per below. This means these discounts also applies for Committed Incentra members for **Service Filter package**
- **CSA Overhaul discount:** applies for Committed Incentra members for vessels on a Control level on planned overhaul maintenance. The discount may vary depending on the leadtime between order and delivery (order 90days or 60 days before delivery to achieve greater discounts). It could also vary due to where the overhaul is to be performed (Domestic, International, At sea as described in Article 5.1.3).

**Validity of prices: Please note that the Incentra Agreement will overrule this Fact Sheet.**

The discounts are valid through the Agreement period. Service prices may be changed annually with effect from January 1st.

Supplier is entitled to update/ amend the prices on parts two (2) times a year effective 1st February and 1st August.

Commitment forms will be sent to Incentra members when prices have been updated with all price and overhaul planning information.

Pon Power shall confirm the final and accurate price in accordance with the Agreement in the official quotation for the planned Purchase Order.

**Payment Terms :** Forty-five (45) days from the date of the invoice.

**Conditions of Delivery :**

Unless other specified, all delivery conditions comply to Incoterms 2010, EX FCA, Supplier's warehouses.

Currently that is:

FCA, Oslo - Brobekkveien 62 for Caterpillar parts

FCA, 23 days after order confirmation, Bolier, Dordrecht, Nederland for MaK parts.

## Fact Sheet – Lintec Testing Services Ltd

<b>Start date: 01/01/2015</b>	<b>End date: 31/12/2017</b>	<b>Optional Period: 1 Year (2018)</b>	<b>Optional Period Warning Due: 01/10/2017</b>
<b>Contact Persons for Services:</b> Mrs Tracy Wardell			
<b>Suppliers Commercial Contact Person:</b> Mrs Tracy Wardell tracy.wardell@intertek.com Tel: +44 (0)1325 390171		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Marine Fuel Testing Pre-testing of marine fuels Sample kits & drip samplers Forensic analysis of marine fuels Lubricating Oil Testing (OCM) Bunker Quantity Surveys (BQS) Water analysis Dip-slides (for microbial contamination of marine fuel)			
<b>Special Conditions :</b> Courier charges are included in the cost of marine fuel analysis. 24 hour technical support is included.			

## Fact Sheet – Lintec Testing Services Ltd

### Compensation model/prices:

#### Fuel analysis

ISO8217: 2005/2010/2012 Individual Member Company Sample Bands per Quarter	Price per sample (\$)
1-40 samples /quarter	180
41-100 samples/quarter	175
101-160 samples/quarter	170
161+ samples/quarter	165
<b>Storage</b>	<b>80</b>

#### Additional tests for marine fuel

Test	Price per sample (\$)
Hydrogen Sulphide	78
Lubricity	170
Oxidation Stability	165
Cold Filter Plugging Point	180
Fuel Ignition Analysis	850
FAME by FTIR	150
FAME by Direct Injection GCMS	660
ID of phenolic/acidic compounds by extraction & direct GCMS	1320
ID of polymers by FTIT	350
Extended Run Screening by GCMS headspace	100
Chemical Screening by GCMS headspace	40

#### Pre-testing

Port	Price per sample (\$)
Rotterdam	700
Singapore	750
St Petersburg	1970
Talinn	1480
Fujairah	1300

#### Sample kits

Kit Type	Destination	Price per kit (\$)
Standard	UK/Rotterdam/Singapore	Free of Charge
Standard	Rest of World	60
Standard + cubitainers	UK/Rotterdam/Singapore	80
Standard + cubitainers	Rest of World	140

Before & after purifier kits are free for vessels in UK/Rotterdam & Singapore and charged at \$60/kit for the rest of the world.

#### Drip samplers

## Fact Sheet – Lintec Testing Services Ltd

<b>Drip samplers</b>	<b>Size (")</b>	<b>Price (\$)</b>
FG-K1-122-KW	2	770
FG-K1-123-KW	3	732
FG-K1-124-KW	4	790
FG-K1-125-KW	5	864
FG-K1-126-KW	6	935
FG-K1-128-KW	8	1170
FG-K1-130-KW	10	1450

### **Lubricating Oil Testing (OCM)**

	<b>Hydraulic &amp; Lube Oil Price per sample (\$)</b>	<b>Particle Count Analysis Price per sample (\$)</b>
Incentra Entry Price	40	20
>50 samples/quarter	35	20

### **Bunker Quantity Surveys (BQS)**

Singapore: \$550/first 6 hours + \$30/hour thereafter

Japan: \$700/first 6 hours + \$90/hour thereafter

Rest of World: \$600/first 6 hours + \$60/hour thereafter

For regular volumes of BQS, discount pricing will be negotiated with the individual company

### **Water Analysis**

Water testing can be carried out in the UK, Singapore and Fujairah at the following prices

Potable water: \$400/sample

Recreational water: \$240/sample

### **Dip-Slides**

Dip-slide kits for monitoring microbial contamination of marine fuels are \$32 per box of ten slides.

### **Price adjustments :**

The cost of lubricity analysis has been reduced by USD 10 to USD 160 per sample.

**Payment Terms :** 30 days from date of invoice

## Fact Sheet – Lintec Testing Services Ltd

### **Conditions of Delivery :**

Marine Fuel Testing – ISO8217:2005/2010/2012

All samples are tested and reported within 24 hours of receipt in our laboratories, with final reports issued via email to the relevant client office and vessel, as instructed. Sample reports are also stored on a client specific, password protected area of the Lintec webpage, for clients to access as and when required.

Lintec Testing Services Ltd provide comprehensive sample test kits containing 36 HDPE/750ml sample bottles, 12 HDPE MARPOL Annex VI bottles, all the necessary locking caps, tag seals, bottle packaging, sample bottle labels, Bunker Delivery Forms, DHL airway bills and other relevant documentation. In addition, the sample kits can also contain cubitainers for the initial harvesting of the sample through the vessel's manual drip sampler.

Lintec offer all clients our free-of-charge Priority Advantage Desk (PAD) service which enables the faster expedition and tracking of samples from the vessel to our laboratories. Clients can take advantage of this service by either completing a hard copy form and emailing it to our office or on-line through our webpage. This services has proven to save at least one day on the total turnaround for a fuel sample.

In addition to the full marine fuel testing sample kits, 'Before & After Purifier' kits can be provided to vessels wishing to confirm the performance of their on-board purifiers.

### **Services from supplier that will give additional cost reductions:**

Extending the services utilized beyond fuel analysis e.g. lube oil analysis.

## Fact Sheet - Tess AS

<b>Start date:</b> 01.01.2014	<b>End date:</b> 30.06.2018	<b>Optional Period:</b> None	<b>Optional Period Warning Due:</b>
<b>Contact Persons for Services:</b>			
<b>Suppliers Commercial Contact Person:</b> Marketing Director: Frode Soot <a href="mailto:Frode.soot@tess.no">Frode.soot@tess.no</a> Mob: 909 72 433		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Supplier of all types of low and high pressure flexible hoses, pipes and assemblies, and wide range of MRO products (maintenance – repair – operational). Possibilities to implement TESS Hose Management system (THM) on ships/vessels.			
<b>Special Conditions :</b> Deliveries to new buildings, other larger projects and/or products may require individual agreement between Incentra member and TESS. This has to be agreed upon between the two parties.			
<b>Compensation model/prices:</b> TESS Catalogue prices less agreed discounts for Norway and Denmark. Denmark has lower availability than Norway, only focus on low and high pressure hoses. For Aberdeen there is a net pricelist in GBP. Also in Aberdeen the range of products are lower than Norway. For deliveries in Brasil, only low and high pressure hoses, prices on request.  Technical service(emergency stand by service) according to serviceplan/servicephones: 07.00-16.00                      NOK 650 16.00-21.00                      NOK 930 21.00-07.00                      NOK 1397 Saturdays and Sundays        NOK 1397 Rate for equipped mobile service cars: NOK 9,80/km Other travel accommodations: Actual cost + 5 %  <b>Art. 5</b> In addition to the existing commercial terms and conditions in article 5, members can commit to a specified product area, and a commitment rebate shall be negotiated between the parties dependent on size and scope of the product area in question, but minimum 2 %.  In addition to the existing commercial terms and conditions in article 5, an additional discount on system integration – Dependent on size of integration, and varies from 2-4% of net invoice value (only in Norway and except TESS Hose Management)			
<b>Price adjustments :</b> All prices (including UK and Denmark) can maximum be adjusted on a yearly basis in accordance with change in SSB price index “Other consumer goods produced in Norway”. Basis index for this contract is October 2013: 163,20.			
<b>Payment Terms :</b> Net 60 days after invoice date.			
<b>Conditions of Delivery :</b> DDP forwarding agent in Denmark, Aberdeen and Norway			
<b>Services from supplier that will give additional cost reductions:</b> Members can commit to a specified product area, and a commitment rebate shall be negotiated between the parties dependent on size and scope of the product area in question, but minimum 2 %. In addition to the existing commercial terms an additional discount on system integration – Dependent on size of integration, and varies from 2-4% of net invoice value.			

<b>TESS in Norway</b>	Country code to Norway :+ 47		
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## Fact Sheet – TESS

