



# Membership News

PROMOTING NORWEGIAN-AMERICAN BUSINESS RELATIONS

## Message from the AmCham Staff

First of all AmCham Norway would like to congratulate President Barack Obama with being awarded the Nobel Peace Prize for 2009. The city of Oslo has literally been put on its head the last few days with the Presidential visit. We are proud to present this year's American wine served at the Nobel Dinner at the Grand Hotel. You can read more about the wine, and how to purchase it, in a press release later within this issue.

We would also like to take this opportunity to welcome, new US Ambassador to Norway, Barry B. White. We have been very fortunate to have the Ambassador as a guest and speaker at several of our events already and we look forward to working closely with him during his appointed stay in Norway.

In this issue of our newsletter you can read articles from member companies Skanska, Radisson Blu Scandinavia Hotel, The Arctic Challenge and Doorway to Norway. The topics of the articles vary from environmental friendly buildings and Christmas reflections to expat services and should make for educational and enjoyable reading experience.

As always we, are extremely proud to profile this quarters new members. We welcome you on board and look forward to working with all of you!

We sincerely thank our contributors and sponsors and we hope you find this issue both interesting and useful.

SINCERELY,  
THE AMCHAM STAFF



## LEED - Building Green

by Lise Bergflødt

Skanska is a leading international project development and construction company. In addition to our ordinary construction activities we combine our expertise and financial strength to develop offices, homes and public-private partnership projects. We create sustainable solutions and aim to be the leading in quality, green construction, work safety and business ethics. Of course, we also aim to maximize the potential of Skanska with regard to returns. We are a Fortune 500 company and a member of UN Global Compact. Skanska is one of the world's ten largest construction companies with revenue of SEK 144 billion in 2008. Skanska is headquartered in Stockholm, Sweden, and listed on the OMX Nordic Exchange Stockholm.

Two years ago we decided upon a vision; "We are determined to become the leading green projects developer and contractor." At the beginning on our journey to become the leader in green, we commissioned surveys in all of our home markets in Europe, US and Latin America to find the best practices in the area of green construction. The results showed that the real estate market in US had been transformed by a green building rating system called LEED (Leadership In Energy and Environmental Design).

LEED is a program for design, construction and operation of green buildings and is owned by the U.S. Green Building Council (USGBC), an organization of more than 20 000 member companies and organizations. ▶

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A great example on how LEED can support green transformation of a building is one of the world's largest buildings, the Empire State Building. It all started in Nov-2008 when one of the new tenants, Skanska, took over the 32<sup>nd</sup> floor and decided to renovate the office space to the highest level of LEED - LEED platinum - within the program for commercial interior. Skanska cut the energy bill by one-third with the improvements they did, with a great focus on energy consumption in addition to natural daylights, materials, recycling and reuse, indoor climate, avoiding wasting water etc. The renovation encouraged the owners who decided that Empire State Building is going green! A green renovation project of the entire building started this summer with an expectation to reduce the skyscraper's energy use by 38%. This retrofit project is part of a \$500 million building makeover already under way that aims to attract larger corporate occupants and higher rents.

LEED is currently being introduced within the Norwegian market. So far there are three projects underway - a retail project a hotel and a student apartment building. The projects will be completed and certified within a year or two.

International builders are increasingly adopting LEED with a particularly strong presence here in the Nordics. There are LEED projects underway in 114 nations and 35 000 projects are currently participating in the system.

Interest in LEED is strong because it is more than a rating system. It is an entire support program for helping owners and operators green their complete building portfolios. It provides a concise framework for best-practices in high-performance green building design, construction and ongoing operations. The LEED program applies to new construction, existing buildings, interiors, residential and neighborhoods, and has special applications for schools, hospitals, retail and hospitality sectors, underscoring its flexibility.

Currently there are 43 LEED projects under construction in the Nordics. Growth in LEED adoption in the Nordic region is accelerating: 36 projects have registered with LEED so far in 2009. With the increase of interest in the Nordic countries, we are confident that LEED will be a tremendous tool to add to the leadership in sustainability that the Nordic countries embody.

Important in LEED is the independent, third-party verification that a building meets these high performance measures. This ensures that buildings are constructed as designed and that they perform as expected. This role is performed for USGBC by the Green Building Certification Institute, which provides third party confirmation through coordination with global certification bodies like DNV (Det Norske Veritas).



