



Membership News

PROMOTING NORWEGIAN-AMERICAN BUSINESS RELATIONS

In a word – uncertainty

Recent gyrations within the financial and auto industries have left us all feeling more vulnerable as we speed into 2009. Internationally active AmCham members are amongst the most effected by current market uncertainty. Throw in a US administration change and it's little wonder that member companies are hunkering down and delaying key decisions until *later*.

I have had the distinct pleasure of speaking with many of you on the current state of your businesses and strategies going forward. The consensus, in a nutshell, is *steady as she goes, limited major investment*, and expedited *restructuring* initiatives – all wrapped in admirable Norwegian stoicism.

It is therefore a great relief that government officials are beginning to feel – and counter – our pain. It is, however, alarming that many within the Norwegian labor force do not yet fully comprehend the ramifications of what is happening outside of their leaders' control. *Restructuring* does not usually indicate increased staffing expenditure.

So how does AmCham help members cope with this uncertainty? In two words – information exchange. By facilitating member-to-member dialogue, members stay ahead of the curve with real-world information and leads. First and second quarter AmCham events will highlight several member case studies. There is no substitute for learning directly from fellow international business leaders on how to best cope in these uncertain times.

We look forward to working *with* and *for* you as we jointly take on the challenges that lie ahead.

JASON TURFLINGER – MANAGING DIRECTOR



US Election Gala

– **A Night to Remember**

Thursday, November 4th

Grand Hotel, Oslo

Sponsored by:

Over 1000 AmCham executives, Norwegian politicians and government representatives, US Embassy personnel, Republicans and Democrats Abroad, students, members of the diplomatic corps, reporters, and political enthusiasts gathered *together* at Oslo's Grand Hotel



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Election Night



Election Night guests gather around one of two main stages to take in entertainment and keynote addresses



The Norwegian media corps maintained a strong presence throughout the night



Groups of like-minded supporters huddled to watch results roll in

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► to celebrate the grand finale of the longest presidential campaign contest in US history. The evening's festivities reflected this enduring political battle, commencing at 20:00 and concluding at 09:00 the next morning.

Guests were greeted by melodies from Stabekk School's *Smågardistene* Marching Band as they arrived. Election-themed decorating within the Grand's many celebration areas was extensive and elaborate, thanks to months of collection efforts by the US Embassy. US Ambassador Whitney co-presented at the onset of the evening together with his Norwegian counterpart in Washington D.C., Ambassador Strømme, via Tandberg video-link. Jazz, rock,

and big band music kept anxious guests entertained ahead of the much anticipated US state results that began rolling in via large television screens after midnight. Monticello Society provided corresponding key election statistics throughout the evening.

At 05:00, local television crews frantically maneuvered for guest interviews and camera angles as CNN announced Barack Obama as the US President-elect amid passionate cheers by the several hundred remaining enthusiasts.

Later in the morning, a wave of fresh-faced guests joined Election Gala all-nighters for a buffet breakfast to mark the significance of the process that had just taken place. Among other keynote speakers, Mr. Thorbjørn Jagland, President of the

Norwegian Parliament, congratulated guests and stated that the election had proven that "America is a vibrant Democracy, full of dynamism."

Planning and preparation for this multifaceted event began at the AmCham offices in January. Our sincere thanks and gratitude go out to all of our event partners and sponsors. Through their combined efforts, our goal of bringing as many people as possible together on this special night – regardless of political orientation – was fully realized. It was truly a night to remember.

AmCham Parent US Chamber Vows to Work With New President & Congress



U.S. Chamber President & CEO Thomas J. Donohue

Says Economic Recovery is Top Priority

WASHINGTON, D.C. - The U.S. Chamber of Commerce vowed to work with President-elect Barack Obama and the new Congress to help quickly restore economic growth, ensure a smooth transition of power, and tackle the many serious issues facing the country.

"Restoring the nation's economic health must be our top priority," said U.S. Chamber President and CEO Thomas J. Donohue. "Any successful and sustainable recovery will involve the business sector, which creates the jobs, the growth, and the revenues on which all Americans and our government depend. The U.S. Chamber stands ready to work with the new administration and Congress on measures to spur growth and jobs by restoring credit and confidence throughout the economy, producing more American energy, rebuilding our infrastructure, and reforming our schools."

The U.S. Chamber is urging the outgoing Congress and administration to quickly en-

act additional economic stimulus measures during a lame duck session that will save and expand jobs in critical industries such as autos, housing, infrastructure, and trade.

Donohue said the U.S. Chamber is prepared to play a helpful role in the transition process. "We will offer our policy ideas, access to our many domestic and international experts, and views on key appointees," he said. "We are absolutely committed to a continuity of government during this critical period for our country, and thus will support quick confirmation of nominees to sensitive posts related to our national, homeland, and economic security."