AUKRA Nerbø 6480 Aukra	Phone: 71 17 11 10 Service no: 99 48 24 80 E-mail: <a href="mailto:aukra@tess.no">aukra@tess.no</a>	MONGSTAD Litlås 1 5954 Mongstad	Phone.: 56 16 76 60 Service no: 91 72 75 00 E-mail: <a href="mailto:mongstad@tess.no">mongstad@tess.no</a>
ARENDAL Sørsvannsvn. 16a 4848 Arendal	Phone.: 37 05 99 10 Service no: 91 15 99 10 E-mail: <a href="mailto:arendal@tess.no">arendal@tess.no</a>	NARVIK Fagernesveien 20 8514 Narvik	Phone.: 48 16 07 20 Service no: 48 16 07 29 E-mail: <a href="mailto:narvik@tess.no">narvik@tess.no</a>
BERGEN Kokstadvegen 35 A Box 142 Kokstad 5863 Bergen	Phone.: 55 11 47 00 Service no: 91 39 11 41 E-mail: <a href="mailto:bergen@tess.no">bergen@tess.no</a>	ORKANGER Grønørveien 19 7300 Orkanger	Phone.: 72 48 22 66 Service no: 95 15 99 56 E-mail: <a href="mailto:orkanger@tess.no">orkanger@tess.no</a>
DUSAVIK Bygg 4 Dusavikbasen 4029 Stavanger	Phone: 51 72 62 20 Service no: 48 10 38 08 E-mail: <a href="mailto:dusavik@tess.no">dusavik@tess.no</a>	OSLO Verkseier Furulundsv. 9 Box 52 Alnabru 0614 Oslo	Phone.: 23 14 11 10 Service no: 95 07 25 11 E-mail: <a href="mailto:oslo@tess.no">oslo@tess.no</a>
EGERSUND Varbergsveien 1 4370 Egersund	Phone: 51 46 49 49 Service no: 51 46 49 49 E-mail: <a href="mailto:egersund@tess.no">egersund@tess.no</a>	PORSGRUNN, Frednesøya 11, Box 86 3933 Porsgrunn	Phone.: 35 51 60 40 Service no: 90 04 66 40 E-mail: <a href="mailto:porsgrunn@tess.no">porsgrunn@tess.no</a>
FARSUND Lauervik Terrasse 4550 Farsund	Phone: 38 39 00 11 Service no: 91 13 31 22 E-mail: <a href="mailto:farsund@tess.no">farsund@tess.no</a>	RØRVIK Havnegt. 4 7900 Rørvik	Phone: 74 36 64 80 Service no: 99 42 79 00 E-mail: <a href="mailto:rorvik@tess.no">rorvik@tess.no</a>
FLORØ Botnaneset 6900 Florø	Phone.: 57 75 73 30 Service no: 57 82 84 20 E-mail: <a href="mailto:floro@tess.no">floro@tess.no</a>	SANDEFJORD, Moveien 53 Box 203 3201 Sandefjord	Phone.: 33 02 43 80 Service no: 91 61 95 40 E-mail: <a href="mailto:sandefjord@tess.no">sandefjord@tess.no</a>
HAMMERFEST Brenneriveien 24-30, Box 1040 9616 Hammerfest	Phone.: 78 40 78 40 Service no: 78 40 78 40 E-mail: <a href="mailto:hammerfest@tess.no">hammerfest@tess.no</a>	SANDNES Stavangervn.14 4313 Sandnes	Phone.: 51 60 76 60 Service no: 48 10 38 08 E-mail: <a href="mailto:sandnes@tess.no">sandnes@tess.no</a>
HAUGESUND Garpaskjærveien 1E, 5527 Haugesund	Phone.: 52 70 45 00 Service no: 91 53 25 05 E-mail: <a href="mailto:haugesund@tess.no">haugesund@tess.no</a>	SANDVIKA Vangkroken 2-4 1359 Rud	Phone.: 67 17 12 40 Service no: 95 07 25 11 E-mail: <a href="mailto:sandvika@tess.no">sandvika@tess.no</a>
HERØY Mjølstadneset 6092 Eggesbønes	Phone.: 70 08 00 80 Service no: 70 08 00 80 E-mail: <a href="mailto:heroy@tess.no">heroy@tess.no</a>	SLØVÅG Sløvåg Industriområde 5960 Sløvåg	Phone.: 57 78 14 60 Service no: 91 72 75 00 E-mail: <a href="mailto:slovag@tess.no">slovag@tess.no</a>
KARMØY Husøyveien 241 4299 Avaldsnes	Phone.: 52 81 44 00 Service no: 91 53 25 05 E-mail: <a href="mailto:karmoy@tess.no">karmoy@tess.no</a>	SOTRA/CCB Box 36 5346 Ågotnes	Phone.: 56 31 35 00 Service no: 91 39 11 41 E-mail: <a href="mailto:sotra@tess.no">sotra@tess.no</a>
KIRKENES Tippveien 10 9900 Kirkenes	Phone: 78 97 35 50 Service no: 970 444 07 E-mail: <a href="mailto:kirkenes@tess.no">kirkenes@tess.no</a>	STAVANGER Plattformveien 8 4056 Tananger	Phone.: 80 08 32 22 Service no: 48 10 38 08 E-mail: <a href="mailto:stavanger@tess.no">stavanger@tess.no</a>
KOLLSNES Oen 5337 Rong	Phone.: 56 38 70 30 Service no: 91 39 11 41 E-mail: <a href="mailto:kollsnes@tess.no">kollsnes@tess.no</a>	STORD Box 1204 Heiane 5406 Stord	Phone.: 53 40 97 70 Service no: 53 40 97 70 E-mail: <a href="mailto:stord@tess.no">stord@tess.no</a>
KNARVIK Ikenberget 10 5911 Alversund	Phone: 55 60 22 00 Service no: E-mail: <a href="mailto:knarvik@tess.no">knarvik@tess.no</a>	TROMSØ Terminalgata 110, Postboks 2980 Sluppen, Tromsø	Phone: 77 65 30 40 Service no: 95 40 47 24 E-mail: <a href="mailto:tromso@tess.no">tromso@tess.no</a>
KRISTIANSAND Buråsen 5 4636 Kristiansand	Phone.: 38 12 36 20 Service no: 90 11 55 40 E-mail: <a href="mailto:kristiansand@tess.no">kristiansand@tess.no</a>	TRONDHEIM Anton Grevskotts veg 2 Box 2980 Sluppen	Phone.: 73 95 20 00 Service no: 95 15 99 56 E-mail: <a href="mailto:trondheim@tess.no">trondheim@tess.no</a>
KRISTIANSUND Verkstedvn. 6C 6502 Kristiansund	Phone.: 71 56 58 90 Service no: 91 59 50 44 E-mail: <a href="mailto:kristiansund@tess.no">kristiansund@tess.no</a>	ULSTEINVIK Brendehaugen 6065 Ulsteinvik	Phone.: 70 01 82 30 Service no: 700 800 80 E-mail: <a href="mailto:ulsteinvik@tess.no">ulsteinvik@tess.no</a>
KÅRSTØ 5565 Tysværvåg	Phone: 52 77 45 70 Service no: 91 53 25 05 E-mail: <a href="mailto:karsto@tess.no">karsto@tess.no</a>	VERDAL, Neptunvn. 1 Box 825 7651 Verdal	Phone.: 74 04 39 10 Service no: 95 85 03 55 E-mail: <a href="mailto:verdal@tess.no">verdal@tess.no</a>
LARVIK Elveveien 12B	Phone.: 33 11 80 40 Service no: 91 61 95 40 E-mail: <a href="mailto:larvik@tess.no">larvik@tess.no</a>	ØLENSVÅG Bjoavegen 8B, Box 52 5582 Ølensvåg	Phone: 53 00 41 00 E-mail: <a href="mailto:olensvag@tess.no">olensvag@tess.no</a>
MOLDE Årøseterv. 1b Box 2024, 6402 Molde	Phone.: 71 20 32 30 Service no: 91 63 99 04 E-mail: <a href="mailto:molde@tess.no">molde@tess.no</a>	ÅLESUND Lerstadvegen 508 Box 7645, Spjelkavik 6022 Ålesund	Phone.: 70 17 79 00 Service no: 90 20 95 80 E-mail: <a href="mailto:more@tess.no">more@tess.no</a>
<b>TESS Internationally</b>			
Aberdeen(Scotland): TESS Aberdeen Ltd. Unit 2, Miller Street, AB11 5AN, Aberdeen Scotland	Phone: (44) 1224 594050 Service no: (44) 1224 594050 E-mail: <a href="mailto:aberdeen@tesshose.com">aberdeen@tesshose.com</a>	Macaé (Brazil)_ TESS Macaé Avenida Antonio, Abreu 1.850 Nova Cidade Macaé – Rio de Janeiro	Phone: (55) 2227576200 Service no: E-mail: <a href="mailto:macae@tesshose.com">macae@tesshose.com</a>
Esbjerg (Denmark): TESS Esbjerg Tværkaj 4 DK-6700 Esbjerg, Denmark	Phone: (45) 75 45 78 51 Service no: (45) 75 45 78 51 E-mail: <a href="mailto:esbjerg@tesshose.com">esbjerg@tesshose.com</a>	Rio (Brazil)_ TESS Rio Rua Santa Clara 102, Ponta da Areia, CEP 24.040-050 Niterói, RJ, Brazil	Phone: (55) 2126211177 Service no: E-mail: <a href="mailto:rio@tesshose.com">rio@tesshose.com</a>
Houston (USA): TESS Hose Management 5006 Railroad Ave, Deer Park, TX 77536 USA	Phone: (1) 281 9309191 Service no: E-mail: <a href="mailto:houston@tesshose.com">houston@tesshose.com</a>		

## Fact Sheet – TOOLS AS

<b>Start date:</b> 01.01.2016	<b>End date:</b> 01.01.2020	<b>Optional Period:</b>	<b>Optional Period Warning Due:</b>
<b>Contact Persons for Services:</b> <a href="https://tools.no/avdelinger/">https://tools.no/avdelinger/</a>			
<b>Suppliers Commercial Contact Person:</b>  KAM Sveinung Hatlevik <a href="mailto:sveinung.hatlevik@tools.no">sveinung.hatlevik@tools.no</a> +47 97587387		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement:</b>  Deliveries of TOOLS' total range of products, which includes (not limited to), tools, fasteners, electrical hand tools, cutting & grinding equipment, chemicals, machines, workshop equipment, lifting equipment, hoses, gaskets and other industrial components and consumables.  <a href="http://WWW.TOOLS.NO">WWW.TOOLS.NO</a>			
<b>Special Conditions:</b> N/A.			
<b>Compensation model/prices:</b>  Discounts on TOOLS gross prices + net price list.			
<b>Price adjustments:</b> Net prices may maximum be changed with the change in SSB KPI in the last 12 month period defined as October in the year before price change compared to index previous October ( <a href="http://www.ssb.no/konsumprisindeks">www.ssb.no/konsumprisindeks</a> ). Basis for the agreement is KPI October 2015 at value 141,2.			
<b>Payment Terms:</b> Free invoice month + 45 days			
<b>Conditions of Delivery:</b> <b>Free delivery, DDP According to Incoterms 2010, for all deliveries within 30 km from a TOOLS warehouse or shop/delivery point.</b> For other, normal, deliveries the Supplier may charge transportation cost for distance beyond 30 km at cost. The Incentra member may order at one Supplier location for delivery at another Supplier location. The 30 km free delivery is based on the Supplier Delivery location. For rush orders, Supplier may charge a fee to reflect actual, extra delivery cost.			
<b>Services from supplier that will give additional cost reductions:</b>			