Lise Bergflødt, Business Development Manager Green Construction, Skanska Norway

# The Oakley Arctic Challenge 2010

## – Pushing The Limits



It all started in 1999; The Oakley Arctic Challenge, owned by the legendary snowboarder Terje Haakonsen, was created as an independent alternative to the more established snowboarding events. Having developed and invested in The Oakley Arctic Challenge, Terje fulfils the childhood dream of all snowboarders and paves the way for the upcoming talents and progression of the sport. The event encompasses some key values; independency, creativity, progression, borderless, playfulness along with social and environmental responsibility.

Since the first competition in 1999, in the North of Norway, this very special event has gathered the best snowboarders on the planet. It has also attracted global TV and media coverage, and over 100 journalists and photographers are on site every year.

Oakley has been part of the event since 1999, and this year they step up their commitment by being the presenting sponsor.

Each year the Oakley Arctic Challenge has been able to combine the fundamental elements of snowboarding: competition, fun and outdoor experiences. The event consists of an open competition where



superstars and talents compete for one of the most prestigious titles in snowboarding.

The 2010 edition of the challenge will be held in Wyllerløypa, Tryvann Vinterpark, where some of the best all-around snowboarders will gather for a special New Year's celebration. This incredible spectacle will start on December 28<sup>th</sup>, 2009 and end on January 4<sup>th</sup>, 2010.

### The TAC Program (source [www.t-a-c.no](http://www.t-a-c.no)):

- Dec 30<sup>th</sup>:** Arrival day
- Dec 31<sup>st</sup>:** Training day and New Year's Celebration!
- Jan 1<sup>st</sup>:** New Year – new possibilities. Training day.
- Jan 2<sup>nd</sup>:** Qualification and Semi-Finals
  - 12:30 Warm-up
  - 13:30 Prelims
  - 16:30 Warm-up heat 1
  - 16:55 Semi-Finals heat 1
  - 17:55 Warm-up heat 2
  - 18:20 Semi-Finals heat 2
- January 3<sup>rd</sup>:** Finals
  - 16:00 Doors open for spectators
  - 17:00 Warm-up
  - 17:40 Finals
  - 18:55 Finals end...
- Later same night – closing party!

# The Most Wonderful Time of the Year

(as seen through an international Hotel Manager's eyes!)

Finally it's here again - the sweet, pre-Christmas season with all the expectations and happiness it brings with it.

This is the time of year when everyone, whether it be families, friends, colleagues or business associates, gather for parties large and small. The great Norwegian Christmas Season has finally descended upon us again.

As every year, the hotel is being decorated - no easy feat to accomplish. Which colors are in this Christmas season? *We should not settle for anything too modern, nor should we opt out for something too traditional.* It is a difficult task to balance as opinions run strong.

After a year filled with challenges; the financial crisis and the resulting decline in tourism, it gives me great pleasure to see so many guests dressed for Christmas parties. The hotel is filled with happy clientele, ready to embrace this joyful season. Newly acquired Christmas attire - dresses, long and short. The sound of high heels on the stone floors are ringing in the season.

The smell of spruce and the traditional foods of Christmas, the sweet sounds of seasonal music, ensure that the ambiance can be touched and felt.

The guests represent the near and far corners of the globe. We host an abundance of nationalities, of all ages and from all walks of life. We have apprentices and managers, Ambassadors and consuls. Even our beloved King celebrates the season by attending a Christmas party with his classmates from the Military Academy. A tradition we are proud of being a part of at the Radisson Blu Scandinavia Hotel.

Toasts are made, both with champagne and *gløgg*. Lyed stockfish and salted, dried rib of mutton are eaten and savoured, as the atmosphere reaches new heights. Christmas beer and aquavit add further to the festive spirits. New visions and future plans are spelled out in capital letters, while managers fully expect to be put in their places by emboldened employees by the end of the night.

When everyone falls in line on the dance floor the evening is complete. New moves and acrobatics are shown off with great amusement and joy. On the dance floor there is no rank, no difference between King Salomon and the common man.

Now the time for drink vouchers arrives. The party committee members always have a few extra tickets, which they calculatingly use to cement office alliances. Christmas parties are delightful, fun and are by no means taken lightly.

What a shame we have to wait a whole year for it to start all over again.



