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Norway

Food Processing Ingredients Sector

Food Processing

2007

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Report Highlights:

Norway is a high-cost producer and is only 50 percent self-sufficient in agricultural products. The Norwegian food processing industries need to source a number of ingredients from other countries. However, for products produced domestically, imports face high tariffs, as the Norwegian Government strives to assure that domestic production is used before any products can be imported at competitive prices.

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Section I: Market Summary

The food processing sector in Norway is 50 percent self-sufficient. The total value of the sector reached USD 27,43 billion in 2005, an increase by 3 percent from 2004. The Norwegian Agricultural Economics Research Institute (NILF) anticipates an increase by 1.8 percent for 2006.

The food processing industry consists of about 1,450 companies and is the second largest industry in Norway, only surpassed by the engineering industry. Since 1993, the number of establishments in the food processing industry has decreased by 20 percent while the number of employees in the sector has remained stable at about 50,000. The average number of employees is today 33 people per establishment compared to 27 in 1993. The increase has been more radical in companies with foreign investors where the average is about 108 per establishment. About 73 companies fall into this category.

Norway is not a member of the European Union (EU), but is linked to the EU through the European Economic Area (EEA) agreement, which provides preferential treatment for products other than fishery and agricultural products. Norway applies relevant EU-legislation on food standards through EEA cooperation. The bulk of the Norwegian food legislation on food safety, labeling and traceability is basically subject to standardized EU rules.

Norway bans meat from hormone-treated animals. U.S. poultry is also precluded from entering this market due to Norway's sanitary regulations. Additionally, U.S. genetically engineered soybeans, corn, and processed products, which contain ingredients made from genetically engineered organisms, face nearly impossible odds of approval.

Norway favors EU products through the European Economic Area agreement (EEA). Accordingly, about 80 percent of all imports in the agriculture sector stems from EU countries when excluding machinery.

The Norwegian government protects the domestic agricultural sector by imposing high tariffs and quotas, which surpass EU levels. However, Norway is only 50 percent self-sufficient in agricultural products and products that are not produced domestically are not faced with the same level of protection. Due to seasonal variation, some products have seasonal tariff rates. When Norwegian suppliers cannot supply the domestic demand, the tariff is waived. The seasonal tariffs are listed in the Norwegian Custom Tariff which is located at the website <http://www.toll.no/>. Please note that the Norwegian SITC codes may vary from international standards. The SITC code-list is available on the same website.

While Norway's domestic production more or less covers the need for meat, dairy products, eggs, grains and, seasonally, fruits and vegetables, domestic production fails to meet the demand for internationally produced products such as cocoa, sugar, dried fruits and nuts, tropical fruit and vegetables, wine and spices.

Like in the rest of Europe, there is an increased demand for healthy food products in Norway. The trend leans towards non-sugar, low fat and low carb products and there is a growing market for products and ingredients used in healthy choice options. For example, non-sugar soda experienced a 23% increase in sales from 2004 to 2005. Consequently, soda that contains sugar has decreased by 13%.

Advantages and Challenges Facing U.S. Products

Advantages	Challenges
U.S. is considered to be a reliable supplier of food ingredients.	Norway has preferential agreements with a number of countries, among them the EU, while U.S. exporters have to pay maximum tariffs on most products.
U.S. products have no difficulties meeting Norwegian quality standards, and might, therefore, have a preference even if the price is higher than competitor countries.	Genetically modified products and ingredients have, in practical terms, no access to the Norwegian market.
Norway is a good market for high quality products from the U.S. and opportunities exist for most products and ingredients not produced domestically.	Logistically, the U.S. has a disadvantage vis-à-vis closer European suppliers.
The US produces ingredients and products not produced domestically in Norway.	
Recent exchange rate shifts make US products less expensive.	

Section II: Road Map for Market Entry***Entry Strategy***

- Conduct early market research to assess product potential.
- Find an agent, importer, wholesaler or a domestic industry partner that can assist with information on import duties, phytosanitary regulations, labeling requirements and competition.
- Find out if the product or ingredient is produced in the country. For certain products there might also be seasonal openings for import.
- Discuss market strategies and delivery capacity with the importer.
- Ensure the reliability of supply.
- Build relationships with the processing industry and the importer by making a personal visit.

Market Access**Tariffs**

Norway has its own tariff system with higher tariffs on products produced in the country. Some of these tariffs amount to several hundred percent. Domestic agricultural product shortages and price surges are countered by temporary tariff reductions. Lack of predictability of tariff adjustments and insufficient advance notifications can make imports from the United States, especially of perishable horticultural products, substantially more difficult and favor nearby European suppliers.