## Fact Sheet – Ahlsell

<b>Start date:</b> Extended January 1. 2017	<b>End date:</b> June 30. 2019	<b>Optional Period:</b>	<b>Optional Period Warning Due:</b>
<b>Contact Persons for Services:</b>			
<b>Suppliers Commercial Contact Person:</b> Svein Børtveit, Main Contact. <a href="mailto:svein.bortveit@ahlsell.no">svein.bortveit@ahlsell.no</a> Mob: +47 90845984  There is also a list of contact person per member		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> <b>Supply of HVAC products:</b> Pipes, fittings and valves, designed for maritime use. Also full range of other products for plumbing, such as clamps, toilets, faucets, showers, instruments, solenoid valves, etc. <b>Supply of Composite Gratings:</b> For walk platforms and stairs, including hand rails.			
<b>Special Conditions :</b> Not included: product range E (electro), R (Refrigeration) and T (Tolls)			
<b>Compensation model/prices:</b> Prices according to price list and agreed discounts per product categories. In addition - Loyalty program based on even stronger discounts within agreed limit of PO values.			
<b>Price adjustments :</b> January 1. July 1.			
<b>Payment Terms :</b> Free Month plus 30 days			
<b>Conditions of Delivery :</b> DDP delivery address in Norway. All costs included, except from pallets according to ISPM 15, when needed.			
<b>Services from supplier that will give additional cost reductions:</b> <ul style="list-style-type: none"> <li>• Alternative products and product ranges in different price levels.</li> <li>• Support of knowledge from Ahlsell experts, when needed, in choosing right product and total solution.</li> <li>• Ahlsell Norge intends to do all procedures right first time, in effort to reduce indirect costs:                      Right product, agreed price, correct PO identification, agreed documents enclosed the delivery, agreed terms, agreed way of invoicing.</li> <li>• Ahlsell may also supply from a full range of product categories outside the agreement:                      Products for electric installations                      Tools and machines                      Personal protection                      Which is an option for reducing number of PO's and invoices to handle.</li> </ul>			

## Fact Sheet – Fuji trading CO. Ltd. (Japan)

<b>Start date:</b> Jan. 2015	<b>End date:</b> Dec. 2017	<b>Optional Period:</b> 1 Year	<b>Optional Period Warning Due:</b> Oct. 1, 2017
<b>Contact Persons for Services:</b>			
<b>Suppliers Commercial Contact Person:</b> Mr. Masa Nishino / Fuji Trading (Marine) B.V. Office Tel: +31 10-491-3740 Mobile: +31 6-137-16648 Group Email: <a href="mailto:mail-2@fujitrading.co.uk">mail-2@fujitrading.co.uk</a> Personal Email: <a href="mailto:nishinom@fujitrading.nl">nishinom@fujitrading.nl</a>  Hanil-Fuji (Korea) Ltd. – tel.: +82 51 712 8418 Mr. Bob Hong / <a href="mailto:spare1@hanilss.com">spare1@hanilss.com</a>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Trading agreement for Japanese / Korean / Chinese Spare Parts & Engineering Services  Fukui Safety Valve (Soft Goods) / 2. Naniwa Pump / 3. Mitsubishi Purifier / 4. Akasaka Main Engine / 5. Sunflame Burner & Incinerator / 6. Niikura Valve & Filter, etc. / 7. Volcano Burner & Incinerator / 8. Namirei & Daikin Conditioner / 9. Kawasaki Deck Machineries / 10. Musasino Level Gauges, etc. / 11. Miura Boiler, FW Generator & Incinerator / 12. Komyo Gas Detector / 13. Yanmar Aux Engine / 14. Yokogawa Navigagation Equip. as per agreement  All other Japanese / Korean / Chinese spares. Annual and 5 years <u>life boat inspections</u> – Japanese makers. Tarrif of each location is given in the agreement details (e.g. The Netherlands, Taiwan, UAE, Spain, etc.).  Repairing and engineering services for specific Japanese OM – see agreement.			
<b>Special Conditions :</b> <u>Japanese spare parts:</u> Individual makers list price - minus rebate. For approved prices from maker a split of price 50% between Fuji & Incentra.  All other Japanese makers: purchase cost + 5% handling fee. Minimum handling fee: 2000 YEN  <u>Korean &amp; Chinese spare parts:</u> Makers price + 5% handling fee. All orders are up for a handling fee of USD 20  For detailed pricing – see agreement.			
<b>Compensation model/prices:</b>			
<b>Price adjustments :</b> Not applicable			
<b>Payment Terms :</b> Free Invoice Month + 30 days			
<b>Conditions of Delivery :</b> Incoterm 2010 <ul style="list-style-type: none"> <li>● DDP Kobe / Osaka, Japan, for Japanese spares</li> <li>● DDP Pusan, Korea, for Korean spares</li> <li>● DDP Shanghai / Dalian, China (depends on maker's factory place) for Chinese spares</li> </ul>			
<b>Services from supplier that will give additional cost reductions:</b> Not applicable			

## Fact Sheet – ISS Shipping (Japan)

<b>Start date:</b> 1st January, 2015	<b>End date:</b> 31st December, 2017	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b> 1st Oct. 2017
<b>Contact Persons for Services:</b>			
<b>Suppliers Commercial Contact Person:</b>  Ms. Yayoi Asada, Sales Supervisor <a href="mailto:asada.yayoi@iss-shipping.com">asada.yayoi@iss-shipping.com</a>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement:</b> Japanese, Korean and Chinese marine related genuine machinery genuine original spare parts, equipment and technical services			
<b>Special Conditions:</b>			
<b>Compensation model/prices:</b>  Japanese manufacturers overall discount to Incentra. Special discounts obtained from major manufacturers are applied only to only Incentra members.  For Korean and Chinese manufacturers: cost price + 4%. Minimum administration charge per order: 4000 YEN  Repair and services of marine equipment – see agreement. Supplier are entitled to charge 6% administration fee of cost price for sub-supplier.			
<b>Price adjustments:</b> In case of bulky purchase, ISS will negotiate with manufacturers for special discount on behalf of Incentra members on spot basis.			
<b>Payment Terms :</b> Free delivery month + 45 days			
<b>Conditions of Delivery :</b> For Japanese spare parts, DDP to forwarding agent in Osaka, according to incoterms 2010 For Korean spare parts, DDP to forwarding agent in Korea, according to incoterms 2010 For Chinese spare parts, DDP to forwarding agent in China, according to incoterms 2010			
<b>Services from supplier that will give additional cost reductions:</b>			

## Fact Sheet Ocean Marine Services (Europe)

<b>Start date:</b> July 2017	<b>End date:</b> July 2018	<b>Optional Period:</b> 2x1 year (July 19/20)	<b>Optional Period Warning Due:</b>
<b>Contact Persons for Services:</b>			
<b>Suppliers Commercial Contact Person:</b>  Branch Manager Danny Lim / europe@oceanma.com TEL: +49-40-2109-12786, MOB: +49-176-2810-7569		<b>Commercial Contact Person Incentra:</b> Contract Manager: Daniel Kolstad / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: +47 468 08 235	
<b>Services included in the agreement :</b>  Korean and Chinese original spare parts (OM).			
<b>Special Conditions :</b> Ocean Marine is a prioritized supplier and are mandatory to include on quoting list. <b>ShipServ ID: 51386</b> <b>Email: europe@oceanma.com</b>			
<b>Compensation model/prices:</b>  Net prices will be given, no additional fees, mark-ups or minimum orders, etc. No additional fees or mark-ups on delivery & normal packing. Price on request for special packaging (e.g. wooden packaging, etc.)  Each offer will be given with a valid date for prices. If firm orders are placed after validity expired, we try to keep the price as offered. However, price need to be revised through negotiation with clients in case of significant price rise from the maker.			
<b>Price adjustments :</b>  N/A			
<b>Payment Terms :</b> Free invoice month + 45 days. By T/T Remittance within 45 days after shipment			
<b>Conditions of Delivery :</b>  Ex-works Ulsan *Our delivery term is flexible and negotiable depending cases or circumstances.			
<b>Services from supplier that will give additional cost reductions:</b>  For bulk orders, Discount for product is available. For bulk orders with heavy scale, Delivery(FOB) or / and Free packing is considerable depending on its situation.			

## Fact Sheet – LDC-Europe Co., Ltd.

<b>Start date:</b> 01.08.2017	<b>End date:</b> 01.08.2018	<b>Optional Period:</b> 2 x 1 year	<b>Optional Period Warning Due:</b> October (annually)
<b>Contact Persons for Services:</b>			
<b>Suppliers Sales Personnel :</b> Ms. Youna Kim (Marketing & Sales Coordinator) <a href="mailto:youna@ldc-europe.com">youna@ldc-europe.com</a> Tel: +44 20 8972 9093 Mob: +44 7771 718 196 <b>SEE ALSO NEXT PAGE</b>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Daniel Kolstad / <a href="mailto:dk@incentra.no">dk@incentra.no</a> Mob: +47 468 08 235	
<b>Services included in the agreement :</b>  Delivers <u>only original spare parts</u> from Korean, Japanese and Chinese ship makers. More about Supplier's brands are listed in the agreement.  <b>LDC is a preferred supplier and shall always receive a quote when spare parts are needed. ShipServID: 59227</b>  Included in the agreement is the following companies/affiliates:  <ol style="list-style-type: none"> <li>1. <b>LDC-Korea</b> : Spare parts</li> <li>2. <b>LDC-China</b> : Spare parts / Marine equipment / Ship repair</li> <li>3. <b>LDC-Japan</b> : Spare parts / Marine equipment</li> <li>4. <b>LDC Crane Service</b> : Ship cranes repair</li> </ol>			
<b>Quoting and response time:</b> All RFQ´s and orders shall be confirmed in writing within two working days after receipt, but the Supplier will endeavor to confirm within the next morning/24 hours and no longer than 3 days. If the Supplier fails to do so, the buyer (Member) shall have the right to cancel the order. If clarification is needed e.g. from ship, response time can be longer.			
<b>Compensation model/prices:</b> <ul style="list-style-type: none"> <li>• Members' will quote Supplier according to specifications</li> <li>• Orders will be placed by Members' if offers are considered to be competitive enough</li> <li>• Prices given will be at net costs, ex. freight</li> <li>• Freight costs shall be given upon request</li> <li>• No minimum amount or minimum order - no fees shall be added</li> <li>• No other fees shall be added</li> <li>• Special packaging will be to a cost (e.g. wooden packing)</li> <li>• Prices will be given in USD</li> </ul>			
<b>Payment Terms</b> : Within free invoice month + 45 days			
<b>Conditions of Delivery :</b> Ex works			
<b>Services from supplier that will give additional cost reductions:</b> Combining multiple orders for shipment may reduce cost of delivery for customer.			
<b>Contacts next page</b>			

## Fact Sheet – LDC-Europe Co., Ltd.

### Contacts

#### **LDC-Korea Co., Ltd. (Head Office)**

Address: Suite 310, Centum SH Valley B/D, #1474, U-Dong, Haeundae-Gu, Busan, Korea

Tel: +82 51 266 4037

Fax: +82 51 266 4038

Email: [general@ldc-korea.com](mailto:general@ldc-korea.com)

Contact person: Mr. S. I. Kim / Managing Director & Chief Technical Officer

#### **LDC Crane Service Co., Ltd.**

Address: 75-12, Nakdong-daero 943beon-gil, Sasang-gu, Busan, Korea

Tel: +82 51 710 1883

Fax: +82 51 263 5009

Email: [general@ldc-crane.com](mailto:general@ldc-crane.com)

Contact person: Mr. Peter Son / Team Manager

#### **LDC-Japan Co., Ltd.**

Address: #3-21 2chome Honmachi Hyogoku Kobe Japan

Tel: +81 78 652 0001

Fax: +81 78 652 0020

Email: [general@ldc-japan.com](mailto:general@ldc-japan.com)

Contact person: Mr. Sako Fujisawa / Technical Officer

#### **LDC-Europe Co., Ltd.**

Address: 15 Church Meadow, Surbiton, Surrey, KT6 5EP, U.K.