Lars Listhaug, General Manager, Radisson Blu Scandinavia Hotel

# Need to Employ Foreign Expertise in Norway?



Doorway to Norway was the first company to start providing destination services for expat employees coming to Oslo way back in 1992 – and likely the first to start any kind of relocation services in Norway. We had a flying start with Coca-Cola 16 years ago when they had their headquarters for the Northern Eurasia Division in Lysaker. It has taken many years for local employers to understand the advantages of utilizing relocation professionals for their foreign employees. After all, we are living in a *self-service* culture. Now the time has finally come.

With the ever increasing need for foreign expertise in Norway, particularly in the fields of banking (i.e. the Petroleum Fund in Norges Bank), IT (i.e. the recent acquisition of Fast Search & Transfer by Microsoft) and the oil industry in general, it makes sense to hire in highly qualified and experienced assistance. What could be better than having the expertise from a team of expats themselves, where everyone has *been there and done that*, assist your company in relocating an expat employee that will make all the difference for your business?

Some years ago hiring in foreign expertise was a time-consuming and complicated process. It could take three months or more just to get the applications approved. Not anymore! The Norwegian government has begun to realize how important international specialists are for the work

force in their country. They are making great strides in streamlining the process of obtaining work / residence permits (now called “registration”) as well as the key personal number (social security, ID). For an EU citizen the entire procedure may be accomplished in less than one month with one visit to the authorities. For a non-EU citizen (i.e. American) more documentation is required but the process need not be much longer. It is even possible to get a jump-start on the process by granting Doorway to Norway power of attorney to act on your company’s behalf before the assignee even sets foot in Norway.

Not only is government compliance of utmost importance, but also making sure the employee (with or without a family) gets off on the right foot in adjusting to life in a new culture, far away from home. Finding an appropriate place to live is number one, followed by access to practical information for everyday living, orientation to the Norwegian culture, as well as connections for starting a social network. Doorway to Norway tailors programs to meet the needs of the individual assignee. We aim to protect and respect the interests of both the employer and the employee while paving the way for a quick and efficient adjustment to living in Norway. Close communication with our clients and assignees is fundamental to the service we provide.

Doorway to Norway has maintained



Nancy Sandmæl (right), Owner and Manager of Doorway to Norway, accepting the EuRA Quality Seal

full membership in the European Relocation Association for the past 10 years and achieved the EuRA Quality Seal in March this year. This is a rigorous process that insures quality control of the services we offer by the global relocation industry, as represented by EuRA.

## **Personal adjustment is the key factor**

A foreign expert/ specialist may be the catalyst needed to make your business flourish. The inherent value in such a person must be respected and nurtured. If their personal life does not function it will prove difficult for them to do their best job at the work place. This is when utilizing relocation/ destination services can make or break the success of such an endeavor. Doorway to Norway aims to help insure that success.



## Barry B. White New US Ambassador to Norway

On September 22, Barry B. White was confirmed by the U.S. Senate to be Ambassador Extraordinary and Plenipotentiary of the United States of America to Norway.

White appeared in a confirmation hearing before the Senate Foreign Relations Committee on September 15, 2009. In his prepared statement White emphasized the commitment shared by Norway and the U.S. to promoting human rights, democracy, and freedom throughout the world. He looks forward to working to preserve and build upon this invaluable relationship. He added that the U.S. trade relationship with Norway measures over one billion dollars per month, and is free of major disputes. He will work to improve upon and increase economic development opportunities both for U.S. companies in Norway and Norwegian firms in the United States.

Source: US Embassy webpage [www.usa.no](http://www.usa.no)



## From King to Obama



The exhibition From King to Obama opened at the Nobel Peace Center on 25 September. The exhibition portrays the American Civil Rights Movement of the 1960s – the movement that helped pave the way for Barack Obama’s historic election victory.

Martin Luther King, Jr. was a central figure in the Civil Rights Movement and, like Barack Obama, a source of inspiration to people worldwide.

In 1964 King accepted the Nobel Peace Prize. This made him, at just 35 years old, the youngest ever Nobel Peace Prize laureate. The Civil Rights Movement’s slogan: “Thou shall not requite violence with violence”, was a central factor cited in the justification for the Norwegian Nobel Committee’s decision.

“There are many obvious similarities between King and Obama, both in terms of their values, their political strategies and in their rhetoric and public impact. It has been inspiring and fascinating to create an exhibition of contemporary relevance that is based on these major historic events,” says Bente Erichsen, Director of the Nobel Peace Center.

