ERA Convention 2012

"Changing Rental"

STRUCTURE + TEAM SPIRIT

= SUCCESS

Nina Aasland









IN NORWAY, WE HAVE A LONG TRADITION OF BORROWING THINGS WE NEED FROM OUR NEXT-DOOR NEIGHBOUR

THIS TRADITION IS WHAT CONSTITUTES OUR BUSINESS - AND OUR COMPANY NAME

NABOEN IS THE NORWEGIAN WORD FOR NEIGHBOUR





VISION:

- WE WILL BE THE BEST NEIGHBOUR IN NORWAY!





PURPOSE:

WE RENT OUT EQUIPMENT, TOOLS AND MACHINERY
TO LARGE AND SMALL COMPANIES
AS WELL AS THE GENERAL PUBLIC





- HAPPY AND SATISFIED CUSTOMERS WILL ENSURE A HEALTHY AND GROWING BUSINESS!











CORE VALUES: WE ARE THOROUGH, KNOWLEDGEABLE, ENVIRONMENTALLY AWARE AND DECENT





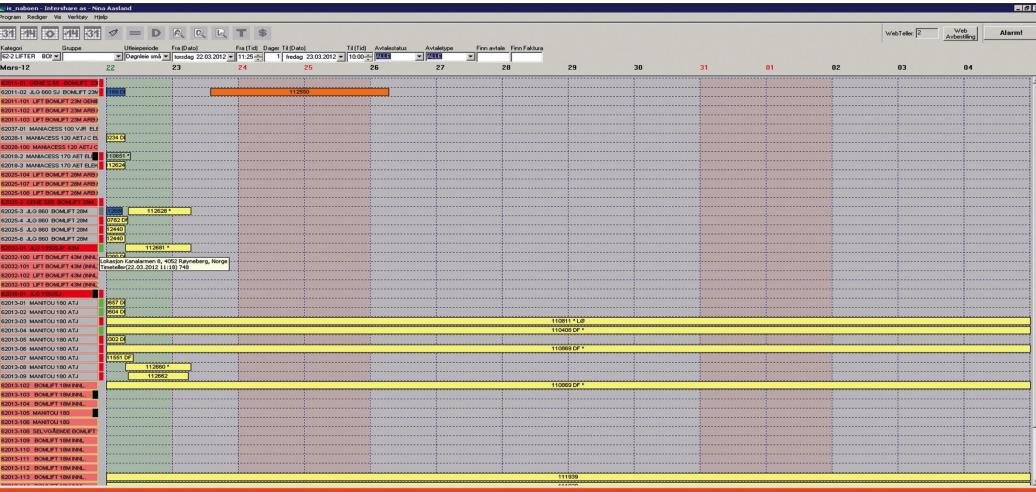
- GREAT THINGS HAPPENS WHERE ENTHUSIASM IS A DRIVING FORCE!





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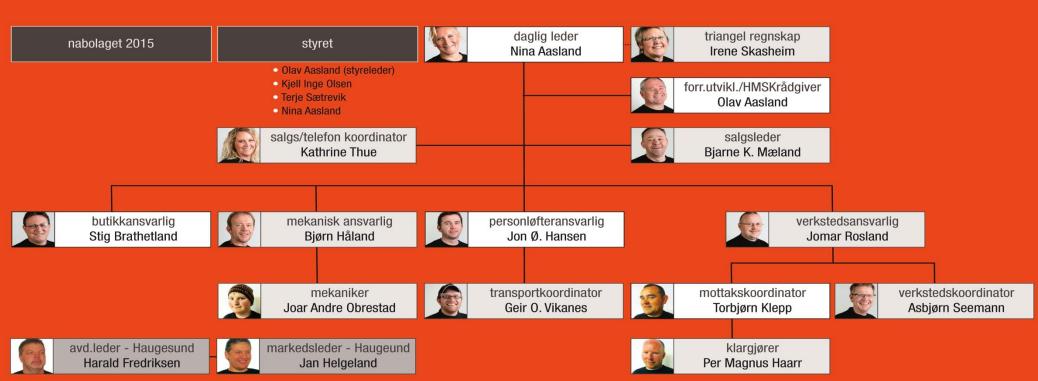




NABOEN'S TAILOR-MADE RENTAL MANAGEMENT SYSTEM











TRAINING AND BUSINESS DEVELOPMENT PROGRAMME FOR NABOEN





1) NO HARM TO PEOPLE, MATERIAL ASSETS OR THE ENVIRONMENT





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- 2) BE THE BEST IN TERMS OF CUSTOMER RELATIONS AND SERVICE





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- 3) INCREASE MARKET SHARE AND BECOME A TOTAL SUPPLIER OF RENTAL PRODUCTS FOR THE CONSTRUCTION INDUSTRY





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- 6) BE THE BEST IN THE BUSINESS WHEN IT COMES TO QUALITY AT EVERY LEVEL





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- 8) BOOST ANNUAL TURNOVER TO NOK 60 MILLION