During this election cycle, the U.S. Chamber put nearly 600 staffers on the ground in key states and districts; invested millions of dollars in issue advocacy ads; sent 15 million e-mails and 6.5 million pieces of mail; and made more than 6 million phone calls.

"These activities made an important difference in energizing our members and highlighting business issues," said Donohue, "particularly in states with hotly contested Senate races, and brought tens of thousands of new pro-business supporters into the Chamber's grassroots system for future advocacy efforts."

"As America turns the page, the U.S. Chamber shares with our fellow citizens the excitement of beginning a new chapter in our national life. We are a 'can-do' nation that can overcome all the difficult challenges that face us today. The U.S. Chamber has a long track record of successfully working with both parties and we are ready to go to work to restore economic growth, create jobs, and ensure that our businesses and workers can compete around the world."

The U.S. Chamber is the world's largest business federation representing more than 3 million businesses and organizations of every size, sector, and region.

Navigating Within the Norwegian Contractual Landscape

SIMONSEN
ADVOKATFIRMA

For US companies setting up offices or seeking to do business in Norway it is important to be aware of some major differences between Anglo-American law and Norwegian law, assuming that the latter will govern the majority of the contracts entered into with Norwegian companies or consumers.

Norwegian contract tradition gives the courts considerable authority to revise or reshape the terms of a contract as a way of policing *reasonableness*. Common tools at hand are supplementary and restrictive interpretation. The flexibility in the policing of the substantive fairness of the contract terms under Norwegian law includes both situations where the unfairness was already present at the time the contract was formed and where created by changed circumstances. Anglo-American law, on the other hand, provides limited legal basis for the revision of contracts which, for the most part, will depend on an objective interpretation of the contract wording.

Norwegian contract interpretation method favors shorter agreements than what is common under Anglo-American law since many things “go without saying.” For instance, the prevalent duty of loyalty between contractual partners in Norwegian legal doctrine is manifested in many and various rules of law (also non-statutory) and applicable to any contractual relationship subject to Norwegian law. It includes diverse obligations such as the duty to disclose information, the duty to give notice of a defect and the duty to always take the other party’s interest into consideration when this can be done without significant cost or disadvantage. The duty of loyalty therefore makes a sound platform on which business terms and collaboration can develop.

Another difference between Norwegian and US contract law is compensatory damages in contract – where Norwegian courts are far more moderate in the assessment of damages than what is the general trend in the US. On the other hand, Norwegian courts have been reluctant to accept general disclaimers of liability in the event of gross negligence by a party. Not only will a general disclaimer of liability be interpreted restrictive, leading to full liability in the event of gross negligent behavior, it is also generally acknowledged in doctrinal writings that it is not even *possible* to disclaim liability for gross negligent behavior under Norwegian law - at least not when it comes to the corporate management’s conduct.

Failing to navigate correctly within the Norwegian contractual landscape does not only expose a company to unknown liability, loss of goodwill and policing of reasonableness, but may also



By: Cathrine Turflinger & Espen Tøndel at SIMONSEN Law Firm, Oslo

provoke the Norwegian Consumer Ombudsman, which has, in our opinion, gone far beyond what is necessary in order to safeguard the interests of the consumers on many occasions. The combination of strong consumer rights and a very active Consumer Ombudsman makes it thus even more important to know where to make concessions based on the background rules of law and which battles to fight.

From a supplier’s point of view, it is crucial to understand the framework conditions when targeting the consumer market. This has been the experience of many foreign companies which SIMONSEN has assisted. These external conditions are, amongst other things, the applicable (sometimes mandatory) laws; such as the Norwegian Marketing Act, the Personal Data Act and the Consumer Purchases Act. For an international corporation which does not want to deprive its customers of mandatory rights according to Norwegian law, yet sees the benefits of an *as-uniform-as-possible* enforcement of its contractual terms and conditions on a world-wide basis, it would clearly be tempting to have all contracts governed by the law of its choice, while allowing consumers to enjoy mandatory consumers rights in each applicable jurisdiction. Even though we have seen many examples of such a contractual set-up, the Consumer Ombudsman has recently contended the reasonableness of such a clause when asserted against Norwegian consumers, arguing that it renders it more difficult for the consumer to pursue his rights. Whether this is a valid argument remains to be seen.

This article does not exhaustively address the issues raised herein and nothing in this article can replace legal consultation.



US Visa Waiver Program

ESTA Internet-Based Authorization Required for Norwegians Beginning January 12

Beginning January 12th, 2009, all Norwegian citizens must obtain approval through the Electronic System for Travel Authorization (ESTA) prior to traveling to the United States without a visa under the Visa Waiver Program (VWP).

ESTA is a Web-based system, available at <https://esta.cbp.dhs.gov>, in which applicants answer the same few questions that have long been answered on the small green paper form I-94W (typically on the airplane prior to arrival). Eventually, ESTA will replace the paper form.