Source: [www.nobelpeacecenter.org](http://www.nobelpeacecenter.org)



# A Long-Time Friend and US-Norway Enthusiast Has Passed Away

If one word could characterize Robert (Bob) Crystal's engagement with his fellow AmCham Norway members over the past 26 years, *vibrancy* would undoubtedly be it. One word, however, was not Bob's style.

For those who did not yet know him, Bob's overt friendliness and intensity could initially be puzzling. In the day and age of no free lunches, Bob's was a brand of openness that could seemingly be followed by a well-timed sales pitch. But the sales pitch never came. Instead, conversational partners gradually learned that Bob was genuinely and unashamedly interested in *people* – especially those with US-Norway ties. Bob's motivation was the straightforward hope of sharing information to increase social, cultural and business interaction. He had numerous successes.

Raised in Brooklyn, New York in the 1930's, Bob was married to his Norwegian wife and life-long partner Karin in 1956. Trained as a chiropractor, Bob moved to Oslo with his artist wife and daughter Erica in the 1970's. Those who worked with Bob at Klinik for Alle unsurprisingly remember him as a very well-informed, multidisciplinary professional with a strong foundation in chiropractics.

Those of us lucky enough to have known Bob (anyone who spent more than ten minutes in a room with him) will not forget his depth of kindness. Although new details of his life would



naturally surface upon each consecutive interaction, absolutely no sign of vindictiveness was even remotely perceptible through his years of unwavering support.

Bob (78) lost his fight against cancer in August this year. Bob will never lose the respect and admiration of those whose lives he so vibrantly touched.

A view from higher ground

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# Winner of Nobel's Peace Prize 2009 – President Barack Obama



**Nobel's Peace prize is one of the world's most prestigious and important prizes.**

When Alfred Nobel established the prizes in his last will and testament he demanded that the prize should be awarded to *“someone who has done most or best to promote brotherhood between people, for abolishing or lessen standing armies and*

*for founding and spreading of congresses of peace”.*

On December 10<sup>th</sup> US President Barack Obama arrived in Oslo to receive the 2009 Nobel Peace Prize. As always, there is much commotion when a peace prize winner comes to town, but when the winner is also the world's most powerful man, there are suddenly a lot more to take into consideration for the organizers and those in charge. We can now proudly reveal that the President, during the traditional Nobel-banquet at Speilsalen at Grand Hotel, was fortunate enough to enjoy a wine from his home country. More exactly from Napa Valley, California, and from a wine producer who is regarded as an icon and American guru within wine production. We are of course talking about Robert Mondavi.

The wine that was part of the menu was: **Robert Mondavi Napa Valley Cabernet Sauvignon 2005.**

The wine is available through Vinmonopol (bestillingsutvalget).

**Vinmonopol number: 56936 Price: 316,90 NOK** (Vectura nr: 119821 og EPD nr: 1722867)

**Menu testing** – In the Nobel Suite, the Nobel Committee tests the menu ahead of the nominee visit. There are in total 14 dishes with complimentary wines that have been tested but exactly which dishes and wines that were served to Barack Obama was kept secret until they were served at the tables. The menu that was served was a five course menu and **Robert Mondavi Napa Valley Cabernet Sauvignon 2005** was the wine that

was chosen to accompany the main course, Juniper berry- and thyme marinated Elk, pommes Berny and glazed turnip.

252 selected guests took part in the banquet dinner at Grand Hotel on December 10<sup>th</sup>. The guest list included representatives from the Norwegian public, members of The Royal Family and Parliament.

**Robert Mondavi** is probably one of the best known vineries in the US. It was established in 1966 by Robert G. Mondavi, son of a poor Italian immigrant, for production of top quality wines from California. Robert Mondavi is known both nationally and internationally as a leading producer within the wine industry. In the middle of the 1990's, he started to look outside of the States for partners: Italy, France and Chile, and the expansion continued with great success. One of the things Robert will be remembered for is his cooperation with Baron Philippe de Rothschild, on the prestigious wine Opus One. A wine which has cult status and that today sells for more than \$350 per bottle. Robert Mondavi is today owned by Constellation Wines and imported to Norway by Haugen-Gruppen AS.



*Rune Johansen, Director of Restaurants at Grand Hotel, handing President Obama a glass of wine*



## Robert Mondavi Napa Valley Cabernet Sauvignon 2005

*USA, California-  
Napa Valley.*

Deep ruby color. Ripe dark berry aromas bearing on blackberries and plums. In addition to aromas of spices, flowers and chocolate. The wine shows incredible depth and complexity

with well-integrated tannins. The wine has contact with the skin for 25 days to achieve soft velvety tannins. Is stored for 14 months on French oak, of which 20 % on new barrels. Type of grapes: 83 % Cabernet Sauvignon, 9 % Cabernet Franc, 5 % Merlot and 3 % Petit Verdot.

