



**BECOME A MEMBER OF  
DANISH MARINE &  
OFFSHORE GROUP**

**BROCHURE**

- a network for international business



**GENERATE INCREASED GROWTH AND  
EARNINGS IN THE OFFSHORE INDUSTRY**

A growing association seeks more members. Focusing on a goal-oriented effort targeted at the offshore industry, Danish manufacturers and service companies have established a strategic cooperation.

The target group is the offshore industry and shipping companies / ship-builders with a connection to the offshore sector. To a greater extent, the demand today is for system solutions rather than single products as previously. This makes new demands on the Danish suppliers.

It is the goal of the association to create a platform for cooperation and exchange of experience across industry boundaries matching the new customer demands.

The members of “Danish Marine & Offshore Group” are among the most innovative providers of products, process equipment and services for the offshore industry.

**DANISH SUPPLIERS  
TO THE UPSTREAM OIL, GAS  
& WIND POWER INDUSTRY**



*Danish Suppliers to the upstream oil, gas, marine & wind power industry*

# DMOG

- AN OFFSHORE NETWORK FOR GROWTH AND EXPORT

## Who are we?

The association was founded in 2001 on the basis of several inquiries from companies within the industry.

The offshore industry in Denmark consists of up to 2000 companies, of which 500 has offshore as their primary business area. Today the association has around 100 member companies, who work with everything from constructions and products to consultancy and services within the offshore sector.

The association aims at Danish companies, institutions and knowledge centres with interest in the offshore industry – seeking a strategic cooperation on development, production, marketing and/or sales.

The vision of the association is to be the Danish focal point for offshore companies and at the same time to be a competent association that creates value not only for the members, but also for cooperation partners.

The purpose of the association is to create a forum for strategic cooperation, where Danish companies support and supplement each other with new solutions in an expansive and demanding market with one clear goal - growth and export.

The association works for:

- Export of Danish marine- and offshore products and -solutions
- Joint system solutions
- New business opportunities

Through membership meetings the association will create experience exchange and cooperation strengthening the competencies and competitiveness of the members. The association will in practice seek to fulfil its goals through the establishment of:

- Export networks
- Contact meetings
- Collective export drives
- Cooperation on national stand at international offshore exhibitions

**Product examples:** Steel constructions, complete process systems, electrical panels, communication equipment, control material, pumps, gears, technical assistance, marine equipment, ships, pipe constructions, valves, energy equipment, offshore wind turbines, and much more.

## Strategic cooperation and opportunities...

Through a goal-oriented and practical planning of a strategic cooperation, many joint advantages can be achieved in a simple and efficient way:

- Greater visibility
- Increased impact
- Credibility
- Economy of scale
- Resource optimisation
- Competence enhancement
- Efficient administration

The strategic cooperation will at the same time strengthen the image and visibility of each company. This creates other opportunities for growth and earnings in the company.



# DMOG

UNITY PRODUCES STRENGTH AND OPPORTUNITIES!

The association's secretariat will assist the members in solving a wide variety of tasks:

- Market analyses
- Export opportunities assessment
- Network provider
- Campaign planning
- Contact meetings
- Planning and holding of seminars, symposia and exhibitions worldwide

The association publishes a website, a catalogue and various presentation materials, which inform about the member's products and competencies, and which signal strengths and opportunities within the export cooperation.

## Supplier Index

In Offshore Denmark's Supplier Index you will find all members of Danish Marine & Offshore Group sorted by company data, products/service keywords and a company description in app. 50 words.

Danish Marine & Offshore Group is a private, nationwide association of independent membership companies. The association has an efficient organisation consisting of a board, a secretariat and a few specialised company groups.

Danish Marine & Offshore Group's board is constituted by active businesspeople with a deep insight in the offshore industry. Together with the association's Managing Director, a goal-oriented and efficient activity program is put together taking both small and large companies into account.



The target market is the international offshore market with a special focus on the growth areas in Europe, the Middle East, North America and Asia. Other markets are in the searchlight.

The target group is the offshore industry and shipping companies / shipbuilders with a connection to the offshore sector. The target group is very interesting for Danish offshore companies, since the tendency is that the large international companies and operators seek new cooperation relations and today to a greater extent demand system solutions instead of single products as previously. This makes new demands on the Danish suppliers.

## Membership according to needs and goals...

### Personal members

A membership gives insight into the association's activities. You are registered on the website and have a right to use the term "Member of Danish Marine & Offshore Group". The member receives the association's general presentation materials. The member can at any time extend the membership to the basic or extended membership.

### Basic company membership

This membership gives the member the right to participate in ERFA-meetings and get special offers on symposia and courses. You can access general market analyses. You will receive "newsletters" and you will be admitted with a company profile and 5 keywords in the "Supplier Index". Company profiles will also be represented in our Member Directory.

### Extended company membership

Besides the features in the basic membership, this membership also includes: joint marketing activities, follow-up on sales leads, extended admission to the association website and "Supplier Index" as well as extended access to market analyses. The service pack gives the right to a certain scope of secretariat services.