For a number of processed food products, tariffs are applied based on their ingredients, and the Norwegian importer must provide a detailed disclosure of product contents. Concern for safeguarding recipes tends to discourage exporters of processed food products from entering the Norwegian market and encourages local manufacture. Preferential tariff rates are granted to the EU and other EEA members on a number of products. EU and EEA members do, however, face high tariffs on agricultural products produced in Norway.

Raw Material Price Compensation (R?K)

Another instrument Norway uses to enhance the competitiveness of the Norwegian food industry on the international market is raw material subsidies. Under the RÅK-scheme (a price compensation system), the food industry receives support for the use of certain Norwegian raw materials. Products for which such subsidies are paid include chocolate, sweets and ice cream (for the raw materials milk and glucose), as well as pizza (for the raw materials cheese and meat). This is meant to compensate the domestic industry for high domestic raw material costs. In 2005, the value of this compensation was about USD 23,4 million.

Sanitary and Phytosanitary Measures

Beef Hormone Ban

On April 19, 1996, the Norwegian Ministry of Agriculture issued a regulation banning the import of meat from animals raised with growth hormones (as one of numerous EU harmonization measures under the EEA agreement).

Biotech Products

According to Norwegian regulations, imports of GMOs can be prohibited based on a number of criteria. Although Norway has, as part of its EEA agreement with EFTA countries and the EU, implemented Directive 90/220 (EEC on the deliberate release into the environment of genetically modified organisms), its legislation is still more restrictive than the EU's in that it contains unspecified criteria related to ethical issues, sustainable development and social justification. As a result, fourteen GMO products approved for use in the EU have been rejected by Norway. To date, only four GMO products have been approved for import into Norway (one tobacco plant and 3 types of carnations).

Norway has implemented the main elements of EU Regulation 1829/2003 on Genetically Modified Food and Feed and Regulation 1831/2003 on Traceability and Labeling of Genetically Modified Organisms and the Traceability of Food and Feed Products produced from Genetically Modified Organisms. All food and feed produced from GMOs, including products that no longer contain detectable traces of GMOs, must be labeled. The allowable adventitious presence level is set at 0.9 percent for EU approved GMOs and 0.5 percent for products that have not yet been approved but have successfully completed an EU or Norwegian risk assessment. All products testing above these levels must be labeled.

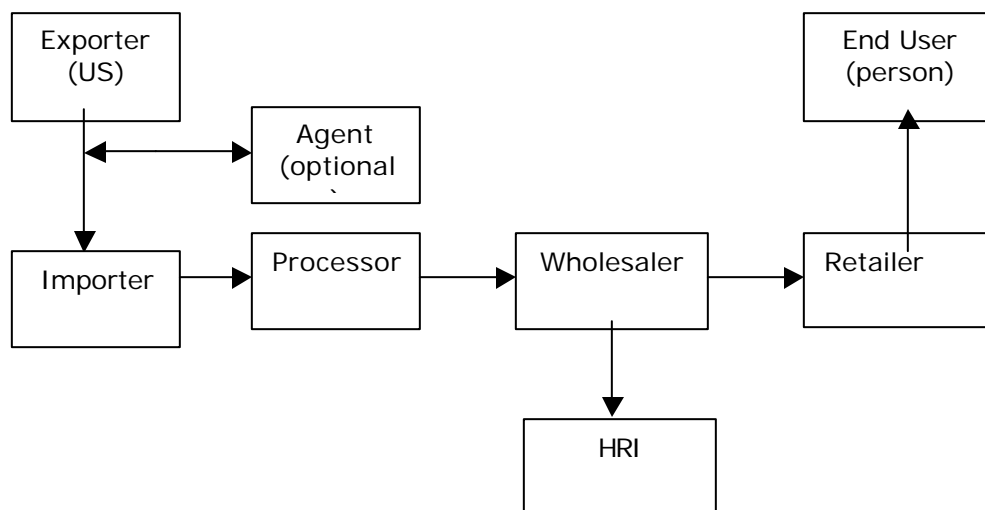
Animal Products

In 1999, Norway adopted the rules and regulations of the EU in addition to its requirements related to the import of food products. As a result, imported animal products for food use must come from an EU-approved plant and be accompanied by the necessary certificates. Importers in Norway must be registered and must notify the authorities 24 hours in advance (for animals 30 days) of the arrival of any shipment. With the exception of fish products, shipments must enter through either Oslo harbour or Oslo airport. However, there are twenty entrance locations for fish products.

