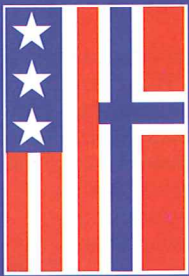


Norway



AmCham

NEWSLETTER OF THE AMERICAN CHAMBER OF COMMERCE IN NORWAY

Inauguration of the New American Chamber of Commerce in Norway



AmCham held one of its popular Breakfast Briefings at the American Embassy in Oslo on October 7. Guest speaker Ambassador of the EU Commission in Norway, John Maddison.

With this very first Newsletter ever issued by the American Chamber/American Club in Oslo we wish to introduce the new AmCham to our members, prospective members and to the Norwegian and international business community.

This fall AmCham Norway has taken the final step to become a fullfledged American Chamber of Commerce.

AmCham is emerging from the American Club in Oslo with a tradition of almost four decades of business networking among Americans and Norwegians. This gave us a unique position for a flying start as an AmCham. Together with 23 other AmChams in European countries we belong to ECACC (European Council of American Chambers of Commerce). This organisation speaks for over 16,000 firms involved in significant U.S. investments in Europe.

Norway has over the recent years developed into a

powerful international trading partner with world-wide dimensions. Its economic strength is primarily based on the role as the second largest exporter of crude oil in the world, and as a major supplier of natural gas to the European continent.

Also in terms of political weight as well as cultural impact, Norway plays a significant international role compared to other countries in the group of "smaller" nations.

It had a mediator role in the Middle East and Balkan peace process and it has carved out an independent and unique position as one of the few none-EU members. Being affiliated to the European Economic Area (EEA) Norway enjoys market access to the EU without any significant restrictions. The country is one of the strongest supporters of NATO.

Based on Norway's huge petroleum resources with current annual investments of appr. USD 7 billion and the development of advanced

technology in this sector and in other industries the economy is expected to remain strong. Most of the economic key factors look favorable for Norway. Inflation and interest rates are on their lowest levels in the post war period. Unemployment is far below European levels.

The business climate for U.S. firms and investments in Norway has never been as attractive as today. This favorable momentum should be fully explored by the new AmCham who will be your professional partner in the promotion of prosperous business.

AmCham Norway was officially inaugurated in September 1997.

NEW OFFICE

The American Chamber/
American Club in Oslo
Drammensveien 20 C
N 0255 Oslo

THE AMERICAN
CHAMBER

AMERICAN CLUB
IN OSLO



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AmCham 1997/98
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AmCham Honorary
President
Ambassador to
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AmCham President
& CEO
Stray Inter Med

Rebecca Selvik
AmCham Vice
President & Treasurer
Chase Manhattan
Bank Norge AS

Blørn Bjørnstad
AmCham Director

Dagfinn Lunde
AmCham Director
INTERTANKO

Ole Morten Settevik
AmCham Director
Microsoft Norge AS

Bert Engelhardt
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Transition from the American Club to AmCham Norway

With an American Club history of almost 40 years, and a diversified group of resourceful individual members, there was a strong basis for the transition into a full service AmCham. As of today we have just started the process. Our primary objective has been to establish corporate membership in order to secure the necessary funding of AmCham's activities. Given the current, strong economic situation and in particular the rapid growth of the American business community in Norway, there are many opportunities and benefits that a fully operative AmCham can provide for its members.

The AmCham concept – A forum, a voice, a source of information – emphasizes several key benefits:

- Chamber members adopt common positions on issues of importance to their business – AmCham Norway is a sounding board for opinions and exchange of information
- We are a strong business networking forum
- AmCham members can utilize U.S. Embassy information channels with direct access to the government in Washington
- Intelligence on Norwegian and U.S. government actions is made available to members.

We are now in the process of organizing AmCham committees in order to provide for organized active influence by the members. For example, a Government Relations Committee will be

formed in order to identify unfavorable legislative and fiscal conditions and develop solutions in cooperation with the authorities from the strength of united efforts.

In the last two months we have presented the New AmCham concept to a number of American and Norwegian corporations and invited them to become our founding and patron members. AmCham offers several types of membership. Patron and Sustaining memberships are intended for larger firms and corporations who desire to make a maximum contribution to the cost of operating the chamber. Contributing memberships are intended for smaller firms and corporations. Individual memberships are intended for professional persons and others who by nature of their activities are seeking full participation as active members.