## Sauté Catering

Based in the US Embassy, Sauté is a young company that is the result of inspiration from three individual chefs, coming from completely different backgrounds and cultures, that get together with one com-

mon understanding: producing an honest, quality, personalized product. We are proud of every mouthful that we deliver and this comes from the knowledge that all our ideas, recipes are our own and therefore we have the utmost control over flavor and quality. We confidently stand

by our mission statement that at Sauté we are consistently “Catering To Exceed Your Expectations”. Our flavors reflect our diverse backgrounds of Chile, Ireland and a Nepalese/Scottish Englishman!

Contact Ewan Adair: ewan@saute.no, www.saute.no.



# Past Events



## Business After-Hours NAI First Partners

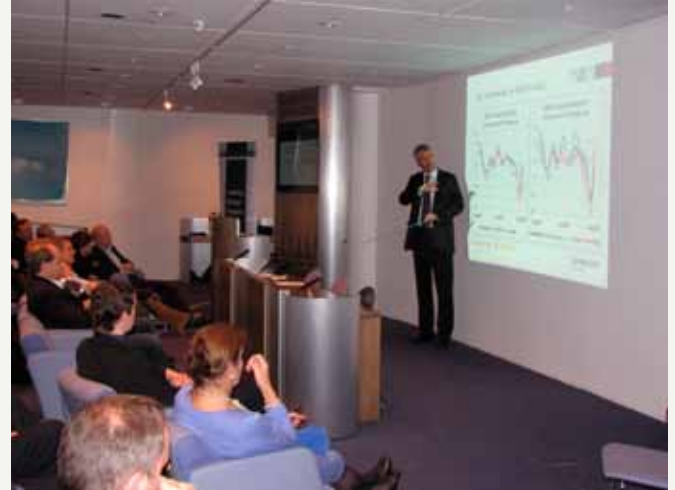
September 15<sup>th</sup>, 2009

Emil & Samuel, Oslo

AmCham and member company NAI First Partner invited members, partners and guests to an informal Business After-Hours at the new cocktail bar Emil & Samuel. Upon arrival the guests were served a Fetzer white wine and snacks before AmCham's Jason Turflinger officially welcomed all guests. NAI First Partner's Managing Partner, *Eiliv Christensen*, began the presentation by discussing the Norwegian commercial real estate market in light of the current financial situation.

The main presentation was held by *Mr. Paul Reitz*, Vice President, Investment Services of NAI Global. He was visiting Oslo from NAI's Princeton, NJ headquarters. *NAI Global* is the premier network of independent commercial real estate firms and one of the largest commercial real estate service providers worldwide. Mr. Reitz examined the impact of the subprime mortgage crisis on the US property market, with special emphasis on the changes in property values and transaction volume, opportunities and considerations for international investors and the political environment and its effect on the real estate industry.

After the presentation the guests were invited out on the rooftop balcony for drinks and mingling.



## DnB NOR Business After-Hours

October 28<sup>th</sup>, 2009

Aker Brygge, Oslo

Members of AmCham and the British Norwegian Chamber of Commerce (BNCC) were welcomed to DnB NOR's Aker Brygge headquarters on Tuesday, October 28th for an informative financial crisis overview by DnB NOR's Chief Economist Øystein Dørum. He provided an insightful presentation on what led to the crisis, where we are now and what we can expect in the near future. The presentation was followed by a Q&A session where Dørum was confronted with varying audience views.

Following the presentation, guests enjoyed light snacks and a networking opportunity with this extensive group of American, British and Norwegian contacts.



## Past Events



US Ambassador White, Scott Harris – Lockheed Martin, Pål Røkke – Citi, and Vidar Keyn – US Embassy



### Patron Breakfast Briefing with Lockheed Martin

November 10<sup>th</sup>, 2009

Grand Hotel, Oslo

AmCham Norway, in cooperation with Lockheed Martin, invited Patron Members to a Breakfast Briefing at the Grand Hotel. This event was a continuation of the previous day's *Global Partnership Dialogue with Norwegian Industry* conference held at NHO.