In most cases, ESTA will provide an almost immediate determination of eligibility for VWP travel. In a few cases, however, determination may take up to 72 hours, so travelers are encouraged to apply ahead of time. Applicants whose ESTA applications are denied will have to seek a visa in order to travel to the United States.

Travelers who have not received an approved travel authorization via ESTA may be denied boarding, experience delayed processing, or be denied admission at a U.S. port of entry.

Each approved ESTA application will be valid for two years, or until one's passport expiration date, whichever comes first. An approved ESTA allows for multiple visits to the United States

within that period without having to apply for another ESTA. Specific U.S. travel plans are not required for ESTA application, so VWP travelers should apply on the ESTA web site as soon as they begin to plan a trip.

ESTA's purpose is to improve the security and efficiency of the VWP. In addition to Norwegians, it applies to citizens of all 34 VWP countries.

ESTA does not apply to those who travel to the US with a visa. Individuals traveling on valid visas will not be required to apply for an ESTA.

ESTA application: <https://esta.cbp.dhs.gov/esta>

ESTA and visa information:

http://www.cbp.gov/xp/cgov/travel/id_visa/esta/

http://travel.state.gov/visa/temp/without/without_1990.html

http://norway.usembassy.gov/non-immigrant_visas.html

Financial Crisis Will Delay Tough Budgetary Decisions

When announcing his candidacy nearly two years ago, President-elect Barack Obama declared his intention to address “the failure of leadership, the smallness of our politics — the ease with which we’re distracted by the petty and trivial, our chronic avoidance of tough decisions, our preference for scoring cheap political points instead of rolling up our sleeves and building a working consensus to tackle the big problems of America.”

Obama inherits the White House at a particularly challenging time, to put it mildly. Alleviating the effects of the current financial crisis will require unprecedented bail-outs and stimulus packages. Effectively addressing the problems associated with global warming, perhaps in combination with enhancing American energy independence, will likely require federal funds for new infrastructure and investments in burgeoning renewable energy industries. US security commitments around the globe continue to demand both lives and treasure. And the piggy bank is empty. Substantial increases in security spending and large tax relief packages have left the US fiscally vulnerable. The national debt has doubled to over \$9 trillion under the Bush administration.

Just as fiscally threatening, but less likely to make headlines, are the legally-binding (mandatory) domestic budgetary commitments. Entitlement programs consume an ever-increasing portion of the budgetary pie. Medicare and Medicaid (health insurance for elderly and low income citizens, respectively) budgets are spiraling upwards – health care costs have consistently outpaced economic growth for decades. In addition, an aging population will increase the fiscal pressures on these programs just as the impending wave of retiring baby boomer threatens to swamp Social Security. According to a recent Government Accountability Office report, Medicare will become insolvent within a decade and Social Security by 2041, absent any policy changes.

The impending fiscal storm comes as no surprise, and policymakers have for years delayed politically-unpopular reforms. Voters have come to expect “money for nothing,” as Dire Straits used to sing. Washington might well be able to continue borrowing in order to pay for military operations overseas, bailouts at home, and temporary fixes to the various entitlement programs. But interest payments are evidence that it’s definitely not “money for

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nothing.” In 2007, the US spent more –70% more – on servicing the federal debt than it spent on operations in Iraq and Afghanistan combined. Many economists also warn that excessive debt will eventually slow economic growth over the long term.

American political culture has become increasingly averse to accepting increased costs or collective burden-sharing. Voters have generally rewarded politicians demanding less of them, while at the same time supporting policies that encourage fiscal irresponsibility. Pursuing cost-free approaches have simply delayed finding sustainable and permanent solutions that might include increased tax burdens, reduced benefits or substantial cuts in program funding. Effectively meeting today’s challenges will require a greater willingness among voters to accept limitations and make sacrifices.

With massive amounts of federal aid needed to alleviate the effects of the current recession, now however, is not the time for fiscal restraint and balanced budgets. President Obama will have to wait with the really “tough decisions” until the situation stabilizes – continued deficits and rising debt levels are now unavoidable. While the Bush administration could have chosen a different fiscal course, Obama’s deficits will be forced upon him. The best that can be done is to begin laying a political foundation for the realistic long-term policy solutions of tomorrow.

Past Events



Ambassador Whitney welcomes the AmCham members.



Bjorn Norlie (middle) was honored for 50 years of membership

Ambassador's Reception

Thursday, September 17th
Villa Otium

In the spirit of warm tradition Ambassador Whitney and his wife Mary Farnham Whitney hosted their annual reception for AmCham members on September 17th. The reception signifies the strong cooperation between the Embassy and AmCham Norway. One hundred and fifty guests enjoyed good food, American wine and each other's company at the Ambassador's home, Villa Otium. The guests were welcomed by AmCham's Chairman, Gunnar Rødal, who also presented the Ambassador with a print by artist Terje Risberg as a thank you for his continuous support throughout his three years as US Ambassador to Norway. In his speech the Ambassador emphasized the value of AmCham's work in promoting the very important business ties between Norway and the US.