AmCham's mission has been very well received. I am happy to introduce our new patron and sustaining members as well as many new contributing and individual members in this Newsletter.

I see interesting challenges ahead of us. I am also very glad to announce that AmCham/The American Club will have its own new office in the center of Oslo, thus providing easy access and daily services. I would like to encourage our members to actively contribute to our future issues of the Newsletter by providing information, company news, press releases, ads and other significant input.

Last but not least a special thanks to our Honorary President, Ambassador Thomas A. Loftus, who during this process has given his full support of our plans, and provided numerous initiatives through the U.S. Embassy to get the AmCham message across to potential corporate members. This gave us great encouragement to make this venture a success.

Rolf C. A. Røding
President & CEO





EMBASSY OF THE
UNITED STATES OF AMERICA



October 22, 1997

Dear AmCham members and prospective members,

I am very pleased to be the Honorary President of the American Chamber/American Club in Oslo. I am equally pleased to extend a warm welcome to the new AmCham in Norway that is effectively presented in this inaugural newsletter.

The time has come for growth. The time has come to expand the vision created by the American Club of Oslo forty years ago. The time has come to embrace all of Norway and its rapidly growing corporate sector with business ties linking our two countries closer than ever before.

Norway deserves no less than a full-service AmCham today. 80 other countries have AmChams. More than 200 U.S. corporations have set up operations in Norway. And 4000 others are represented by local agents and distributors. America is by far the leading foreign investor nation in Norway and Norwegian investment in the USA is rising daily. Bilateral trade between our two countries reached record levels in 1996 and 1997 with the U.S. becoming Norway's 4th largest trading partner.

The American Embassy in Oslo looks forward to working closer than ever before with the new AmCham so this new voice for international business can be heard in Norway and America where it counts.

I am confident AmCham has a bright future in Norway. And that the additional level of activities and events being developed by its dynamic leadership will open many new business doors and social opportunities for all of its members.

I look forward to seeing many of you at the Thanksgiving Dinner on November 28th.

Sincerely,

Thomas A. Loftus
Ambassador

Highlights from the Inaugural Reception



American Ambassador Thomas A. Loftus (right) addressing an audience of 120 AmCham members and prospective members at the Ambassador's residence, September 9, 1997.



Mrs. Barbara Loftus (far left) and Thomas V. Hansen, a veteran club member and other guests.



Rebecca Selvik, Vice President of Chase Manhattan Bank Norge AS, and Vice President of AmCham.



AmCham President Rolf Røding greeting John Maddison, Ambassador European Union Commission in Norway, and Sharon Mercurio, Deputy Chief of Mission, U.S. Embassy



Bert Engelhardt, Commercial Counselor, American Embassy and liaison representative to AmCham. Bert Engelhardt has been instrumental in the promotion of the new AmCham in Norway.



AmCham President welcoming Ole Morten Settevik, General Manager of Microsoft Norge AS as the first Patron Member of AmCham Norway.



The presentation of the New AmCham concept was applauded by the audience.

Introducing Patron Member:



Ole Morten Settevik
General Manager
Microsoft Norge AS
P.O.B. 85, Tåsen
N 0801 Oslo
tel. 22 02 25 07
fax 22 95 06 64

Microsoft

Since its inception in 1975, Microsoft's mission has been to create software for the personal computer that empowers and enriches people in the workplace, at school and at home.

Microsoft® products include operating systems for personal computers, server applications for client/server environments, business and consumer productivity applications, and interactive media programs, and Internet platform and development tools. Microsoft also offers online services, sells personal computer books and input devices, and researches and develops advanced technology software products. Microsoft products, available

in more than 30 languages and sold in more than 50 countries, are available for most PCs, including Intel microprocessor-based computers and Apple computers.

Microsoft's early vision of *a computer on every desk and in every home* is coupled today with a strong commitment to Internet-related technologies that expand the power and reach of the PC and its users. As the world's leading software provider, Microsoft strives to produce innovative products that meet customers' evolving needs. The company's substantial investment in research and development, along with a strong commitment to customer feedback,

enables Microsoft to offer technological advancements that ensure customers the highest-quality software products available today.

Microsoft Norge AS was established in 1990. Since then it has grown from 3 to 40 employees and the FY97 revenue were appr. 90 Million NOK.