Tel: +44 208 972 9093

Email: [general@ldc-europe.com](mailto:general@ldc-europe.com)

Contact person: Ms. Youna Kim / Sales & Marketing Coordinator

#### **LDC-China Co., Ltd.**

Address: RM1701, BLDG2, Huangdao, Qingdao City, P.R. China 266555

Tel: +86 13 8639 18161

Fax: +86 523 86751629

Email: [general@ldc-china.com](mailto:general@ldc-china.com)

Contact person: Mr. Frank Cui / Director



## Fact Sheet – Viking

<b>Start date:</b> 1st January 2016	<b>End date:</b> 31th December 2018	<b>Optional Period:</b> 1 + 1	<b>Optional Period Warning Due:</b> 1st October 2018
<b>Contact Persons for Services:</b> Stein Mortensen / <a href="mailto:SMOR@Viking-life.com">SMOR@Viking-life.com</a> Mob: +47 915 61 088 Jarle Strømsnes / <a href="mailto:JST@viking-life.com">JST@viking-life.com</a> Mob: +47 415 14 945			
<b>Suppliers Commercial Contact Person:</b> Stein Mortensen / <a href="mailto:SMOR@Viking-life.com">SMOR@Viking-life.com</a> Mob: +47 915 61 088		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> <ul style="list-style-type: none"> <li>- Fixed prices for supplying and exchanging liferafts, immersion suits and lifejackets</li> <li>- Fixed prices on Life Saving Appliances</li> <li>- Given 25 % discount on any other products from Viking not specifically listed in the agreement.</li> <li>- Given 20 % discount on all other Global Safety Products</li> <li>- Fixed service prices for immersion suits and lifejackets</li> <li>- Fixed prices for Fire and Safety services</li> <li>- Fast-turnaround servicing/certification of liferafts, lifeboats, immersion suits and lifejackets at fixed prices, by exchanging them for ready – serviced, pre-packaged and properly documented and certificated replacements at the pier.</li> <li>- Dedicated planning with one point of contact/service booking system</li> <li>- Anywhere around the globe and at any major ports</li> <li>- Technical service</li> </ul>			
<b>Special Conditions :</b> Members may select to get invoiced in NOK, USD or EUR			
<b>Compensation model/prices:</b>			
<b>Price adjustments :</b> Prices shall remain fixed until 1 <sup>st</sup> April 2017. Thereafter will prices be adjusted with effect from 1st April every calendar year maximum due to HICP index in the Euro area.			
<b>Payment Terms :</b> Date of receipt of correct invoice + 45 days			
<b>Conditions of Delivery :</b> According to Incoterms 2010 <ul style="list-style-type: none"> <li>-Free delivery according to port list for Viking Liferaft exchange</li> <li>-Free delivery for PPE exchange if arranged together with exchange of liferafts</li> <li>-Free delivery for Global Safety Products if arranged together with exchange of liferafts</li> </ul>			
<b>Services from supplier that will give additional cost reductions:</b> <ul style="list-style-type: none"> <li>- Extra individual discount/price-decrease in case of new-buildings and converting, retrofits or project related supplies</li> <li>- Price- differentiation according to number of vessels on agreements and services</li> </ul>			

## Fact Sheet – Palfinger Marine Safety

<b>Start date:</b> 01.06.2017	<b>End date:</b> 31.05.2022	<b>Optional Period:</b>	<b>Optional Period Warning Due:</b>
<b>Contact Persons for Services:</b>			
<b>Suppliers Commercial Contact Person:</b> Kim Richardsen Phone/ Mob: +47 53483734/ +47 940 22 381 <a href="mailto:kim.richardsen@palfingermarine.com">kim.richardsen@palfingermarine.com</a>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Points of Contact:</b> Service: <a href="mailto:service@palfingermarine.com">service@palfingermarine.com</a> Spares: <a href="mailto:spares@palfingermarine.com">spares@palfingermarine.com</a>			
<b>Services included in the agreement :</b> Annual and 5 yearly inspections on Life Saving Appliances (life boats, rescue boats, davits etc) for all brands (Multibrand) and other services related to regulatory services of such equipment.			
<b>Special Conditions :</b> For additional discounts and upgrade from <b>Incentra Plus</b> to <b>Incentra Commit</b> or <b>Premium</b> , please contact Palfinger Marine.			
<b>Compensation model/prices:</b> <b>Choose a plan that fits your needs: 3 levels of prices and terms:</b> <b>Incentra Plus:</b> Reduced spot rates for Annual and 5 yearly inspection, without any commitment. Alternative work rates, which will fit the customers need, with following discount benefit.  <b>Incentra Commit:</b> "tailor- made", low all- inclusive price for the agreed vessels. Single Point of Contact appointed. All Inclusive service plan covering inspection & service. The annual fee is offered as a fixed fee for 5 years. The fee is determined by your fleet, its equipment, her state and desired ports to be included in the package One contract and Pro-active service coordinators.  <b>Incentra Premium:</b> All- inclusive service plan including inspections, services and spares for agreed vessels LSA equipment. Full guarantee through the whole 5- year period. All-inclusive service plan that covers Inspections, Service and all Spare parts for your Life Saving Equipment at reduced fixed annual rate – worldwide. Covering all expenditure (foreseen and unforeseen) related to owning and maintaining safety equipment. One contract and Pro-active service coordinators.			
<b>Price adjustments :</b> <b>Incentra Plus:</b> Fixed first 12 months. After this opportunity to negotiate from both parties. <b>Incentra Commit/ Premium:</b> Fixed for the whole 5- yearly period.			
<b>Payment Terms :</b> <b>Incentra Plus:</b> Net per 45 days <b>Incentra Commit:</b> Free invoice month + 45 days <b>Incentra Premium:</b> Net per 60 days			
<b>Conditions of Delivery :</b> According to Incentra Terms and Conditions in the Agreement.			
<b>Services from supplier that will give additional cost reductions:</b> Increase Safety and eliminate unpredictable costs. - Service level upgrade from <b>Incentra Plus</b> to <b>Incentra Commit</b> or <b>Premium</b> , will give the Incentra member cost reductions. One contract, One contact and One Invoice  At PALFINGER MARINE, we are constantly innovating and working closely with customers and authorities, to find new and better ways to improve safety at sea. With the world's largest own service network, PALFINGER MARINE is able to follow up your vessels more efficiently than any other service provider in the industry. PALFINGER MARINE provides annual, 5-yearly inspections and maintenance through our wide range of OEM experience and approvals, in order to keep your equipment in compliance with the latest regulations.			

## Fact Sheet – Norsafe

<b>Start date:</b> 01.06.2017	<b>End date:</b> 01.06.2022	<b>Optional Period:</b> No	<b>Optional Period Warning Due:</b> NA
<b>Contact Persons for Services:</b> Jan Evald Såtendal / Service coordinator TBD			
<b>Suppliers Commercial Contact Person:</b> Regional Sales Manager Jan Evald Såtendal <a href="mailto:jes@norsafe.no">jes@norsafe.no</a> Mob : +47 947 95 699 VP Sales Service David Torres <a href="mailto:david.torres@norsafe.com">david.torres@norsafe.com</a>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b>  Services and goods –spare parts related to life saving equipment and included regulatory annual inspections and any other agreed services, including operational testing, performed in accordance with Supplier’s checklist and procedures, SOLAS regulations and applicable IMO guidelines MSC.1Cic.1206Rev.1, MSC.1Cic.1277			
<b>Special Conditions :</b> <ul style="list-style-type: none"> <li>• Net prices for service based on vessel groups.</li> <li>• Combinations outside vessel groups will be agreed between the parties, and prices shall be in accordance with agreed pricing schedule</li> <li>• Fixed prices on annual inspections includes travel and accommodation as per Norsafe port list.</li> <li>• 5-yearly prices are excl. travel and accommodation</li> <li>• Fixed rates applies to working hours 08:00 to 20:00</li> <li>• For travel hours and additional working hours during service jobs special flat rates from Monday to Sunday will apply for Incentra members.</li> <li>• Overtime is not included in the fixed price and if applicable will be charged at the agreed rates, plus a factor of 35% on which the agreed discount will apply.</li> <li>• No overtime will apply to travel time</li> <li>• For delivery of spare parts, Incoterms 2010, ex works Oslo and ARA applies</li> <li>• For mandatory training such as STCW, on-site training and OEM training, the applicable rates will be agreed between the Incentra member and Supplier.</li> <li>• All prices are exclusive of any value added or other sales taxes ("VAT").</li> <li>• Invoiced prices shall be based upon time of ordering</li> <li>• The Price covering the Services, additional activities or additional work set on a payment term of 45 days, and excludes any goods, OEM fees, yard fees, class or flag state fees or any additional charges as required for the provision of performing the Services effectively</li> <li>• Travel expenses, hotels, and subsistence allowances shall be reimbursed at net cost plus a factor of 5%, limited to 2000 NOK.</li> <li>• Claims for travel time reimbursement shall be specified as a separate item on the travel expense invoice. Payments overdue related to travel cost are subject to dunning rate of maximum 2% per day.</li> <li>• Incentras’ Administration Fee shall be calculated ex. VAT.</li> </ul>			

## Fact Sheet – Norsafe

### Compensation model/prices:

Incentras' Administration Fee

Net prices for Incentra members

Vessel Group	Fixed price for Annual	Fixed price for 5 Yearly	Agreed discounts	
A	EUR	EUR 5301	Norsafe spare	15%
B	EUR	EUR 5834	Working Hours	10%
C	EUR	EUR 6443	Travel Hours	10%
D	EUR	EUR 5545		
E	EUR	EUR 4185		
F	EUR	EUR 4658		
G	EUR	EUR 1963		
H	EUR	EUR 2684		
I	EUR	EUR 1778		
J	EUR	EUR 2842		