The Ambassador's Reception is one of the AmCham's flagship networking events and an annual favorite.



Jason Turflinger, Kristiina Helenius - MD AmCham Finland, US Ambassador Ross Wilson, Junnila Annukka - Finance & Membership Administrator AmCham Finland, Stephen Brugger - MD AmCham Denmark.

ECACC Meets to Discuss Challenges, Engagement and Value to Members

October 12-15th

The European Council of American Chambers of Commerce (ECACC) held its fall conference on October 12-15 in Istanbul, Turkey - the cross roads of Europe and Asia. More than 40 delegates from 28 AmChams met to share knowledge and best practices, and to discuss challenges facing businesses in 2009. The conference was organized in cooperation with the Turkish-American Business Association (TABA). Some of the topics discussed included: "AmChams 2025: challenges & vision for the future of associations", "The Future of Digital Communication", and "AmChams Leading Change". Several prominent Turkish Governmental Officials addressed

the ECACC delegates during the conference including: Kursad Tuzmen, Minister of Foreign Trade; Egemen Bagis, Senior Advisor to the Prime Minister; Zafer Caglayan, Minister of Trade and Industry; and Binali Yildirim, Minister of Transport.

Delegates also gathered for an exclusive reception hosted by U.S. General Consul Sharon Wiener at her beautiful residence overlooking the Bosphorus. The reception was organized by American Business Forum in Turkey (ABFT) and was attended by U.S. Ambassador Ross Wilson and members from both ABFT and TABA.

Past Events



Nordic Visitor's Pálmi Jónsson & Icelandair's Elisabeth Andonov award the grand prize!



The AmCham staff's artistic talent impressed



Generous member contributions for the charity raffle



Thanksgiving Charity Dinner

November 20th, 2008

Akershus Festning, Oslo

Sponsors & partners:

"A big success." "The best Thanksgiving dinner ever!" "The food was perhaps the absolute best that I can recall for Thanksgiving."

As measured by member letters after this year's Thanksgiving Charity Dinner, few were disappointed – or left Akershus Festning hungry – on the evening of Thursday, November 20th.

This year's event took place one week prior to the actual holiday – allowing more AmCham members to join the festive evening of thanks and support. Set within the beautifully decorated *Artileriloftet*, members and guests enjoyed turkey with stuffing, mashed potatoes and gravy, cranberry sauce, green bean casserole, and sweet potato casserole. Pumpkin pie rounded

off the multi-helping meal with fine Fetzer wines served throughout the evening.

In between courses, respected Norwegian theologian, educator, and Conservative Party parliamentarian Mr. Inge Lønning provided an enlightening account of the history and meaning of the American Thanksgiving tradition. Mr. Lønning also expressed his deep regard for strong US-Norway relations and contentedly noted the Prime Minister's recommendation on Norway's next jet fighter.

Dinner was followed by a raffle drawing for this year's charity partner – Habitat for Humanity. Icelandair, together with Nordic Visitor, provided the grand prize of two tickets to New York along with a VIP stay in Iceland on the return trip. Additional prizes were provided by AmCham members Amway, Gold's Gym, Kraft, Moods of Norway, Radisson SAS Scandinavia, Strøm, Tine, Universal Pictures and Angela Amoroso.

Based upon raffle proceeds and the support of event sponsors Chevron and

Iron Mountain, a donation of NOK 30 000 was awarded to Habitat's representative, Mr. Willo Brock. The donation, in turn, will be used to help build a Houston-area home for a family in need.

Habitat for Humanity International is a nonprofit organization that seeks to eliminate poverty housing and homelessness from the world. Through volunteer labor and donations of money and materials, Habitat builds and rehabilitates simple, decent houses with the help of the homeowner (partner) families. Habitat houses are sold to partner families at no profit and financed with affordable loans. The homeowners' monthly mortgage payments are used to build still more Habitat houses.

We are happy to announce Habitat as our charity partner for the coming year. We will continue to raise money for them at future events, and we will receive reports from Habitat as to how our donations are being utilized.

New AmCham Members

Patron Members

BearingPoint

BearingPoint is a leading management and technology



consulting company serving prominent companies and public sector organizations in the Nordics – and in the world. BearingPoint helps clients solve their most pressing business challenges by implementing innovative and customized solutions that create competitive advantage. In Norway, BearingPoint is focused on the following solutions: Operational Excellence, Business Model Transformation, Growth Through Innovation.

BearingPoint's dedicated and passionate consultants bring a unique combination of management and technology experience and skills to the table. The company is committed to helping clients become more successful by realizing both short- and long-term results that affect the bottom line.

Petroleum Geo-Services

Petroleum Geo-Services (PGS) is a leading worldwide geophysical company. PGS provides an



extensive range of seismic services and products for the petroleum industry including data acquisition, processing, reservoir analysis and interpretation. The company also possesses the world's most extensive multi-client data library.