A membership in the American Chamber is important for Microsoft Norge AS. American companies established in Norway have greater influence on Norwegian legislation and the Norwegian Government when united in the American Chamber.

Introducing Patron Member:



W.J. "Tony" Gordon III
President and
Managing Director
Norske Conoco AS
P.O.B. 488
N 4001 Stavanger
tel. 5141 64 37
fax 51 41 60 13

Conoco

First to the future: Conoco is an integrated, international petroleum company with some 15,500 employees in more than 30 countries.

Upstream: Conoco explores for, develops and produces crude oil and natural gas, and processes natural gas to recover associated liquids. The company currently produces 445,000 barrels of petroleum liquids and 1.3 billion cubic feet of gas per day — from North America, and offshore Norway, the U.K., Dubai, Russia and Indonesia. Exploration for new reserves of oil and gas including deepwater drilling is undertaken in more than 10 countries on six continent.

Downstream: Conoco refines crude oil and other

feedstock into petroleum products, trades crude oil and products, and distributes and markets petroleum products. Conoco's refineries process over 730,000 barrels of feedstock per day. Gasoline, diesel and motor oils are sold under the Conoco, JET and Seca brand names through about 7,000 retail outlets in the U.S., Europe and the Asia Pacific region. Conoco is selectively broadening its activities within the global energy business, and recently established Conoco Global Power to pursue emerging opportunities in power generation markets.

A DuPont company: Conoco had worldwide revenues in 1996 of approx. \$20 billion and earnings of \$901 million. In 1981 it became a wholly owned

subsidiary of DuPont, one of the world's leading industrial corporations, with annual sales of almost \$44 billion.

Norwegian activities: Conoco's Norwegian crude oil production of about 100,000 barrels a day of oil, represents about 20% of its worldwide production. Its proven oil reserves comprise about 25% of Conoco's total world-wide oil reserves. Today, Norske Conoco has a work force of 170 people. The company owns interests in 18 licenses including several giant fields, like Statfjord, Heidrun, and Troll. Conoco operates three exploration licences, owns shares in the Statpipe, Haltenpipe, Zeepipe and Europipe offshore natural gas pipelines.

(See also page 10.)

Introducing Patron Member:



Øivind Solvang
General Manager
Chase Manhattan
Bank Norway
P.O.B. 1224 Vika
N 0110 Oslo
tel. 22 94 19 21
fax 22 42 58 61

Chase Manhattan Bank

Chase enthusiastically supports the expansion of the American Club in Oslo to encompass a fully fledged American Chamber of Commerce and for this reason has chosen to become a founding Patron member. "We think American companies in Norway share many common interests and we look forward to cooperating more closely with our American counterparts through the American Chamber", says Managing Director Øivind Solvang.

Chase Manhattan Bank Norge AS is a Norwegian bank, wholly owned by The Chase Manhattan Corporation, the largest bank holding company in the United States. The bank is responsible for Chase's dealings with Norwegian customers on a

worldwide basis. Chase, through its predecessor banks, has a long history in Norway. In the 1930's the bank was active in financing Norwegian shipping. In 1973, a Representative Office was opened and in 1985, when the amended banking laws in Norway allowed for it, a full banking operation was established.

Chase Manhattan Bank Norge AS has in the past few years been a leading participant in the Norwegian fixed-rate interest market and has contributed actively to introducing and developing derivatives trade in Norway. Chase has recently decided as part of the internationalization of this market to continue this activity from London. The bank's core business in the shipping industry and

financial institutions sectors will continue in Oslo as before.

Chase's customers in Norway are primarily large corporations, shipping companies, banks and financial institutions, municipalities and utilities. The bank is a niche wholesale bank offering loans and investments in international capital markets, international funds transfers and financial advisory services. As a part of a large international banking concern, many of Chase's products in Norway are offered in conjunction with Chase affiliates abroad. The Group's global network comprises offices in more than 50 countries around the world, with corporate headquarters in New York.

Introducing Patron Member:



Michael O'Neill
Division President
Coca-Cola Norge AS
P.O.B. 21
1324 Lysaker
tel. 67 58 74 05
fax 67 58 78 26

Coca-Cola

Coca-Cola was first sold in Norway in the early 1920s. The product was at this point in time only imported in a limited scale, and was difficult to find in most stores. In December 1937 the first bottling agreement was signed between Coca-Cola and Jarlsberg Naturlige Mineralvann. Production started in June 1939 in Oslo, and the first customer was Oluf Lorentzens Colonial at Karl Johans gate.