For travel hours and additional working hours during service jobs for Incentra members, the following flat rates from Monday to Sunday will apply;

Area	Rate for additional	Rate for additional	Discounts on add.
Asia, Americas and	EUR	EUR 90	10%
China	EUR	EUR 70	10%

Definition of vessel groups

P/TELB: Partially/Totally Enclosed Life Boat

FRB: Fast Rescue Boat

RB: Rescue Boat

FF: Free Fall Lifeboat

Life raft Davit: Life raft

Davit Open/Work:

Open/Work boat

Applicable vessel groups

A: P/TELB only

B: P/TELB+FRB/RB

C: P/TELB+FRB/RB+Life raft

Davit D: P/TELB+Life raft Davit

E: FF+FRB/RB

F: FF+FRB/RB+Life raft

Davit G: FRB/RB only

H: FRB/RB+Life raft

Davit I: Life raft Davit

J: Open/Work

## Fact Sheet – Norsafe

**Price adjustments :**

Dependent on yearly business review /meeting

**Payment Terms :**

45 days

**Conditions of Delivery :**

For delivery of spare parts, Incoterms 2010, ex works Oslo and ARA applies

**Services from supplier that will give additional cost reductions:**

NA

## Fact Sheet – Castrol

<b>Start date:</b> 01.09.2016	<b>End date:</b> 31.08.2019	<b>Optional Period:</b> One year	<b>Optional Period Warning Due:</b> 01.06.2019															
<b>Contact Persons for Services:</b>																		
<b>Suppliers Commercial Contact Person:</b> Account Manager Tom Erik Wroldsen <a href="mailto:tom.e.wroldsen@castrol.com">tom.e.wroldsen@castrol.com</a> Mob: 915 19503		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117																
<b>Services included in the agreement :</b>																		
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 60%;">Analysis type / name</th> <th style="width: 20%;">No.of analyses free of charge*)</th> <th style="width: 20%;">Unit price for extra analyses (US\$)</th> </tr> </thead> <tbody> <tr> <td>Caremax regular testing</td> <td style="text-align: center;">36</td> <td style="text-align: center;">60</td> </tr> <tr> <td>Caremax Hydraulic</td> <td style="text-align: center;">10</td> <td style="text-align: center;">100</td> </tr> <tr> <td>Caremax Stern Tube (standard)</td> <td style="text-align: center;">4</td> <td style="text-align: center;">75</td> </tr> <tr> <td>Caremax SDA (Scaving Drain Analyzis)</td> <td style="text-align: center;">2 set</td> <td style="text-align: center;">120 +100/Cylinder</td> </tr> </tbody> </table>				Analysis type / name	No.of analyses free of charge*)	Unit price for extra analyses (US\$)	Caremax regular testing	36	60	Caremax Hydraulic	10	100	Caremax Stern Tube (standard)	4	75	Caremax SDA (Scaving Drain Analyzis)	2 set	120 +100/Cylinder
Analysis type / name	No.of analyses free of charge*)	Unit price for extra analyses (US\$)																
Caremax regular testing	36	60																
Caremax Hydraulic	10	100																
Caremax Stern Tube (standard)	4	75																
Caremax SDA (Scaving Drain Analyzis)	2 set	120 +100/Cylinder																
<b>Special Conditions :</b> Free barges: Antwerp, Rotterdam, Ulsan Singapore, Piraeus Hamburg, New York, Pusan																		
<b>Compensation model/prices:</b> Net pricing with basis as shown in table below. Rebate on list prices. Quartely average ICIS Lor																		
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">ICIS LOR Quotation name</th> <th style="width: 20%;">WEIGHT (%)</th> <th style="width: 30%;">BASE PRICE (US\$/HL*)</th> </tr> </thead> <tbody> <tr> <td>ICIS ASIA PACIFIC</td> <td style="text-align: center;">20%</td> <td style="text-align: center;">55,43</td> </tr> <tr> <td>ICIS US GULF</td> <td style="text-align: center;">12%</td> <td style="text-align: center;">63,94</td> </tr> <tr> <td>ICIS EUROPA</td> <td style="text-align: center;">68%</td> <td style="text-align: center;">57,40</td> </tr> <tr> <td>Weighted average</td> <td style="text-align: center;">100%</td> <td style="text-align: center;">57,79</td> </tr> </tbody> </table>				ICIS LOR Quotation name	WEIGHT (%)	BASE PRICE (US\$/HL*)	ICIS ASIA PACIFIC	20%	55,43	ICIS US GULF	12%	63,94	ICIS EUROPA	68%	57,40	Weighted average	100%	57,79
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ICIS US GULF	12%	63,94																
ICIS EUROPA	68%	57,40																
Weighted average	100%	57,79																
<b>Price adjustments :</b>																		
Ices price period	Price notification	Price change effective																
Jan, Feb, Mar	1-5 April	April 15 <sup>th</sup>																
Apr, May, June	1-5 July	July 15 <sup>th</sup>																
July, Aug, Sep	1-5 Oct	Oct 15 <sup>th</sup>																
Oct, Nov, Dec	1-5 Jan	Jan 15 <sup>th</sup>																
<b>Payment Terms :</b> 45 days from invoice date.																		
<b>Conditions of Delivery :</b> All deliveries made in this Agreement will, if not otherwise agreed be FAS according to Incoterms 2010.																		
<b>Services from supplier that will give additional cost reductions:</b> N/A																		

## Fact Sheet – LukeOil

<b>Start date:</b> September 1st 2016	<b>End date:</b> August 31st 2019	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b> 3 months
<b>Contact Persons for Services:</b> Arild Vartdal			
<b>Suppliers Commercial Contact Person:</b> Arild Vartdal <a href="mailto:Avartdal@lukoil.com">Avartdal@lukoil.com</a> 90728915		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b>  36 oil sample bottles free of charge, including reporting, each vessel each year.			
<b>Special Conditions :</b>  <b>Sign-On-Reward:</b> All INCENTRA Members vessels with 2-stroke crosshead main engines, contracted to LUKOIL Marine Lubricants first year (2017), will be awarded USD 3000 each vessel, based on a 3year contract.  All INCENTRA Members vessels with 4-stroke main engines, contracted to LUKOIL Marine Lubricants first year(2017), will be awarded USD 1,500 each vessel, based on a 3 years contract.  Each member can add 10 key ports each, all members will be given the same prices in the same ports.			
<b>Compensation model/prices:</b>  -IBCs priced as bulk -Scrape down analysis priced as standard used oil analysis reports USD 50 (if exceeding 36)			
<b>Price adjustments :</b> ICIS_LOR quarterly adjustments			
<b>Payment Terms :</b> 60 Days after invoice date			
<b>Conditions of Delivery :</b> FAS Incoterms 2010 if not otherwise agreed with member			
<b>Services from supplier that will give additional cost reductions:</b> -no small order fee -no short notice fee			

## Fact Sheet – Shell Marine

<b>Start date:</b> 1.Sept. 2016	<b>End date:</b> 1. Sept.201 9	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b> 1 month
<b>Contact Persons for Services:</b>			
<b>Suppliers Commercial Contact Person:</b>  Frank Winnberg, <a href="mailto:frank.winnberg@shell.com">frank.winnberg@shell.com</a> Tlf: 473 12 613		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Help to change from competitor products, Starter kit, and access to advanced technical support, supply of lubricants, and 700 different port locations around the globe. Used lube oil analyses.			
<b>Special Conditions :</b> Same day express delivery of lubricants in Norwegian ports Possible to add 10 additional key ports to agreement, flexibility granted if change of key ports are requested. All members will be given same prices. Lube			
<b>Compensation model/prices:</b>			
Members volume (from 1.liter)		Discount USD	
All committed Members		5 CPL	
Members who have met the MVR>500K liter per year		7 CPL	
Members who have met the MVR>1000K liter per year		9 CPL	
<p><b>Examples:</b></p> <p>Customer A lift 1200 K liter 1 200 000*0,09\$ = 108 000\$</p> <p>Customer B lift 998 K liter 998 000*0,07\$ = 69 860\$</p> <p>Customer C lift 502 K Liter 500 000*0,07\$ = 35 000\$</p> <p>Customer D lift 499 K liter 499 000*0,05 = 24 950\$</p>			
<b>Price adjustments :</b> Quarterly, based on movements in base oil index ICIS LOR			
<b>Payment Terms :</b> 45 days after invoice date			
<b>Conditions of Delivery :</b> Pending on port locations, 1- 5 days lead-time			
<b>Services from supplier that will give additional cost reductions:</b> Lube Monitor Plus service. Please contact us for further information.			



## Fact Sheet – Drew Marine

<b>Start date:</b> January 2017	<b>End date:</b> December 2017	<b>Optional Period:</b> TBA	<b>Optional Period Warning Due:</b> Warning Due: To be declared July 2017
<b>Contact Persons for Services:</b>			
<b>Suppliers Commercial Contact Person:</b> AccountExecutive Ole Mustad Drew Marine Norway <a href="mailto:omustad@drew-marine.com">omustad@drew-marine.com</a> Office: 0047-23 35 33 44   Mob: 0047 40452949 Jacob Kjelsdrup – Drew Marine DK: <a href="mailto:jkjelsdrup@drew-marine.com">jkjelsdrup@drew-marine.com</a>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b>  Drew Marine was established in 1928 and has its roots within technical water treatment. Today Drew Marine is market leading within marine chemical applications, water- and fuel treatment, maintenance solutions and have additionally developed into Engineered Systems and Products, Firefighting-, Safety and Rescue Services, welding- and refrigeration products as well as software solutions. The company is headquartered in New Jersey in the United States with regional head offices in Rotterdam, Singapore and Houston. In addition to a network of owned offices around the world a large number of agents are serving the marine industry around the world around the clock.			
<b>Special Conditions :</b> 15% further newbuilding discount, 15% further conversion discount			
<b>Compensation model/prices:</b>  Specified ports declared key-ports, net prices for defined products will apply in these ports. Outside of this combination of a set of general discount rates will apply per product category. World wide pricing is fixed in the agreement period.			
<b>Price adjustments :</b>  To be evaluated as and when required to continually make sure that the agreement reflects the requirements and that the commercial terms are competitive and relevant.			
<b>Payment Terms :</b> Invoice date + 45 days			
<b>Conditions of Delivery :</b>  FAS Incoterm 2010			
<b>Services from supplier that will give additional cost reductions:</b>  Drew Marine is supplying onboard technical service to verify correct chemical water treatment yearly <u>at no additional cost in ports</u> where there are resident service engineers. This will keep the consumption to the required minimum and thus aid in saving costs from unnecessary spend. In addition the service engineer can supply advise on all other products within the product- and service portfolio			