Formed in 1991, the company today operates 15 marine streamer vessels including 7 vessels of the unique Ramform class. The company also operates between 8 and 12 Onshore crews and has 22 data processing centers. Since the start of the company PGS has pioneered the development of multi-streamer marine seismic acquisition, producing

increasingly efficient, high-quality 3D seismic data for the industry. The company has also introduced high-density 3D seismic (HD3D) in all environments and developed in-house expertise in geology, geophysics, and reservoir analysis. PGS also provides onshore seismic services where the company has a reputation for using the latest equipment in challenging environments and has an enviable program of sustainable development. The data processing capabilities of PGS have grown substantially and today it is a major player in this high technology industry.

With its headquarters in Oslo, Norway, the company has offices in 28 different countries with larger regional offices in London, Houston and Singapore. The company is listed on the Oslo stock exchange. (OSE)

Schering-Plough



Schering-Plough is a leading pharmaceutical company represented in over 55 countries around the world. Every year 20% of the turnover is used for research and development of new medications. This has resulted in many new and efficient medications.



The company has been represented in Norway since the 70's. On November the 19th 2007 Organon became part of Schering-Plough. Today the firm is situated at Fossum in Bærum and at Drengsrud in Asker. Schering-Plough has about 110 employees in Norway. Schering-Plough has products within the therapeutic fields of allergy, anesthesia, asthma, dermatology, gastroenterology, hematology, infection medicine, neurology, oncology, orthopedics, woman health (birth control, hormone treatment and infertility treatment) psychiatry, rheumatology, substitution therapy for heroin addictive, urology and veterinarian products.

Patron Upgrade

DnB NOR

DnB NOR



is Norway's largest financial services group with total combined assets of NOK 2 000 billion. The Group consists of strong brands such as DnB NOR, Vital, Nordlandsbanken, Cresco, Postbanken, DnB NORD and Carlson.



Norway's leading financial services group.

- More than 2.3 million retail customers
- More than 200 000 corporate customers
- Norway's largest Internet banks, dnbnor.no and postbanken.no, with more than 1.4 million users
- Represented in more than 200 locations in Norway
- 800 in-store banking outlets
- Norway's largest life and pension insurance company with around 1 million customers
- Norway's most extensive distribution network for financial services
- Norway's largest asset management operation with more than 630 000 mutual fund customers in Norway and 294 institutional clients in Norway and Sweden
- Norway's largest capital markets operation
- Norway's leading real estate broker
- 13 800 employees

... and the most international

- Partner for Norwegian companies abroad and for large international companies in Norway
- International network of 14 branches and representative offices
- One of the world's foremost shipping banks
- Norway's leading foreign exchange bank
- A major international player in the energy sector
- Operations in Poland and the Baltic states through DnB NORD
- Presence in north-West Russia through DnB NOR Monchebank

Advokatfirmaet Flod

Advokatfirmaet Flod AS handles most legal areas but the emphasis



is on construction and contracting law, sports and organizational law, legal circumstances surrounding real estate, company and contract law, insurance law, labour law and inheritance law, administration of estates and family law.

Advokatfirmaet Flod AS places particular emphasis on personal service, follow up and high professional standards. Advokatfirmaet Flod know that often it is a big step for people to see a lawyer and they want to make that threshold as small as possible and strive towards a working format that is not stiff and formal. Advokatfirmaet Flod also know that many people associate legal services with great cost. For that reason, Advokatfirmaet Flod AS maintains a moderate cost profile. The target for their services are mainly small to medium companies, unions and organizations. But this company would also be the right choice for ordinary men and women who require legal assistance.

Best Company

Best Company AS was established in 1997.



Their main field of activity is to plan, facilitate and carry out all kinds of events, bookings and marketing activities. Best Company provide national and international artists, comedians, lectures and speakers. Their activities are mainly targeted towards the Norwegian market, but they have also carried out events for Norwegian clients abroad with great success.

Best Company AS has close contact with all agencies and artist managements in Norway, and can mediate and carry out bookings of any artist or lecturer for any occasion.

Best Company contribute with idea and concept development. Try them out, they will give you a non-binding offer for artist booking or overall solutions for your event/

kick-off. There are no extra costs involved for customers by booking through Best Company. Best Company AS has obtained top competence within its field, and our creativity and professionalism has become their brand.

Haugen-Gruppen

Haugen-Gruppen is a leading



import-, sales- and marketing organization within the Nordics with companies in Norway, Sweden, Denmark, Finland and Iceland. They are specialized in sales -and marketing of internationally known Brands with good quality within grocery, foodservice and wine & spirits. Some of their brands are; Twinings, Heinz, Campell, Corona Extra, Champagne Bollinger, Hardys, Hugel & Fils, Baron de Ley, El Coto, Ladoucette, Domaine Faiveley, Vidal-Fleury, Fonseca Port, Cognac Tesson and Robert Mondavi. www.haugen-gruppen.com

Haugen- Gruppen's vision and overall goals it to be leading, focused and preferred panNordic supplier within grocery, foodservice and food related drinks within new-/ ethnic- as well as established categories. To be number 1 or number 2 in all trade defined categories and in everything they do, as well as contribute to category growth with our customers and work with harmonized brands pan Nordic.