A brief introduction was given by new US Ambassador Barry B. White. The Ambassador emphasized that the JSF program is indeed different than traditional international cooperative defence programs, noting that the industrial team selects suppliers based upon a best-value approach. The Ambassador was optimistic that Norwegian industry would be well represented in the production of the aircraft – thus further cementing the ties between Norwegians and Americans.



Scott Harris, President of Continental Europe, Lockheed Martin

After a short video presentation of Lockheed Martin's many civil programs, Dr. Scott Harris, Lockheed Martin's President of Continental Europe, discussed his organization's efforts to engage Norwegian industrial players outside of the defense industry.

Following up on Dr. Harris' comments was Ms. Susan Maraghy, Vice President of International Civil Programs. Ms. Maraghy, based in Bethesda, Maryland, discussed the company's work within electronic systems, space systems, nanotechnology and renewable energy.



Associate member Leif Evensen accepting a gift basket from Coca-Cola Drikker



### Thanksgiving Charity Dinner

November 19<sup>th</sup>, 2009

Radisson Blu Scandinavia Hotel, Oslo

Once again AmCham members gathered to celebrate a traditional Thanksgiving dinner. All 144 guests seemed very satisfied with the food prepared by our *own* Thanksgiving chef, Henning Taraldlien.

The event took place at Radisson Blu Scandinavia Hotel, one week before the actual Thanksgiving Day, in order to give more AmCham members a chance to participate in an evening of thanks. Members and guests enjoyed turkey with mashed potatoes, gravy, cranberry sauce, green bean casserole and sweet potatoes. Delicious pumpkin pie was served for dessert. The food was accompanied by Truchard wine from Napa Valley.

Throughout the evening guest speakers were invited on stage: US Ambassador Barry B. White, followed by chair of the

Parliamentary Standing Committee on Foreign Affairs and Defense, Ms. Ine Eriksen Søreide. The musical entertainment of the evening was provided by the Fredrikstad Barber Boys, who showed genuine musical joy through their singing throughout the evening. AmCham would like to extend our thanks to the Fredrikstad Barber Boys for adding a memorable and enjoyable touch to our Thanksgiving celebration. Well done!

Dinner was followed by a charitable raffle drawing for Habitat for Humanity. Icelandair provided the grand prizes: two roundtrip



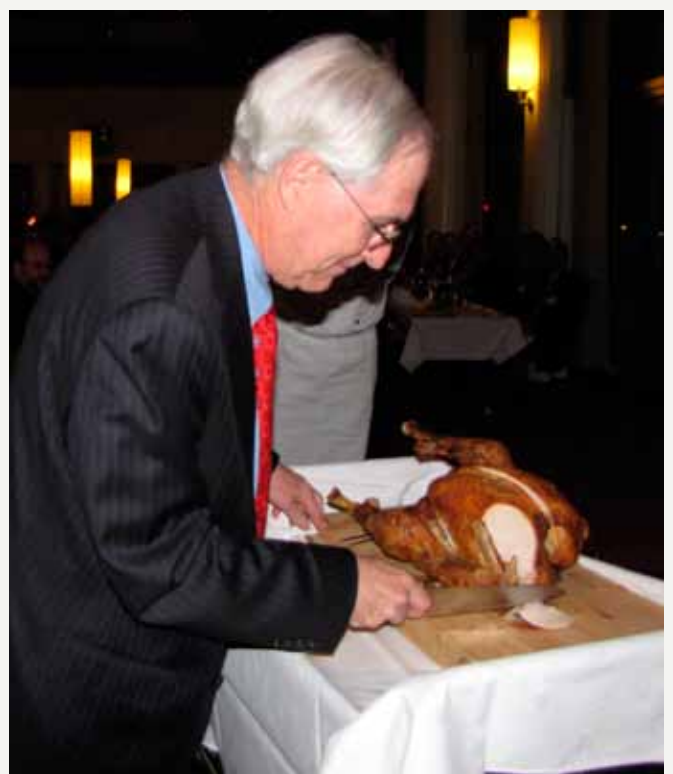
*FrP's International Secretary Kristian Norheim won the flight with Arne Peder Blix from Norse Solutions*



*Stuart Griest from Chevron won the Icelandair tickets. Here with Icelandair's Elisabeth Andonov*

tickets to Seattle. Other prizes were graciously donated by AmCham members: Amway, McDonald's, Hard Rock Cafe, Amcar, Coca-Cola, Norse Solutions, Moods of Norway, Universal Pictures, Tine and Fetzer wines, Hurtigruten and Radisson Blu Scandinavia Hotel.