Today, after nearly 60 years in Norway, Coca-Cola is the clear market leader in the soft-drink market. In addition to brand Coca-Cola, strong brands like Coca-Cola light, Sprite and Fanta also belong to the product portfolio. In 1996, Norwegians consumed more than 500 million litres of soft-drinks. Approx 55% of the volume

sold are products of The Coca-Cola Company, which gives Norwegians one of the highest consumption levels in the world.

The products are produced, sold and distributed through 5 bottlers throughout Norway. The largest bottler, Coca-Cola Drikker AS (CCD), representing 70% of the volume, was established in 1996. CCD employs more than 800 people, and is investing more than 600 million NOK in construction of a new bottling plant north of Oslo. The other bottlers are Hansa in Bergen, Mack in Troms, Borg in Sarpsborg and Aass in Drammen.

Michael O'Neill, Vice Chairman of AmCham Russia, has been instrumental in the development of the American Chamber of Commerce in Russia.

Stavanger AmCham Chapter

The Stavanger business community and several of our members have expressed a strong interest in an AmCham chapter for Stavanger. The Board of AmCham supports this idea and will initiate plans to realize this proposal next year.

We welcome further suggestions and active support from members and other corporations located in Stavanger.

Introducing Patron Member:



David H. Ledlie
Managing Director
Esso Norge AS
P.O.B. 350 Skøyen
N 0212 Oslo
tel. 22 66 30 30
fax 22 66 37 77

Esso

Essso in Norway includes Esso Norge AS and Esso Exploration and production Norway AS. The downstream activities including refining, distribution and marketing is the responsibility of Esso Norge AS. Both companies are wholly owned by Exxon Corporation, USA.

Exxon is one of the largest corporations in the world with subsidiaries in more than 100 countries. Their total workforce of 80.000 people generated in 1996 the best net result (\$7.5 billion) in the company's 115 year history. Total revenues were at \$ 134 billion. Main activities include exploration and production for oil and natural gas. In addition the company refines, transports and sells crude oil and petroleum products. Exxon's total

refined volume increased last year by 10.8% to 3.8 million barrels per day. It is also an important player in the area of petrochemicals, coal, minerals and production of electric power.

In Norway, Esso's production comes mainly from Statfjord, Sleipner, Snorre and Brage. From these offshore fields Esso generates total gross production volumes of 187,000 barrels of oil equivalents per day. Among all of the international oil companies present on the Norwegian continental shelf Esso has the highest production volume.

Esso's downstream business in Norway includes substantial refining activities at Slagen, South of Oslo. Despite erratic gasoline price developments last year the

Slagen refinery operated at full capacity and produced the highest output in its history. Esso increased its marketshare for petroleum products in Norway to 23.7%.

(See also page 10.)

Sustaining Members:

3M Norge A/S
Pb. 100, 2013 Skjetten
tel.: 63 84 73 00; fax: 63 84 17 88
Jens Høding, Managing Director

Amoco Norway Oil Co.
Pb. 8088, 4003 Stavanger
tel.: 51 50 20 04; fax: 51 50 22 18
Sveinung Sletten,
Public & Governm. Affairs Mgr.

Citibank International plc,
Norway Branch
Pb. 1481, Vika, 0116 Oslo
tel.: 22 00 96 60; fax: 22 00 96 22
Per Kumle, Managing Director

Enron Nordic Energy
Pb. 429, Sentrum, 0103 Oslo
tel.: 23 10 25 00; fax: 23 10 25 50
Joseph P. Hirl, Director

Manpower A/S
Pb. 2506, Solli, 0202 Oslo
tel.: 22 01 82 80; fax: 22 83 05 69
Tor Dahl, Managing Director,
Nordic Region
Lars Petter Ørving, General Mgr. Norway

Mobil Exploration Norway Inc.
Pb. 510, 4001 Stavanger
tel.: 51 56 80 60; fax: 51 56 83 33
C. M. Devine, Managing Director