## Fact Sheet – Wilhelmsen Ships Service AS

<b>Start date:</b> Main Agreement 01.01.2014 Rope Agreement 01.01.2017	<b>End date:</b> 31.12.2017 31.12.2019	<b>Optional Period:</b> 1 year (2020)	<b>Optional Period Warning Due:</b> 60 Days
<b>Contact Persons for Services:</b> CS Order handling: <a href="mailto:nina.parlow@wilhelmsen.com">nina.parlow@wilhelmsen.com</a>			
<b>Suppliers Commercial Contact Person:</b> <a href="mailto:Toivo.petterson@wilhelmsen.com">Toivo.petterson@wilhelmsen.com</a> Sales Manager Nordic KAM Incentra SA		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Marine Products: Chemicals, Gases, Refrigerants, Welding equipment and electrodes, Ropes			
<b>Special Conditions :</b> Net prices and worldwide rebate, net payment 45 days, Business review pr/each Member			
<b>Compensation model/prices:</b> <ol style="list-style-type: none"> <li>1. Main Supply Agreement: <ul style="list-style-type: none"> <li>Prices based on agreed;</li> <li>- Key Ports</li> <li>- Net. Priced range of products</li> <li>- WW% for all products on a worldwide base, also valid for Key ports outside the defined range for Net. Priced items.</li> <li>- 1% Admin fee from 1<sup>st</sup> NOK / USD spent</li> <li>- Currency: NOK and USD</li> <li>- Incoterms 2010 – FAS according to WSS standard T&amp;C</li> </ul> </li> <li>2. WSS/TIMM Ropes Agreement: 01.01.2017 – 31.12.2019 <ul style="list-style-type: none"> <li>- Defined net prices according to agreed range and Key Ports</li> <li>- WW% for other worldwide ports.</li> <li>- Focus on standardization and build the right PPO (Port product offer)</li> <li>- Increased no's of delivery sites</li> <li>- Improved logistic solution to secure cost saving deliveries.</li> <li>- Incoterms 2010 – FAS according to WSS standard T&amp;C</li> <li>- Bonus included based upon single order value above USD 1500 = 2%</li> <li>- Commitment bonus per vessel based upon annual revenue = 1,5-3%</li> </ul> </li> </ol> <p>Note: Sea transport is not covered in FAS and subject to delivery from WSS to customers forwarding Agent who then will apply sufficient terms.</p>			
<b>Price adjustments :</b> OECD inflation price adjustment January each year, subject to information and meeting.			
<b>Payment Terms :</b> Net 45 days.			
<b>Conditions of Delivery :</b> - Incoterms 2010 – FAS according to WSS standard T&C Note: Sea transport is not covered in FAS and subject to delivery from WSS to customers forwarding Agent who then will apply sufficient terms. - FAS in WSS means that due to our Global port coverage, WSS deliver FAS with in-house truck with applicable delivery charge as pr/Order confirmation.			
<b>Services from supplier that will give additional cost reductions:</b> <ol style="list-style-type: none"> <li>1. Order value building less transaction cost.</li> <li>2. Ecommerce plattform -&gt; ability to connect up with several portals via our "Blenda" system.</li> <li>3. Correct usage of the Supply Agreement -&gt; understand the scope and prices applicable</li> <li>4. Send the Order based on agreement price and decrease RFQ's -&gt; less transactions.</li> <li>5. Chemical onboard visits -&gt; To ensure standard range are used and training.</li> <li>6. Chemicals produced in Norway at Kjøpmansskjær Tønsberg -&gt; ONE global standard.</li> <li>7. Soft ware f.o.c for Chemical test logging onboard -&gt; Waterproof II</li> <li>8. Welding safety onboard inspections -&gt; to secure the welders safety aspect</li> <li>9. Logistic handling based on equal standard and stock Globaly.</li> <li>10. Rope Management -&gt; Secure standardisation and right onboard standard including project handling to ensure longer life time.</li> <li>11. Complete Member coverage by the WSS Account Managers → 7 AM's available. To ensure professional follow up and conducting Business Review to align and focus on cost savings.</li> </ol>			

## Fact Sheet – Lagaay

<b>Start date:</b> 01-01-2014	<b>End date:</b> 31.12.2017	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b>
<b>Contact Persons for Services:</b> Ada Bergwerff			
<b>Suppliers Commercial Contact Person:</b> Lagaay International Ada Bergwerff Ph:+31104123871 Email: sales@lagaay.com		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Delivery of medicines. Checking medical chest on board. Keeping updated the expiry dates of the medicines on board. Keeping vessels informed about expiry date of the medical certificate.			
<b>Special Conditions :</b> We can check hospital during office hours free of charge. Delivery of order FOC to Ship chandler Rotterdam			
<b>Compensation model/prices:</b> <b>Art. 5:</b> Prices for selected products under the various regulations are as per Enclosures 1 to 12.  For all products not covered by the net price lists in Enclosures 1to12 the Incentra members get discounts as follows: <ul style="list-style-type: none"> <li>• 25% on Supplier's Price List which is available on request.</li> <li>• On orders above €3.000, - net, a discount of 27,5 % will be applicable.</li> <li>• On new buildings and orders above €10.000, - net, a discount of 30% will be applicable.</li> </ul> Above mentioned discounts are based on the following conditions:  <ol style="list-style-type: none"> <li>1. All orders and request for quotations need to be sent in writing.</li> <li>2. Incentra members will participate in the Medical Care System of the Supplier (free of charge) see <a href="http://www.lagaay.com/en/services/medical-care-system.html">http://www.lagaay.com/en/services/medical-care-system.html</a></li> </ol> All net turnover shall be included in turnover reporting as per art 9 and 10.			
<b>Price adjustments :</b> May be adjusted annually.			
<b>Payment Terms :</b> Invoice date + 60 days			
<b>Conditions of Delivery :</b>  D.A.P. Amsterdam - Rotterdam - Antwerp region (ARA) according to Incoterms 2010. Supplies can also be brought directly on board of the vessel, on request of the Buyer's members, when the vessel calls a port in the ARA-region. This will be done free of charge during below defined office hours.  If deliveries / inventories have to take place outside office hours, the Supplier may charge an extra fee (see Enclosure 15 for exact amounts). Office hours are defined as follows: Monday-Friday from 08:00-16:30.  For deliveries outside ARA, Supplier will charge the Incentra member freight at cost.			
<b>Services from supplier that will give additional cost reductions: extra discount</b>			

## Fact Sheet – Akzo Nobel

<b>Start date:</b> 01.01.2015	<b>End date:</b> 01.01.2018	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b> 01.10.2017												
<b>Contact Persons for Services:</b> Grete Thorstensen															
<b>Suppliers Commercial Contact Person:</b> Grete Thorstensen <a href="mailto:Grete.thorstensen@akzonobel.com">Grete.thorstensen@akzonobel.com</a> Mob: 92627027		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117													
<b>Services included in the agreement :</b> All products and technical service offered to and sold to Incentra members by Supplier Supplier training courses and workshops															
<b>Special Conditions :</b> Free invoice month + 45 days – Freight free above 220 liter															
<b>Compensation model/prices:</b>  <ol style="list-style-type: none"> <li>1. Net prices for sea stock products</li> <li>2. Separate compensation model for dry dock</li> <li>3. Extra discount based upon total turnover:</li> </ol> <table border="1" style="margin-left: 40px; border-collapse: collapse; width: 60%;"> <thead> <tr> <th style="text-align: center;">Member turnover average for the last 3 calendar years in NOK</th> <th style="text-align: center;">Extra discount</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">0 - 100 000</td> <td style="text-align: center;">0 %</td> </tr> <tr> <td style="text-align: center;">100 001 – 500 000</td> <td style="text-align: center;">2 %</td> </tr> <tr> <td style="text-align: center;">500 001- 1 000 000</td> <td style="text-align: center;">5 %</td> </tr> <tr> <td style="text-align: center;">1 000 001 – 3 000 000</td> <td style="text-align: center;">7 %</td> </tr> <tr> <td style="text-align: center;">3 000 001 and more</td> <td style="text-align: center;">8 %</td> </tr> </tbody> </table>				Member turnover average for the last 3 calendar years in NOK	Extra discount	0 - 100 000	0 %	100 001 – 500 000	2 %	500 001- 1 000 000	5 %	1 000 001 – 3 000 000	7 %	3 000 001 and more	8 %
Member turnover average for the last 3 calendar years in NOK	Extra discount														
0 - 100 000	0 %														
100 001 – 500 000	2 %														
500 001- 1 000 000	5 %														
1 000 001 – 3 000 000	7 %														
3 000 001 and more	8 %														
<b>Price adjustments :</b>  After 2016 all NOK-prices in this agreement shall be adjusted according to Beama and currency exchange NOK/USD.															
<b>Payment Terms :</b> Free invoice month + 45 days															
<b>Conditions of Delivery :</b> NOK 7,-/liter for deliveries for volume below 220 liters. Free freight above 220 liters															
<b>Services from supplier that will give additional cost reductions:</b>  Training, Carbon Credits, Intersleek 1100 SR – Antifouling foul savings – business review with each member (advice on purchasing patter both on location, and products)															

## Fact Sheet – Jotun

<b>Start date:</b> 01.01.2015	<b>End date:</b> 31.12.2017	<b>Optional Period:</b> 2018	<b>Optional Period Warning Due:</b> 01.10.2017
<b>Contact Persons for Services:</b>			
Ref. Enclosure no. 10 Supplier and Incentra Contact List			
<b>Suppliers Commercial Contact Person:</b> Gunhild Tveitan <a href="mailto:gunhild.tveitan@jotun.no">gunhild.tveitan@jotun.no</a> 932 37 024		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b>			
Marine coating. Sea stock/dry dock. Customer Business Review & Jotun Maintenance Manual.			
<b>Special Conditions :</b>			
<b>Compensation model/prices:</b>			
Dry dock prices are maximum prices for Incentra members. For special projects, prices can be negotiated based upon the maximum price.			
Extra discount for Sea Stock during Dry Dock projects. The Incentra member shall be entitled to bonus based on the member's net purchased volume of antifouling products from Supplier the previous calendar year.			
Dry dock: prices in USD or NOK - valid for all members.			
<b>Price adjustments :</b>			
Sea Stock prices: Beama adjustment for USD prices. NOK/USD exchange rate adjustment for calculation of NOK prices.			
<b>Payment Terms :</b>			
Free invoice month + 45 days			
<b>Conditions of Delivery :</b>			
Incoterms DAP 2010			
<b>Services from supplier that will give additional cost reductions:</b>			
Early involvement related to planning and analysis of need.			