MONDAY AT LAST

ON THE FIRST MONDAY OF EACH MONTH, EMPLOYEES ASSAMBLE FOR CONVERSATION AND MOTIVATION (SOMEWHERE)





MONDAY AT LAST

COOPERATION MUST BE PRACTICED, AND OUR GOAL IS TO IMPROVE OURSELVES ALL THE TIME





NEIGHBOURHOOD CHAMPIONSHIP

FUN AND GAMES INSPIRE ENTHUSIASM.
EMPLOYEES FIND AN OUTLET FOR THIS IN OUR MONTHLY NEIGHBOURHOOD
CHAMPIONSHIP





NEIGHBOURHOOD CHAMPIONSHIP

IN THE SPRING OF 2012, WE WILL BE CONCENTRATING ON CURLING, COLLABORATION SKILLS AND THE WINNING INSTINCT





NEIGHBOURHOOD EVENTS

EVERY YEAR CUSTOMERS AND PARTNERS ARE BROUGHT TOGETHER FOR PROFESSIONAL UPDATING AND GOOD COMPANY





NEIGHBOURHOOD EVENTS

CULTIVATING CUSTOMERS AND BUSINESS RELATIONS PROPERLY IS IMPORTANT TO US. HERE, NORWAY'S NATIONAL POET, OLE PAUS, SHARES HIS WORDS AND MUSIC.





NEIGHBOURHOOD EVENTS

AS WELL AS NEW PRODUCTS AND SERVICES, WE ALSO INTRODUCE OUR FRIENDS TO EXCITING ARTISTS AND GUEST SPEAKERS. THIS IS OUR OWN JAZZ DIVA, RANDI TYTINGVÅG



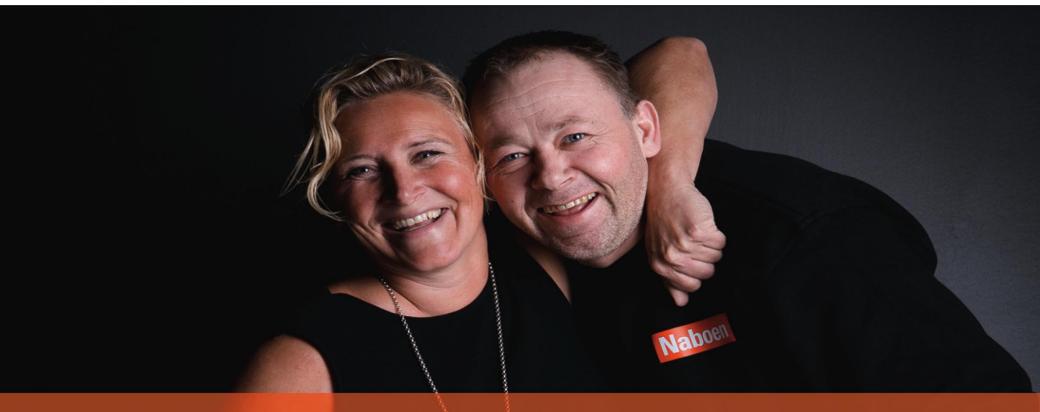


NEIGHBOURHOOD EVENTS

ODD SEVLAND PARTICIPATED AT OUR HSE EVENT IN 2011, SHARING HIS PERSONAL AND POWERFUL STORY OF HOW HE SUFFERED SERIOUS BURNS – AND HOW THIS AFFECTED THOSE AROUND HIM

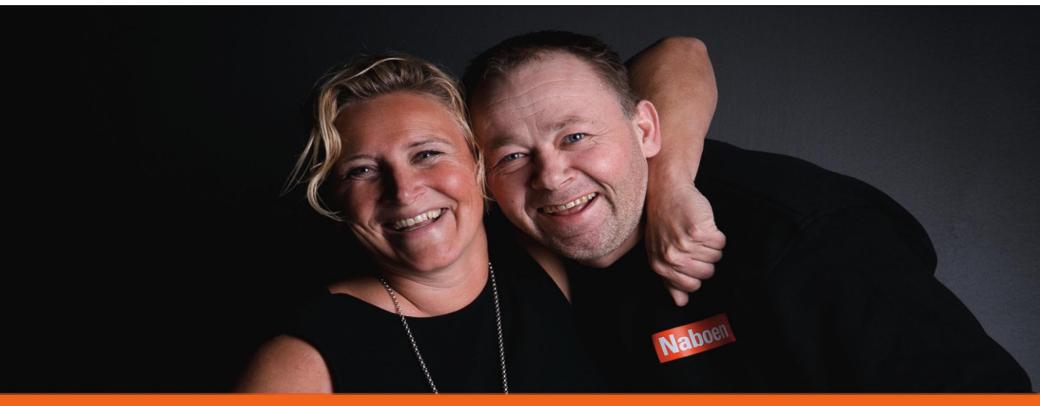






GOOD NEIGHBOURS **ENJOY** BEING TOGETHER!





Naboen