Oracle Norge AS
Pb. 384, 1324 Lysaker
tel.: 67 52 67 07; fax: 67 52 67 20
Stein Surlien, Managing Director
Hans Olav Hamran, Financial Director
Jørgen Myrland, Sales Director

Contributing Corporate Members:

INTERTANKO
Pb. 2829, Solli, 0204 Oslo
tel.: 22 12 26 50; fax: 22 12 26 41;
Dagfinn Lunde, Managing Director

Amerada Hess Norge A/S
Langkaien 1, 0150 Oslo
tel.: 22 94 00 00
fax: 22 94 00 94
Nils B. Gulnes, Managing Director

FORD FORUM
Jongsåsveien 4
N 1300 Sandvika
tel.: 67 56 56 00, fax: 67 56 56 16
Kristin Jonsdottir, Sales Consultant

Letters from the Members

Dear Sirs,
I would like to take the opportunity at the launch of the AmCham Newsletter on behalf of FORD FORUM and myself to extend our warmest congratulations.

May the launch of your Newsletter serve as the first of many wonderful and prosperous events in your future.

Best regards,

Kristin Jonsdottir
FORD FORUM

New Individual Members:

John Bergamini	Senior Consultant	Coopers & Lybrand Consulting ANS
Rolf H. Bergvik	Attorney	Coopers & Lybrand
Alexandra Bjertnæs		Coopers & Lybrand LLP
David Burke	Correspondent	Dow Jones Newswires
Thomas Carlson	Personnel Director	Seabourn Cruise Line
Carl Garmann Clausen	Associate Attorney	Ræder, Wisløff, Aasland & Co. ANS,
Andre Demarest	Manager	Cooper & Lybrand
Mike Dominguez		
Catherine Herceg Eikland	Attorney-at-law	Advokatfirmaet Steenstrup ANS
Steinar J. Engelsen	Director, M.D., M.Sc.	Teknoinvest Management A/S
Gunnar Frognes	Director	Elf Petroleum Norge as
Truls Furuseth	Senior Sales	Telenor Media AS
A. Peter Grindem	Export Manager	Solberg & Andersen A/S
Thomas Gunnarsson	Sales Manager	Telenor Media AS
Anders Haavik	General Manager	Radisson SAS Scandinavia Hotel
Christopher Herncane	Marketing & Sales	
Nathan R. Hill	Programmer/Analyst Consultant	A/S EDB
Terje Horslund		Sensormatic AS
Geir Hylland	Senior Consultant	Telenor Media AS
Randi Høyer	Senior Consultant	Telenor Media AS
Paul Joseph Ingrassia	Doctor of Chiropractic	Notodden Kiropraktorsenter
Leif O. Jensen	Quality Project Leader	Wittusen & Jensen a.s.
Kristin Jonsdottir	Sales Consultant	Ford Forum
Tore Karlgård	Area Manager	Telenor Marlink A/S
Tim Keane	President	Capital Markets Consult AS
Carl Wilhelm van Kervel Barth		Boyd Int. AS
Vegar Knutsen	General Manager	Drew Ameroid Norge A/S (Ashland Inc.)
E.J. Kreiken	General Manager Nordic Region	KLM Royal Dutch Airlines
Erling Kvernevik	National Director	Youth for Understanding
Asbjørn Lundteigen	Certified Public Accountant	
Elizabeth Merritt	Doctor of Chiropractic	Bekkestua Kiropraktorklinikk
Theresa Comiskey Olsen	Attorney at Law	Advokatfirmaet Steenstrup ANS M.N.A.
Svein Arild Pihlstrøm	Attorney	Vislie, Ødegaard & Kolrud
Verner Rydning	Vice President	Marsh & McLennan
Tor Wilhelm Seim	Attorney	Vislie, Ødegaard & Kolrud
Haldor Strand	Hotel Director	Øverland Gård/Moelven Hotel
Dag Sørli	Managing Director	Raufoss Badeland
Herdis B. Teilman	Curator, Retired	Carnegie Museum of Art,
Geryk Thomas	Managing Director	Weatherford Norge AS
Lee Wakefield	Chief ULCC	American Embassy
Kelly Ånerud	Senior Manager-Human Resources	Price Waterhouse a.s.

AmCham Event Calendar



Nov. 11, 1997

Strategic Career Management Seminar in cooperation with New Start Norway. (See also advertisement on page 11.)