## Fact Sheet – EUROROPE MARINE

<b>Start date:</b> 01.01.2017	<b>End date:</b> 31.12.2019	<b>Optional Period:</b> 1 year	<b>Optional Period Warning Due:</b> 31.08.2019
<b>Contact Persons for Services:</b> Tore Herholdt			
<b>Suppliers Commercial Contact Person:</b> Tore Herholdt the@euroropemarine.no / mailbox@euroropemarine.no Mobile: +47 90 89 43 01 / Office: +47 46 88 68 30		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Supply of own products: Karat Maxi Plus ropes and tails/ringtails, Karat Winchline ropes, Buoyant Winchline ropes, Tonsberg Mooring links, Mandal Fairlead shackles. Supply of trade products: Steel wire ropes (mooring, towing, hoisting, other), Fiber ropes (HMPE/Dyneema, Nylon, PP, other).			
<b>Special Conditions :</b> Newbuildings: 3% discount on current price list for own products.			
<b>Compensation model/prices:</b>  Own products: net price list. Trade products: to be quoted upon request.			
<b>Price adjustments :</b> Karat Maxi Plus ropes, Karat Winchline ropes, Buoyant Winchline ropes: Quarterly evaluation/adjustment based on raw material cost index. Karat Maxi Plus tails/ringtails, Tonsberg Mooring links, Mandal Fairlead shackles: Net price list valid for the agreement period.			
<b>Payment Terms :</b> 45 days from date of invoice			
<b>Conditions of Delivery :</b> Incoterm 2010 Own products: FCA delivery to customer's local forwarder/warehouse during business hours. Other freight arrangements to be quoted upon request. Trade products: to be quoted upon request.			
<b>Services from supplier that will give additional cost reductions:</b> N/A			

## Fact Sheet – Henrik Veder Group

<b>Start date:</b> 01.01.17	<b>End date:</b> 31.12.2019	<b>Optional Period:</b> +1	<b>Optional Period Warning Due:</b>
<b>Contact Persons for Services:</b>			
<b>Suppliers Commercial Contact Person:</b> <u>Service/Ordering:</u> Øyvind Gauthun - <a href="mailto:oyvind.gauthun@hendrikvedergroup.com">oyvind.gauthun@hendrikvedergroup.com</a> Phone: +47 916 22 191 <u>Commercial contact person:</u> Espen Sørbo - <a href="mailto:espen.sorbo@hendrikvedergroup.com">espen.sorbo@hendrikvedergroup.com</a> Phone: +47 97 53 08 65		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:vt@incentra.no">vt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b>			
Crane, mooring, towing wire and standard wireslings. Hardware, fiber rope and spooling.			
<b>Compensation model/prices:</b>			
Net prices. Commitment bonus: all purchases get 2% discount on the price list.			
The Supplier will grant commitment bonus as followed (e.g. revenue/ships/etc.): <ul style="list-style-type: none"> <li>4.1 Supplier will grant a 2% discount to Incentra members from the price list on mooring wire ropes, towing wire ropes up to 64mm diameter, and crane wire ropes, including hardware required to these.</li> <li>4.2 For individual Incentra members willing to commit Hendrik Veder Group as their preferred supplier, Supplier will grant an additional discount of 2% for mooring wire ropes, towing wire ropes up to 64mm diameter, and crane wire ropes, including hardware required to these. Conditions related to Commitment Bonus: Members must commit by signing Attachment B3.</li> <li>4.3 For orders above € 10.000 Euro on fiber ropes, G. Van Der Lee (a subsidiary of Hendrik Veder Group), members are granted an additional discount of 2%.</li> <li>4.4 Supplier commits to Incentra group members a "right price guarantee". This means that Supplier will match any prices on wire-ropes offered from competitors who use Supplier as their wire rope and/or sling supplier, provided that Supplier will not sustain a loss as a result, Supplier can offer supply to the Incentra member in time without resorting to considerably expensive transport and Supplier can supply the specific brand (or an alternative/equivalent accepted brand of wire rope).</li> <li>4.5 Large orders/projects/New Building: discount/terms to be considered on case-by-case basis.</li> </ul>			
<b>Price adjustments :</b>			
Fixed in 2017, prices may be adjusted after 2017.			
<b>Payment Terms :</b> 45 days after dated invoice			
<b>Conditions of Delivery :</b> FCA on orders less then 500euro (Incoterm 2010)			
<b>Services from supplier that will give additional cost reductions:</b>			
Quotation for special items rope/wires.			

## Fact Sheet – ABB Marine & Port Services

<b>Start date:</b> 01.01.2015.	<b>End date:</b> 31.12.2017	<b>Optional Period:</b> 2018	<b>Optional Period Warning Due:</b> 01.10.2017.
<b>Contact Persons for Services:</b> ABB Marine 24 Hour Support Phone: +47 9161 7373 Email: <a href="mailto:support.marine@no.abb.com">support.marine@no.abb.com</a>			
<b>Suppliers Commercial Contact Person:</b>  Service Sales Manager <b>Per Åge Kleppe</b> Phone: +47 22 87 23 68 Mobile: +47 992 72 136 Email: <a href="mailto:per-age.kleppe@no.abb.com">per-age.kleppe@no.abb.com</a>		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Supply of spare parts, on-call services and planned maintenance on ABB Power and Propulsion systems including: <ul style="list-style-type: none"> <li>• Switchboards. Low - and Medium Voltage.</li> <li>• Rotating Machines (Motors and Generators). Low - and Medium Voltage.</li> <li>• Frequency Converters. Low - and Medium Voltage.</li> <li>• Soft starters. Low - and Medium Voltage.</li> <li>• Transformers. Low - and Medium Voltage.</li> <li>• Automation.</li> </ul>			
<b>Special Conditions :</b> New-builds and retro-fit projects is not included, member to agree directly			
<b>Compensation model/prices:</b> 7% Discount on Parts. 7% Discount on Service Rates. No mobilization fee. Limitation on administration fee = 10%, max. NOK 2000,- pr. service job 2017 rates: Categories are changed: <ul style="list-style-type: none"> <li>• Category 1 in 2016 is Category 2 in 2017, and the opposite. No change in hourly rates</li> <li>• 2016: minimum invoice 4 hrs for phone support, for 2017 this is reduced to 3 hrs.</li> <li>• 2016 «Activation fee» was NOK 15.000,- for activation Service Engineer within 72 hours, in 2017 this is reduced to NOK 10.000,- and 24 hrs</li> <li>• In 2016 «Cancellation fee» was NOK 15.000,- for cancellation of service orders less than 5 days before assignment, in 2017 this is reduced to 10.000,- and 24 hrs.</li> </ul>			
<b>Price adjustments :</b> 1 <sup>st</sup> of January Yearly.			
<b>Payment Terms :</b> Free invoice month + 45days			
<b>Conditions of Delivery :</b> For deliveries within Norway the delivery terms shall be DDP Billingstad or Ulsteinvik according to Incoterms 2010. For deliveries to other locations, delivery terms will be stated in quotations.			
<b>Services from supplier that will give additional cost reductions:</b> ABB Marine can deliver advisory systems and Remote troubleshooting systems to Incentra members to reduce their operational cost on the vessels.			



## Fact Sheet – ABB Turbocharging Department

<b>Start date:</b> 01.01.2015	<b>End date:</b> 31.12.2017	<b>Optional Period:</b> 2018	<b>Optional Period Warning Due:</b> 01.10.2017
<b>Contact Persons for Services:</b> See next page:			
<b>Suppliers Commercial Contact Person:</b>  Andre Hokolt andre.hokolt@no.abb.com		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement (Art. 3):</b> The agreement covers ABB Turbocharger spare parts and complete replacement units and service.			
<b>Special Conditions (Art. 4):</b> Not covered: Newbuildings delivered and invoiced to engine manufacturers or shipyards.			
<b>Standard of Supply (Art. 12):</b> ISPS/ISPM15/IMO/SOLAS/EU requirements, national & international requirements			
<b>Warranty:</b> Orgalime R02, M2000 (Encl. 2 in agreement)			
<b>Orders/RFQs (Art. 15):</b> Shall be confirmed in writing within two working days after receipt, Supplier will strive for within 24 hrs. All orders will be confirmed from the Suppliers Norwegian office. Right to cancel order if limit above is not met.			
<b>Compensation model (Art. 6):</b>  <b>Spare parts and other products:</b> Suppliers "Global Sales Pricing" which is issued and managed by the company ABB Turbo System Ltd. And with deduction of discounts of XX. Prices are denominated in Swiss Francs (CHF).  <b>Service hour rates:</b> See page 2. Members are granted a discount of 7% on the rates for Norway. Places not mentioned rates are available upon request. Such rates shall be competitive in the local market and shall be offered with a copy to Incentra.  Special discount is given those who enter in to an "Maintenance Management Agreement".			

## Fact Sheet – ABB Turbocharging Department

Table 5a: Discounts for Members with MMA

Delivery time	Business Volume of previous Year [1'000 NOK]				
	< 750	> 750	> 1'500	> 3'000	> 5'000
< 1 week	7%	9%	10%	12%	13%
≥ 1 week	12%	14%	15%	17%	18%
≥ 1 month	17%	19%	20%	22%	23%
≥ 4 months	27%	29%	30%	32%	33%

Table 5b: Discounts for Members without MMA

Delivery time	Business Volume of previous Year [1'000 NOK]				
	< 750	> 750	> 1'500	> 3'000	> 5'000
< 1 week	5%	7%	8%	10%	11%
≥ 1 week	10%	12%	13%	15%	16%
≥ 1 month	15%	17%	18%	20%	21%
≥ 4 months	25%	27%	28%	30%	31%

### SPECIAL DISCOUNTS

- a. Discount versus above referred list price for exchange bearings and pumps (CPEX) delivered from Supplier's local service station:
  - Bearings: 35%
  - Pumps: 60%
  
- b. Discount on list price for Replacement turbocharger complete when there are at least seven (7) full week days delivery time:
  - for Members with MMA: 8%
  - for Members without MMA: 5%

The general discount and delivery time discount is not valid for deliveries subject to these Special Discounts..

For other Terms and Conditions , see enclosure 3.

costs plus 10% administration fee, however the administration fee shall be maximum 2000,- NOK per service job.

All net turnover between Supplier and Incentra members shall be reported to Incentra and be included when calculating the administration fee.

In the case of upgrades, retrofits or other project related supplies, other terms and conditions may be agreed upon between the parties. Incentra shall be informed about all such sales no later than 6 months after completion.