AmCham would like to thank our members, guests and sponsors Iron Mountain, Coca-Cola, Icelandair and ExxonMobil for making it a memorable evening. A donation of 20 000 NOK was awarded to Habitat for Humanity.



*US Ambassador Barry B. White carving the turkey*

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# New AmCham Members

## Patron upgrade:

### BAXTER

Baxter develops, manufactures and markets products that save and sustain the lives of people with hemophilia, immune disorders, infectious diseases, kidney disease, trauma, and other chronic and acute medical conditions. As a global, diversified healthcare company, Baxter applies a unique combination of expertise in medical devices, pharmaceuticals and biotechnology to create products that advance patient care worldwide.



## Patron:

### SKANSKA NORWAY

Skanska is one of the world's leading construction groups with expertise in construction, development of commercial and residential projects and public-private partnerships. The Group currently has 56,000 employees in selected home markets in Europe, the US and Latin America. Skanska AB is headquartered in Stockholm. Skanska in Norway employs 4000 people from all over the country and has been in the Norwegian market since 1906. Skanska Norway has for many years been ranked as the most popular employer among construction students in Norway.



## Corporate:

### ATI EUROPE

Allegheny Technologies

Incorporated is one of the largest and most diversified specialty metal producers in the world with revenues of \$ 5.3 billion during 2008. ATI has approximately 8700 full-time employees worldwide who use innovative technologies to offer growing global markets a wide range of specialty metal solutions.



ATI Europe's major markets are aerospace and defense, oil & gas, chemical process industry, electrical energy, medical, machine and cutting tools, and construction and mining.

ATI was the first US steel mill to obtain Norsok accreditations for lean duplex, duplex and super duplex grades, austenitic AL-6XN and titanium casting.

### HANDELSBANKEN CAPITAL MARKETS

#### Handelsbanken Capital Markets

Handelsbanken Capital Markets is Handelsbanken's investment bank. Their focus is to provide the best financial solutions for customers with Nordic requirements. In order to reach their goal Handelsbanken Capital Markets has gathered everything from trading in equities, fixed income, commodities and foreign exchange to structured products, Debt capital markets, cash management advisory services within Corporate finance and macro and financial research within the same organization. By combining Capital Markets' 1,100 specialists with Handelsbanken's financial strength and over 700 branches, they can offer unique advantages. Handelsbanken Capital Markets success in the market is based on the value created for customers.

### KORN/FERRY INTERNATIONAL

Korn/Ferry International is a leading provider of Executive human capital solutions. The company's main line of business is Executive Search and it also has business lines addressing Non-Executive Directors, as well as Executive Management Assessment, Coaching and Middle management recruitment. Korn/Ferry International is represented in all significant markets globally, and has a particularly strong position in the Norwegian market. The company's main focus is search for roles in the management team and Boards. Korn/Ferry International works with a broad range of companies, from large internationally listed corporations to small local businesses.



## RESOURCES

### GLOBAL PROFESSIONALS

Resources Global Professionals (NASDAQ: RECN) is a pioneering professional services firm, a global community with a new approach to business — inside out. Partnering with client teams, they solve problems, implement initiatives and help drive change through all levels of businesses all over the world.



Their professionals are experienced problem solvers who average 20-years experience in fields including Finance and Accounting, Information Management, Governance, Risk & Compliance, Supply Chain, Legal and Human Capital.

Resources Global employs seasoned professionals from the countries where clients operate, consultants with knowledge of local language, culture and regulations. The company's consultants start adding value as soon as they begin an engagement. From more than 80 offices in North America, Europe and Asia Pacific, Resources Global serves 2,100 clients in 66 countries.

Resources Global has, since establishing the office in Oslo in 2005, partnered with several leading Norwegian companies and international companies with operations in Norway.

### SEB KORT

SEB Kort is the leading Nordic corporate credit card company. It is wholly owned subsidiary of SEB, with branch offices in Sweden, Finland, Denmark and Norway. In Norway SEB Kort is comprised of its subsidiaries; Diners Club Norge AS, Eurocard AS, Europay Norge AS, SEB Kort AB Oslofilialen and Salvo AS. SEB Kort has over 600.000 cards in the Norwegian market within the Diners Club, Eurocard and MasterCard networks.



# AmCham Members

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