Nov. 28, 1997

Annual Thanksgiving Dinner & Dance at Bristol Hotel, Oslo (See page 11.)



Dec. 9, 1997

Breakfast Briefing (details to be announced).



Where to find all the companies in Norway

It is quite simple: Bedriftskatalogen™ – the complete business-to-business directory to all suppliers of goods and services covering the whole country. It is a tool to help you find the company you are searching for. Are you looking for computer software, but do not know the name of the company?

According to a recent survey conducted by «Norsk Gallup», people in Norwegian companies refer to Bedriftskatalogen™ 49.000 times every day! What makes Bedriftskatalogen™ so successful?

The fact that it is complete, it covers the whole country, free distribution to all Norwegian companies and a heavy emphasis on marketing campaigns, makes Bedriftskatalogen™ a unique and necessary tool for any company looking for business partners as well as suppliers. Buying advertisement in Bedriftskatalogen™ will naturally give your company value for money.

For those who prefer the electronic version of Bedriftskatalogen™, we have developed Bedriftskatalogen™ on CD-ROM which opens up for a variety of searching possibilities. The CD-ROM is identical to the yellow and pink pages of the printed version, containing all Norwegian companies as well as the advertisement.

For more information, please call our sales office on phone number 800 32 013

Countdown announces intention to launch franchise in the Nordic Countries

COUNTDOWN INTERNATIONAL, founded in 1970 and based in London, is an international discount card which entitles the bearer to 5-50% discounts at selected restaurants, shops, attractions, car rental, hotels, travel, theatres, nightspots, and a range of consumer related services. We presently have 6.5 million cardmembers and 85,000 participating merchants in almost 50 countries worldwide where we work under license arrangement. (Visit our web site at www.MemberTek.com) We are now seeking to expand in Scandinavia.

We offer these benefits via co-branded card marketing with major banks

and corporations, travel companies, associations, and direct marketers to create customer loyalty and give added value. A franchise with Countdown provides immediate access to our international network of cardmembers and clients via profit sharing arrangements between licensees. The company also offers ongoing training, support, and meetings where licensees gather to exchange ideas and information.

Persons interested in additional information and a prospectus should contact Nadine Hinchey at Countdown London (44) 171-610-9088 or fax (44) 171-610-9089.

Executive appointments

ESSO

David H. Ledlie has been appointed Managing Director of Esso Norge a.s succeeding Karl Otto Gilje who was promoted Managing Director of Esso BeNeLux. Mr. Ledlie who joined Esso in 1968, comes from the position as Chairman and Managing Director of Esso Thailand. His management career in Esso also included assignments in Esso Ireland, Great Britain and Australia. A former member of American Chambers in Ireland and Australia, he is the founding Co-Chairman of American Chamber of Commerce in Thailand's Energy and Petrochemical Manufacturing Committee.

CONOCO

W.J. "Tony" Gordon, III has been appointed President and Managing Director of Norske Conoco AS. Tony Gordon began his 27-year-long career with Conoco as an Area Production Engineer in Midland Texas. He comes from the position as Vice President & General Manager, Dubai Petroleum Company. Previously he was Manager, Corporate Planning, DuPont where he played a key role in restructuring Conoco's North American activities. In addition to his extensive experience in the energy industry, he has acquired broad knowledge of banking and health care businesses.

MANPOWER

Tor Dahl, Managing Director of Manpower in Norway for the last 32 years and previous President of AmCham Norway/American Club in Oslo, has been promoted to Manpower's Nordic top position with headquarters in Oslo. His successor as General Manager of Manpower AS, Lars Petter Ørving, comes from an executive position in Storebrand. Manpower which started by hiring secretarial help is today also concentrating on the sale of various consultant services, career development and management training etc.



Tor Dahl



Lars Petter Ørving

Business Opportunities

Blue Cross and Blue Shield of Western Europe

American-style health insurance plans for international expatriates, including treatment in and transferability to the United States. Information from: Blue Cross and Blue Shield of Western Europe c/o European Benefits Administrators 59, rue de Châteaudun F-75009 Paris Tel: 33 1 42 81 98 76 Fax: 33 1 42 81 99 03 e-mail: bleu@euroben.com

Western United Industries

Western United Industries offers hand to find large machinery, presses, mills and lathes. Also offers oil refineries and steel mills for sale at tremendous cost savings. Western United Industries P.O.B. 2008, Toluca Lake, California 91610. Tel: 818 980-9977 FAX: 818 980-2618

Inkjets? Laserprinters?