### Service rates in Enclosure 2a):

For Service Work, performed by Supplier's Norwegian office / service personnel located in Norway, the rates are valid from 01.01.2015. The rates are fixed until 31.12.2015, after which they may be subject to annual adjustments.

# Fact Sheet – ABB Turbocharging Department



Enclosure 2 A

## SERVICE RATES 2015, NORWAY ABB Turbocharging Service

(all amounts in Norwegian kroner valid from 01.01.2015)

<b>A</b>	<b>Daytime, normal hours</b> Day between 07.00/09.00 hrs and 15.00/17.00 hrs of 7,5 hrs From Monday to Friday	NOK	<b>1 250</b>
<b>B</b>	<b>Overtime hour 50%</b> From Monday to Friday between 16.00/17.00 and 21.00 On Saturday between 08.00 hrs and 12.00 hrs	NOK	<b>1 875</b>
<b>C</b>	<b>Overtime hour 100%</b> From Monday to Friday from 21.00 till end of job Sundays, holidays and Saturdays after 12.00 hr Offshore after 12 hours working day	NOK	<b>2 500</b>
<b>D1</b>	<b>Offshore Weekdays</b> Working day of 12 hours (day-shift); Night-shift = +25%	NOK	<b>18 600</b>
<b>D2</b>	<b>Offshore Saturdays</b> Working day of 12 hours (day-shift); Night-shift = +25%	NOK	<b>22 500</b>
<b>D3</b>	<b>Offshore Sundays</b> Working day of 12 hours (day-shift); Night-shift = +25%	NOK	<b>30 000</b>
<b>E</b>	<b>Travel hour</b>	NOK	<b>1 250</b>
<b>F</b>	<b>Allowance</b> According to the state rates for Norway, given by Norwegian Administration		

The above service rates are valid for Norway only. For service abroad the repair and labour rates are subject to the prevailing rates of the respective ABB Service Station.

The indicated prices are net and exclusive of tax. If due to laws, ordinances or agreement in the country where the work is carried out any taxes or duties are to be charged to the wages or other fees, they are to be paid by the customer.

For On-Call Service & Sparepart supplies outside normal working hours a mobilisation fee of NOK 5.000 will be added.

Travel costs, transport costs, hotel costs, food, fares, taxi tickets at cost price that are prepaid by ABB will be charged with a 10% administration fee.

For travels in areas defined as risk-areas according to ABB Travel Security Procedures, additional charges will apply.

### Enclosure 2b Service Rate Indication, per Country

Depending of the country in which Services are performed, the following price indications for Service Engineers are given.

The below prices are based on normal working hours (Monday – Friday) In case of necessary overtime or work on Saturdays, Sundays or local national holidays, additional costs will be charged. Such additional costs will be confirmed on a case by case basis.

The rates are indication and subjects to reviews and changes without prior notices.

Exact and detailed service rates and terms will be provided on request.

<i>Country</i>	<i>Location</i>	<i>Currency</i>	
The Netherlands	Rotterdam	EUR	78
Turkey	Istanbul	EUR	50
Brazil	Rio de Janeiro	BRL	248
South Africa	Cape Town / Durban	ZAR	810
Singapore	Singapore	SGD	140
China	Shanghai	CNY	480
USA	Houston	USD	135
Poland	Gdansk	EUR	75

Rates per September 2014

## Fact Sheet – ABB Turbocharging Department

<p><b>Price adjustments (Art. 6):</b></p> <p><b>Spare parts and other products:</b></p> <p>The prices may be adjusted at the beginning of each calendar year, first time 01.01.2016</p> <p>All Members may purchase spare parts or other products in Swiss Francs (CHF) or Norwegian Kroner (NOK). For Members with MMA another currency may be agreed and defined in the respective MMA.</p>
<p><b>Payment Terms (Art. 7):</b> 100% net. Free invoice month + 30 days.</p>
<p><b>Conditions of Delivery (Art. 11):</b></p> <p>For supplies delivered from ABB Turbo Systems Ltd factory in Baden/Switzerland, CIP nearest international airport of destination able to handle the cargo.</p> <p>For all other deliveries, EXW ABB Turbocharging Service Station, packing included, according to Incoterms 2010, enclosure no. 8.</p>
<p>Services from supplier that will give additional cost reductions:</p>
<p><b>Technical Service:</b></p>

## Fact Sheet – Univern

<b>Start date:</b> 01.08.2016	<b>End date:</b> 31.07.2019	<b>Optional Period:</b> 01.08.2019- 31.07.2020	<b>Optional Period Warning Due:</b> 01.05.2019
<b>Contact Persons for Services:</b> Customer Service: Helga S. Helgøy / <a href="mailto:helga@univernsolutions.no">helga@univernsolutions.no</a> Tel: + 47 47 90 44 00 - +47 90 71 32 08  Account manager: William Gerrie / <a href="mailto:william@univernsolutions.no">william@univernsolutions.no</a> Tel: +47 469 46 349			
<b>Suppliers Commercial Contact Person:</b> Contract Manager: Sigve Johannesen / <a href="mailto:sj@univernsolutions.no">sj@univernsolutions.no</a> Mob: 941 31 965		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tv@incentra.no">tv@incentra.no</a> Mob: 456 64 117	
<b>Services included in the agreement :</b> Service: <ul style="list-style-type: none"> <li>•Service, Repairs and maintenance of PPE.</li> <li>•Cleaning and maintenance of respiratory equipment</li> <li>•Re-certification of fall protection with customer log</li> <li>•Web administration of PPE products–ONIX Utstyrsportalen.no (Where customer access with unique username and password)</li> <li>•Personell service:</li> <li>•Individual face fit testing of masks</li> <li>•Footstop service –scan of feet of end users</li> <li>•Course provider within PPE.</li> <li>•End user courses general PPE</li> <li>•PPE –Safety(HSE) personell in depth course</li> <li>•Univern Solutions SAFETY AT WORK PROGRAM</li> <li>•Indoor test and training personell using fall protection(Skedsforskning)</li> <li>•Training of personell to re-certificate own fall protection</li> </ul>			
<b>Special Conditions :</b> 12 month “Sign on Bonus” on purchases, by entering into the agreement. Bonus is related to each specific member turnover.			
<b>Compensation model/prices:</b> Netprices based upon a common “basic package”, to be adjusted and changed accordingly to customer needs. General discount beyond this (30% on the applicable UNIVERN gross pricelist).			
<b>Price adjustments :</b> No earlier than 1st September 2019. Price adjustment mechanism and/or formula as mutually agreed by the parties by 1st May 2016 and to be based on changes in key material and production cost. New prices to be communicated minimum 1 month before they are made effective shall be 80% of price index (konsumprisindeks) for the last 12 months period before adjustment.			
<b>Payment Terms :</b> Free invoice month + 45 days			
<b>Conditions of Delivery :</b> DDP Southern Part of Norway (Trondheim) , on orders over NOK 7500,00			
<b>Services from supplier that will give additional cost reductions:</b> E-Commerce Webshop Special rebates on volume to be discussed case-by-case if special needs.			

## Fact Sheet – Wenaas Workwear AS

<b>Start date:</b> 01.08.16	<b>End date:</b> 01.08.19	<b>Optional Period:</b> 1 Year	<b>Optional Period Warning Due:</b> 01.05.19												
<b>Contact Persons for Services:</b> Liv Kallevik <a href="mailto:liv.kallevik@wenaas.no">liv.kallevik@wenaas.no</a> Linda Karlsen <a href="mailto:linda.karlsen@wenaas.no">linda.karlsen@wenaas.no</a>															
<b>Suppliers Commercial Contact Person:</b> Stig André Monclair Sørensen <a href="mailto:Stig.sorensen@wenaas.no">Stig.sorensen@wenaas.no</a> Mob: 469 25 452		<b>Commercial Contact Person Incentra:</b> Contract Manager: Trond Vidar Torkelsen / <a href="mailto:tvt@incentra.no">tvt@incentra.no</a> Mob: 456 64 117													
<b>Services included in the agreement :</b> <ul style="list-style-type: none"> <li>- Delivery of Clothing, PPE and galley wear etc.</li> <li>- HSE support and know how in PPE</li> </ul>															
<b>Special Conditions :</b>															
<p><b>Compensation model/prices:</b></p> <ul style="list-style-type: none"> <li>- Enclosure 2 and 3 in the Incentra contract holds all net prices and discount models.</li> <li>- There is also made an short version of the contract with the most important sections gathered in a few pages.</li> <li>-</li> </ul> <p>Commitment bonus is related to each specific member turnover.</p> <p><b>8. Special Rebates</b></p> <p><b>Commitment Bonus</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 70%;">NOK 0 – 1000 000</td> <td style="text-align: right;">1%</td> </tr> <tr> <td>NOK 1000 000 – 2000 000</td> <td style="text-align: right;">1,5%</td> </tr> <tr> <td>NOK 2000 000 – 3000 000</td> <td style="text-align: right;">2%</td> </tr> <tr> <td>NOK 3000 000 – 4000 000</td> <td style="text-align: right;">3%</td> </tr> <tr> <td>NOK 4000 000 – 5000 000</td> <td style="text-align: right;">4%</td> </tr> <tr> <td>NOK 5000 000 -</td> <td style="text-align: right;">5%</td> </tr> </table> <p>In principle, the commitment bonus presupposes that the member do all their purchases through Wenaas and their current agreement with Incentra.</p> <p>The commitment bonus cannot be combined with other cost reduction offers.</p> <p>The commitment bonus also presupposes that the member sends direct orders, when the current agreement covers both net prices and worldwide discounts on all other products.</p> <p>In principle, use of RFQ (Request For Quotes) will not be accepted and the member will risk that their earned bonus will be lost for the current year.</p>				NOK 0 – 1000 000	1%	NOK 1000 000 – 2000 000	1,5%	NOK 2000 000 – 3000 000	2%	NOK 3000 000 – 4000 000	3%	NOK 4000 000 – 5000 000	4%	NOK 5000 000 -	5%
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NOK 3000 000 – 4000 000	3%														
NOK 4000 000 – 5000 000	4%														
NOK 5000 000 -	5%														
<b>Price adjustments :</b> Fixed prices until 1 September 2019 unless documented reasons from supplier related to material costs, currency and/or volumes.															
<b>Payment Terms :</b> Free invoice month + 45 days															
<b>Conditions of Delivery :</b> <ul style="list-style-type: none"> <li>- DDP domestic</li> <li>- For deliveries abroad we agree on each order.</li> </ul>															
<b>Services from supplier that will give additional cost reductions:</b> <ul style="list-style-type: none"> <li>- Yearly commitment Bonus for the companies that do all their Clothing and PPE purchase through us.</li> </ul>															