Laticrete

Laticrete Norge AS is a Norwegian owned company that imports



and produce under license; tile adhesives, grouts and membranes for the ceramic tile industry from Laticrete Int. Inc in USA.

Laticrete Int. Inc who is based in Bethany, CT. was founded in 1956. The Laticrete products have been on the Norwegian market since 1974, only in small quantities. Laticrete Norge AS was founded in 1991 and started selling the full range of Laticrete Products. Today the company turnover NOK 38.0 million and has 6 employees. The products are sold throughout Norway from 120 dealers. There is also some export to Sweden and Finland.

Nordic Visitor

Nordic Visitor was founded in



Reykjavik, Iceland in January 2002, by Palmi Jonsson and his business partner and long time friend Asberg Jonsson. By 2006, the company established itself in both Norway and Sweden and is making its mark as a leading travel agency opening the door to unique Nordic experiences for both the private and corporate market.

Specializing in custom-made packages, the company is able to develop an itinerary that is in line with the client's primary objective, whether it be incentive, team-building, or a rejuvenating getaway tour. With offices in Norway, Iceland, and Sweden, Nordic Visitor delivers quality experiences in the Nordic region with a high level of personalized service, local knowledge and expertise, and attention to detail.

Thon Hotels

In Norway Thon Hotels have 50 hotels from Hamferst in the north to Kristiansand in the south,



in addition to hotels in Belgium (Brussels), the Netherlands and Sweden. At Thon Hotels in Norway you may choose between three different concepts; Budget, City and Conference.

Thon Budget are hotels with fixed low prices and are smart an basic without pricy elements. Thon City hotels are modern and comfortable hotels mid-city. Thon Conference hotels are professional conference hotels designed to ensure that your event goes according to plan. Regardless of which country, hotel or concept you choose for your visit, you will always be taken care of by their committed staff.

www.thonhotels.com

Wine Tailor

Winetailor was found-



ed in 1996 by Jakob Opedal when the import monopoly ceased to exist. Winetailor also owns shares in two wine import firms in Denmark and Finland.

Winetailor started importing wines from

Vinmonopolet Highlights American Wines in January

AmCham Norway is proud to announce the complete list of new American wines available on the shelves of your local Vinmonopol in January. The launch includes several Pinot Noirs from Willamette Valley in Oregon, one of which is a single vineyard; a Pinot Noir from the cool climate Anderson Valley in California; several Syrahs from the Central Coast, of which one is from

Santa Barbara County; a Cabernet Franc from Carneros; one or two Zinfandels from Dry Creek Valley, and several white wines, of which one Albariño. The selection also includes two top-quality sparkling wines that will prolong the festive Holiday season well into the New Year!



USA releases in January

Product name	Producer	Category	Origin	Price
Flying Snake Dog IPA	Flying Dog Breweries	Ale	Denver	39,90
Truchard Syrah 2006	Truchard Vineyards	Red	California/Carneros	114,80
Truchard Cabernet Franc 2005	Truchard Vineyards	Red	California/Carneros	168,90
Big House "The Slammer" Syrah 2006	Big House Wine Co.	Red	California/Central Coast	109,90
Stonehedge Reserve Red Blend 2007	Stonehedge Winery	Red	California/Dry Creek Valley	188,00
Sketchbook Pinot Noir 2006	Sketchbook/Parducci	Red	California/Mendocino	224,00
Monterey Syrah 2007 (foreløpig navn)	Arcus	Red	California/Monterey	92,00
Bien Nacido Vineyard Syrah 2005	Bonny Doon Vineyard	Red	California/Santa Maria Valley	265,00
Rockpile Zinfandel 2006	Seghesio Family Vineyards	Red	California/Sonoma/Rockpile	209,00
Cloudine Pinot Noir 2007	Cloudine Cellars	Red	Oregon	139,90
Kings Ridge Pinot Noir 2006	Kings Ridge Wines	Red	Oregon	140,00
Erath Pinot Noir 2007	Erath Winery	Red	Oregon	148,90
Stangeland Stand Sure Vineyard Pinot Noir 2006	Stangeland Winery	Red	Oregon/Willamette Valley/Eola-Amity Hills	209,40
Schramsberg Blanc de Blanc Brut 2005	Schramsberg Vineyards	Sparkling	California/North Coast	239,90
J Cuvée 20 Brut NV	J Vineyards & Winery	Sparkling	California/Russian River Valley	215,00
Dancing Coyote Albariño 2007	Dancing Coyote Wines	White	California/Clarksburg	138,10
Willamette Valley Pinot Gris 2007 (øko)	Montinore Estate	White	Oregon/Willamette Valley	139,90
Amity Pinot Blanc 2007	Amity Vineyards	White	Oregon/Willamette Valley	145,00

► Burgundy and developed a wine range of wines from other parts of France, Italy, Portugal and Spain, Australia and USA. Today Winetailor import wines for all

regions of the world, 90% of which originates from Europe. Winetailor is today one of Norway's main importers of fine wines among which several of the world's best

producers. In 2008 Winetailor has been focusing on American top producers from Oregon, Napa Valley and Washington.