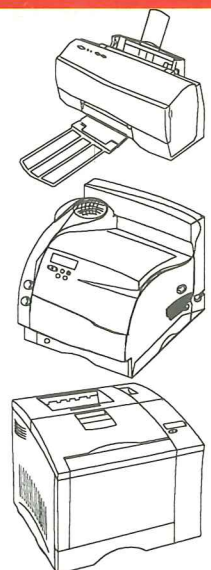
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Next time you buy a printer, try Lexmark. We offer a wide range of products, from small and affordable inkjets to larger high performance laserprinters.

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For further information, please call 22 76 35 00 or send a fax on 22 66 61 50

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LEXMARK



Visit us on the web at: <http://www.lexmark.com>

AmCham Norway • The American Club in Oslo
invite you to

The Third All-American Thanksgiving Dinner Dance

Friday, November 28, 1997
at 7 PM, Bristol Hotel, Oslo



Our guest of honor, Ambassador Thomas Loftus,
will address this festive occasion.

The Kalle Helgesen Orchestra returns this year to provide dance music.
AmCham has several exciting prizes to be raffled off during this event.

Participation fee is NOK 495,- per person.

For further information, telephone 67 54 68 80. Registration by fax 67 54 69 30 before November 15.

STRATEGIC CAREER MANAGEMENT SEMINAR

Increase Productivity and Retain Key Employees?

Is it really possible to achieve both of these goals in
today's booming economy?

By attending the Strategic Career Management Mini-
Seminar offered by the American Chamber of Commerce /
American Club in Oslo and New Start Norway, you will
learn:

- Proven ways to increase productivity and motivation of
workers
- How to use effective career management systems to retain
key employees
- How your organization can become more flexible,
adaptable and profitable

Our special guest speaker for the seminar is **Paul Stevens**,
founder of Worklife Pty in Sydney Australia and author of
over 30 publications on career management. Paul will
share his "real world" experiences in how career manage-
ment can and will improve your organizations productivity
and attractiveness to key employees.

The seminar will be held on Tuesday, 11 November
from 9:00 until 13:30 including lunch at the **Granfos
Konferansesenter** near Lysaker Station. The participation
fee is 1,950 for AmCham members and 2,950 for non-
members.

For more details or to register, please call or fax **New
Start Norway** on 22 50 00 52 (phone) or 22 50 02 42
(fax). **SPACE IS LIMITED - REGISTER NOW!**

Vislie, Ødegaard & Kolrud

*Norwegian and International Business Law
Practice specializing in the following areas:*

Contracts including Offshore
Construction and Supply Contracts
Energy law, IT-law
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German and French

Member of

the Norwegian law firm cooperation
Lex Norvegica Oslo, Bergen, Stavanger,
Trondheim with 50 lawyers

Please contact:

Supreme Court Barrister
Mr. Helge Jakob Kolrud

Supreme Court Barrister
Mr. Svein Arild Pihlstrøm

Attorney-at-Law
Mr. Tor Wilhelm Seim

P.O. Box 1244 Vika, N-0110 Oslo, Norway
Tel.: +47 23 10 94 00 Fax: +47 22 42 55 44
E-mail: vok@sn.no

★AMERICAN EVENING★

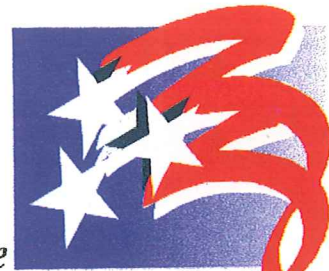
THE NORWAY - AMERICA ASSOCIATION

invites to an American evening
Tuesday November 11 at 19.00
at the Star Tours Holiday
Headquarters, Stabekk.

Theme: USA FOR
VACATIONING NORWEGIANS.

Entertainment and music by The Rain-
bow Dancers. Video presentations of
exciting American holiday destinations.
American hospitality with McDonald's,
Budweiser and CocaCola. Raffle with top
prices f.ex. a trip for two with StarTour.

Cover charge NOK 50.-, raffle tickets
NOK 30.- Registration before November
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