# DMOG

## MEMBERSHIP PACKAGES 2011

### Overview of DMOG memberships

Registration fee: Yearly contingent:	500 DKK 1000 DKK	5000 DKK 7000 DKK	7000 DKK 10000 DKK
	I Personal	II Basis (Company)	III Extended (Company)
Membership			
<b>Member registration</b>			
Enrolment of membership and registration expenses	x	x	x
Establishment and operation member data base	x	x	x
Administration and accounts	x	x	x
Right to use "Member of..."	x	x	x
General Assembly	x (no voting right)	x	x
Revision	x	x	x
<b>Basis activities</b>			
1 web entry + 1 sub page		x	x
Supplier Index - 5 key words		x	x
Login details enabling access to web news		x	x
Publication in general marketing material		x	x
Invitation to symposia and courses		x	x
Printing of Member Catalogue		x	x
Receiving electronic newsletters		x	x
Leaflets and prints		x	x
<b>Extended activities</b>			
Extended web page (double sub page)			x
Supplier Index - 10 key words			x
Sales leads (by e-mail)			x
Extended service and attention			x
Access to market surveys, information data bases etc.			x
Participation in export groups developing project and system solutions			x

# DMOG

## APPLICATION FORM

### APPLICATION FORM

#### The association "Danish Marine & Offshore Group"

Secretariat: Noerremarksvej 27, 9270 Klarup. Tel.: +45 98 31 77 11, Fax: +45 98 31 77 55  
Email: [dmog@offshore-denmark.dk](mailto:dmog@offshore-denmark.dk) Website: [www.offshore-denmark.dk](http://www.offshore-denmark.dk)

Please fill out the application form completely and return it with a photo either by e-mail, mail or fax. Note that you can download the application form from our website [www.offshore-denmark.dk](http://www.offshore-denmark.dk).

Photo  
(3,5 x 4,5)

Preferable in  
.jpg format at  
[dmog@offshore-denmark.dk](mailto:dmog@offshore-denmark.dk)

#### 1. Personal information:

Surname:	First name:	Date of birth:
Private address:	Zip code and city:	Private tel.:

#### 2. Company information:

Name of company: <small>(will appear in Supplier Index)</small>		Type of ownership/company form:	
Address: <small>(will appear in Supplier Index)</small>	Zip code and city: <small>(will appear in Supplier Index)</small>	Telephone:	Fax: <small>(both will appear in Supplier Index)</small>
Total no. of employees:	Company reg. no.:	VAT no.:	Year of establishment:
Company email: <small>(will appear in Supplier Index)</small>		Your personal company e-mail: <small>(will be used for DMOG correspondence)</small>	
Your direct company telephone no.:		Your company mobile no.:	
Web site: <small>(will appear in Supplier Index)</small>		Your title:	

#### 3. State type of products and company references:

##### The secretariat requests the following materials:

- Complete set of company profile, leaflets and other documents for the use of the secretariat
- A company profile, for internal and external use.

#### 4. The applicant applies for the following type of membership:

- Personal membership
- Basis company membership
- Extended company membership

We are acquainted with the regulations of the association. The contents of the memberships and service packages as well as registration fee and subscription are laid down at the annual general meeting. An overview can be downloaded at our website.

Date: \_\_\_\_\_ Signature: \_\_\_\_\_

NOTE: The secretariat and Board of the association have professional secrecy and all information will be handled confidentially. You will receive further information, when the board has approved the application.



# DMOG

## FACT SHEET

### FACT SHEET – DANISH MARINE & OFFSHORE GROUP

Danish Marine & Offshore Group (DMOG)  
Nørremarksvej 27, 9270 Klarup

Telephone: 98317711  
Fax: 98317755

Municipality – county Aalborg – Region Nordjylland  
Type of company Independent institution

CVR no. 26 32 64 94  
Year of establishment: 2001  
IBAN: DK7830003201486688  
Swift: DABADKKK

Bank Danske Bank  
Aalborg Department  
Algade 53, DK-9100 Aalborg

Account no. 3201486688  
Reg. no. 3201

Website [www.offshore-denmark.dk](http://www.offshore-denmark.dk)  
E-mail [info@offshore-denmark.dk](mailto:info@offshore-denmark.dk)

NACE-branch 91.11.00 Employers and business associations

Export area Worldwide

**Purpose** The aim of the association is to promote Danish exports of marine and offshore products and common system solutions, and to take part in serving potential new business opportunities, including through liaison meetings, export networks and joint export drives and promotional activities, including organising and implementing national stands at international exhibitions.

The association will through member meetings provide experience exchange and cooperation between small and large businesses, so members can inspire each other to new developments and contribute to the personal network formation. The association will enhance the members' knowledge and skills through courses, conferences and symposia.

It is the association's aim to make contact with other industry associations, public authorities and similar associations and institutions at home and abroad. Furthermore, the association aims to contribute the association and its members to become and stay well known and respected in Denmark and internationally as representing the serious part of the industry.