DVD Releases



Mamma Mia! - released 26th of November

From the smash hit stage show comes this larger than life musical epic. Bringing you an all-star cast, the songs of ABBA and an extravaganza of dancing and laughter, Mamma Mia! The Movie is the feel good film of the year.

The Mummy: Tomb of The Dragon Emperor - released 3rd of December

An all action, all-adventure epic that races from ancient China to neon-lit Shanghai and high into the frozen Himalayas. Brendan Fraser returns as mummy-battling explorer Rick O'Connell, fighting his deadliest enemy yet: the resurrected Dragon Emperor (Jet Li) and his unstoppable legion of 10,000 warriors!



Heroes, Season Two - released 3rd of December

Rejoin the epic and suspenseful phenomenon as Heroes: Season Two arrives on DVD! Experience all the new and exciting twists of the astonishing series in this 3-disc set that includes every gripping Season Two episode.

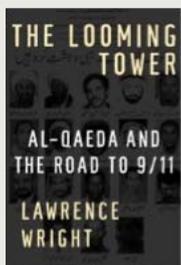


Wanted - released 7th of January

Wesley Gibson (James McAvoy) is a cube-dwelling hypochondriac, with a humiliating boss and a cheating girlfriend. His life is going nowhere! Wes discovers that his estranged father has been brutally murdered - and finds himself thrust into joining a secret society of assassins, called The Fraternity.

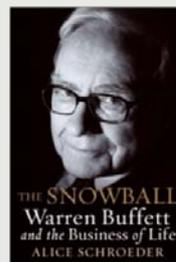


Recommended Reading



Wright, a *New Yorker* writer, brings exhaustive research and delightful prose to one of the best books yet on the history of terrorism. He begins with the observation that, despite an impressive record of terror and assassination, post-World War II Islamic militants failed to establish theocracies in any Arab country.

Many helped Afghanistan resist the Russian invasion of 1979 before these unemployed warriors stepped up efforts at home. Al-Qaeda, formed in Afghanistan in 1988 and led by Osama bin Laden, pursued a different agenda, blaming America for Islam's problems. Less wealthy than believed, bin Laden's talents lay in organization and PR, Wright asserts. As a fugitive, bin Laden's days as a terror mastermind may be past, but his success has spawned swarms of imitators. This is an important, gripping and profoundly disheartening book.



The Snowball is the much anticipated book recounting with intimate detail the life experience and life-wisdom of the man known as "The Oracle of Omaha." Warren Buffett. Though writers have penned thousands of pages about Mr. Buffett and his extraordinary gifts as a businessman and investor, The

Snowball offers an unprecedented portrait of Buffett's life, of his values and his strategies, of his total experiences - all of which combine to tell a great American story.

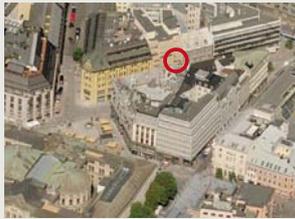
Season's Greetings



from the AmCham Staff



American Chamber of Commerce in Norway

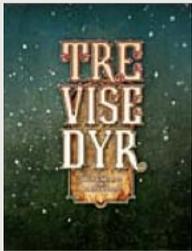


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What We Do

AmCham Norway works vigorously to develop Norwegian – American business relations by:

- Acting as a collective voice for our esteemed group of member companies, both within and across industries
- Providing introductions, trusted referrals, partner search services, early-stage project facilitation, and creative business solutions based upon experience since inception in 1958
- Managing relationships as a mainstay within the constantly shifting business and political arenas
- Administering a wide array of events designed to maximize member and partner learning, interaction and enjoyment



Three Wise Animals is a children's story about three barnyard friends – Jura the cow, Bjelle the sheep and Grynte the Pig – who panic when they think that the farmer is fattening them up in order to make Christmas sausages out of them. With the help of their friend Ulvrik the wolf – who has become a quick-change artist in order to avoid the hunters – they devise a plan of escape. This beautifully illustrated book, published by Gyldendal Forlag, tells a tale of friendship, adventure, the spirit of Christmas, and finding the way back home. Hilde Bjørnhovde from *Aftenposten* writes, "The illustrations are fantastic. You've never seen animals quite like this before. The story is original and funny."