<b>The Board</b>	Henrik Holstberg	Chairman
	Kristian Hede	Member of the Board
	Jesper Lindberg	Member of the Board
	Thoke Flamgaard	Member of the Board
	Claus Nexø Hansen	Member of the Board
	Mogens Tofte Koch	Member of the Board /Director
	Kurt Lysemose	Member of the Board
	Ole Nygaard	Substitute member
Stig V. Pedersen	Substitute member	

**Activities 2011** Recruitment campaign  
Annual general meeting on 3 February 2011 at SystemTeknik A/S in Aalborg Ø  
Seminar: Action plans and implementation, Market information and positioning  
Delegation trip to Norway - marine  
Trade Mission to United Kingdom  
Oil and gas seminar in Norway  
Seminar: Marketing  
Seminar: Sales and reception on the occasion of DMOG's 10 year anniversary  
Delegation trip to Norway – offshore – incl. participation at "Offshore Technology Days"  
Others: The association **participates in Offshore Denmark's exhibition activities with banners and distribution of member catalogues**



# DMOG

## LIST OF MEMBERS 2011

Accoat A/S	JUTLANDIA Terminal A/S
Alpha Travel International ApS	KLÜBER Lubrication Skandinavien A&S
ATP Instone International Denmark A/S	Knud E. Dan A/S
Bjørge Safety Systems DK ApS	Lindø Industriservice
Blue Water Shipping A/S	Logimatic
BRDR. CHRISTENSEN ApS	Maersk Training Esbjerg A/S
CIMI	MAN Diesel & Turbo
Cobalch ApS	MaQis A/S
Cresto A/S	MASAVA KEMI ApS
Danbor Service AS	miniBOOSTER Hydraulics A/S
Danfoss Oil&Gas	MS Engineering A/S
Danfoss Power Electronics A/S	Muehlhan A/S - Offshore
DEIF A/S	Nordic Offshore A/S
Densit ApS	Nordisk Højtryk A/S
DHL Global Forwarding (Denmark) A/S	Nordmark Maskinfabrik A/S
DSV Air & Sea A/S, DSV Projects	NoreqActa A/S
EP Tools A/S	Norisol A/S
Esbjerg Oiltool A/S	Ocean Team Scandinavia A/S
ESVAGT A/S	Offshore Center Danmark
Euler Hermes Kreditforsikring	Peter Harbo A/S
Falck Nutec Esbjerg A/S	PHOENIX INTERNATIONAL A/S
Falck Nutec Holding A/S	PMC Hydropower A/S
Fanø Kran-Service A/S	Roblon A/S
FH Contractors A/S	Rockwool A/S, Marine & Offshore Division
FJERO A/S	Scanel International A/S
Flex coil a/s	Score Danmark A/S
FORCE Technology	SH Group A/S
Gazcon A/S	Sika Services AG
GEO	Steffca A/S
Gerhardt Christensen A/S	SystemTeknik A/S
Guardian Global Business Security ApS	Technia AB
H.J.Hansen Recycling Industry Ltd. A/S	TofKo Business Development A/S
HYDRAtch A/S	TRESU Marine & Offshore
Hytek A/S	Valtor Offshore A/S
IAC Nordic a/s	Victor A/S
ICT Logistics A/S	VIKING LIFE-SAVING EQUIPMENT A/S
INMACO AS	Wärtsilä Danmark A/S
ITW Chemical Products Scandinavia	Aalborg Erhvervsråd / Erhvervsafd.
Jakob Albertsen Komposit A/S	
JB Production AS	



List of Members



Product and Service  
Directory



## **MEMBERSHIP OF DANISH MARINE & OFFSHORE GROUP**

Admission to the association takes place after a written application to the association's secretariat, which checks if the applicant fulfils the conditions for the membership. The board makes the final decision on admission. The association strives to bring the consideration of each application to an end within app. 10 days, and the applicant will receive an answer in writing.

The applicant must fill out an application form with information about the company and its product portfolio. This will be used later on for admission on the website.

By registration, a one-off payment is to be paid for creation of the member's website data, entry to the "Supplier Index" and creation of a profile page. The membership fee is paid once a year and will depend on the chosen membership. The membership fee is determined at the annual general meeting. Payment is in advance and the first time when registering. Subsequently, payments are due immediately after the annual general meeting.

The application form can be found in this brochure or can be downloaded together with the Articles of Association from our website.

**10 YEARS  
SERVING DANISH  
OFFSHORE SUPPLIERS**

## **DANISH MARINE & OFFSHORE GROUP**

Nørremarksvej 27  
DK-9270 Klarup  
Denmark

Phone: (+45) 9831 7711  
Fax: (+45) 9831 7755

E-mail: [dmog@offshore-denmark.dk](mailto:dmog@offshore-denmark.dk)  
Website: [www.offshore-denmark.dk](http://www.offshore-denmark.dk)