For purchasing details see www.gyldendal.no

Upcoming Events

AmCham Wine Committee Meeting

Monday, January 12th
15-16:00, AmCham,
Lille Grensen 5, Oslo

AmCham Automobile Committee meeting

Tuesday, January 20th
14 -16:00, AmCham,
Lille Grensen 5, Oslo

Business After-Hours

– US Wines with Moods of Norway

Tuesday, January 27th
18- 20:00, Moods of Norway,
Akersgaten 18, Oslo
Additional event details to be announced soon!

Business After-Hours

US Wine Tasting with the Stavanger Chamber of Commerce

Rosenkildehuset
Thursday, January 29th Stavanger

Annual General Meeting & Dinner

Thursday, March 26th Oslo
Date and venue to be confirmed.

AmCham Members

20/20 Communications • **3M Norge** • **Abbott Norge** • Accenture • AccountOnIt • Acergy Norway • Adams Express • Advokatfirma Flod
• Advokatfirma Selmer • Advokatfirma Steenstrup Stordrange • Advokatfirmaet Tøtdal • **AIG Europe** • Aims International Norway • Air Products
• AirSped • Aker • Alfa Quality Moving • American Car Club of Norway • American College of Norway • Anders Wilhelmsen & Co. • **American
Express Business Travel** • American Express Company • **Amway** • Anixter Norge • Arcus • Ashland Norge • Atlantic Link • Avis Bilutleie • Baxter
• **BearingPoint** • Bergheim Drammen • Best Company • BI Norwegian School of Management • Bionor Immuno • Bristol-Meyers Squibb • BSFA
• **Burson-Marsteller** • Business Account Development • **BW Gas** • Capgemini Norge • Cargo Partner Removals • **Chevron Norge** • Chrysler
Norge • **Citigroup Norway** • Clarion Hotel Royal Christiania • **Clear Channel** • **Coca-Cola Drikker** • **Codan Forsikring** • Colliers International
• Computer Associates Norway • **ConocoPhillips Norge** • Continental Airlines • Cytec • Deloitte Advokatfirma • **Det Norske Veritas** • **DLA
Piper** • **DnB NOR** • Doorway to Norway • **Eli Lilly Norge** • Ericsson • **ExxonMobil** • **Fast Search & Transfer** • F& B Kommunikasjon • FineArt
• Fjell og Fjord Mat • **FMC Kongsberg Subsea** • Futurestep - A Korn/Ferry Company • Føyen Advokatfirma • Gambit Hill & Knowlton • GE
Capital Bank • **GE Healthcare** • Geelmuyden.Kiese • **General Motors Norge** • Global Refund Norge • Gold's Gym Scandinavia • Google Norway
• Grand Hotel • Hard Rock Cafe Oslo • Haugen – Gruppen • Hess Norge • Hewlett-Packard Norge • Holland & Knight • **Honeywell** • Høyskel
& Wennevold • IBM • Icelandair • Ingersoll-Rand • Intergraph Norge • International Herald Tribune • **Iron Mountain** • Jaeger International
• **Janssen-Cilag** • Jiffy International • Jotun • Kongsberg Defence & Aerospace • KPMG • Kraft Foods Norge • Kroll • KS Sports Management
• Kvale & Co. Advokatfirma • Laticrete Norge • Leif Höegh & Co. • Lærdal Medical • Majortrans Flytteservice • **Manpower** • Manpower Professional
Executive • **Marathon Petroleum Norge** • Mercer • **Microsoft Norge** • M-I SWACO Norge • Monster Worldwide Norway • Moods of Norway
• **Moss Maritime** • Motorola • **MSD Norge** • NattoPharma • Nordic Visitor • Norges Varemesse • Norse Solutions • Northzone Ventures • Norwegian
Machinery Dealers Association • Norwegian Ship Owners' Association • Opera Software • Oracle • Oslo Relocation • Oxoil • Parker Hannifin
• PepsiCo Nordic Norway • **Petroleum Geo-Services** • **Pfizer** • Premiere Global Services • **PricewaterhouseCoopers** • Questback • Radisson SAS
Scandinavia Hotel • Ræder Advokatfirma • Rodela Productions • Sabra Tours • Sara Lee • **SAS Institute** • **Schering-Plough** • Segway Norway
• Simonsen Advokatfirma • SINTEF • Smartcom.tv • Sprint International • **StatoilHydro** • Strøm • Sun Microsystems • **Tandberg** • Telenor
• The Arctic Challenge • The Performance Group • Thon Hotels • **Tine** • Tornado Adventures • Total E&P Norge • Trigcom • Umoe Mandal
• **Unisys Norge** • **Universal Pictures Norway** • **UPS of Norway** • V&S Norway • VentureLab • Verdane Capital Advisors • **Verizon Norway**
• Wara Consulting • Willis • Winetailor • **Wyeth** • Xerox Norway