Market Structure

The Norwegian market for agricultural products is fairly small, with about 4.6 million inhabitants as of 2005. A lot of agricultural products are heavily protected through quotas. As a consequence, most processors prefer domestic stock rather than imported goods. The differences can be illustrated as follows:

- US products will often go through an agent
- The agent will guide their client through all necessary paperwork and registration
- Norway imposes high tariffs on the majority of imported agricultural products
- The importer no longer has to be officially approved the Norwegian Food Safety Authority
- The importer is responsible for the content imported, and is subject to irregular ingredient testing from the Norwegian Food Safety Authority
- Both imported and domestically produced products/ingredients are subject to inquiries from the Norwegian Food Safety Authority
- The importer then distributes the product/ingredient to the processor
- Norwegian government impose strict regulations in regards to labeling. This applies to both imported and domestic products



Meat Consumption and Processing

The Norwegian market for meat is dominated by domestically produced products. The meat consumption in Norway has increased substantially in recent years. In 2005, total consumption amounted to about 290,000 metric tons.

The Norwegian Meat Cooperative, now Nortura BA, is the market leader with almost 75 percent of the market share. Nortura cooperates with the majority of farmers and slaughter facilities in the country and is both a producer and distributor. Nortura's brand name is Gilde. Other major players on the Norwegian market are Stabburet AS (Orkla), SPIS Norge and Grilstad Fabrikker. The latter two are negotiating a merger.

The Dairy Industry

The Norwegian market for dairy products is dominated by domestic suppliers. Total imports amounted to USD 70 million in 2005, up 80 percent from 2004. Cheese accounted for 75 percent of total imports.

Norwegian milk production amounted to about 1,515 million liters in 2005, of which about 580 million liters were consumed as milk and cream. Tine BA is the leading dairy company in Norway and is a sales and marketing organization for Norway's dairy cooperative. Other players in this sector are Kavli and Synnøve Finden (cheese producers), Gausdalmeieriet and Jaeren Meieriet (producers of yoghurt and milk).

The Milling Industry

Norway is almost self-sufficient in grains. Import needs depend on the quality and size of the crop. There are only two big actors in the market, Norgesmøllene DA and Regal Mølle. Norgesmøllene DA is owned by the Farmers Coop, Felleskjøpet. Regal Mølle is owned by the Swedish company Lantmännen Axa.

Norway applies auction quotas for grain and other carbohydrate feed. Import quotas are auctioned three times a year in May, August, and November. Through this quota system, the Norwegian Agricultural Authority has complete control of the quantity imported.

The Alcoholic Beverage Industry

The alcoholic beverage sector is heavily regulated in Norway. All beverages with an alcohol level of 5 percent or more are either distributed through the state owned Vinmonopolet or HRI. Regular beer, with an alcohol level below 5 percent, is distributed through grocery stores and HRI. Kiosks and gas stations are not authorized to distribute alcohol. Beer sales do not follow grocery store opening hours, but is nationally regulated by the government. All wine and liquor imports have to be imported through an approved importer, agent or distributor. VAT is high on all alcoholic beverages: about 80 percent for liquor, 65 percent for wine and 50 percent for strong beer. Wine accounts for almost 80 percent of all sales.

The Fish Processing Industry

The Norwegian fish processing industry is geared towards exports. In 2004, the industry consisted of 427 processing plants, employing 9,955 people. In 2004, total exports totaled USD 4.5 billion in 2004. Due to seasonal variation in catch, imports are needed to maintain production levels. Fish products have 20 entry locations to the Norwegian market. For all other imported products, Oslo airport or harbor are the only entry points.

The most commonly imported fish products 2004:

Type of product	Total Imports 2004 (USD Mill.)	Imports from EU (percent)	Others 2004 (percent)	Imports from USA 2004 (percent)
Other frozen or chilled fish excluding filets	100	80.5	19.5	N/A
Other frozen or chilled fish including filets	130	2.0	69.4	28.6 %
Meal and powder of fish, crustaceans or molluscs	144	26.1	73.9	0.2 %
Crustaceans or mollusks, not canned	55.5	29.1	68.4	2.5 %
Fish oil including from herring	50	26.7	63.0	10.3 %
Processed or preserved fish, including caviar and caviar substitutes	36.7	77.0	22.9	0.1 %
Processed or preserved crustaceans or molluscs	35	56.0	39.0	5 %
Total imports	USD 732 million	37.5 %	53.2 %	9.3 %

Company Profiles

Company	Type of company	Turnover	Location	End-use Channel	Procurement Channel
Orkla Foods AS	Largest manufacturer of grocery products to the Norwegian market	USD 1,670 million	Nordic	Retail & HRI	Importers/Direct
Red Meats and Poultry Meat					
Spis Norge AS	Meat processor and packer of meat products	USD 1,140 million	Norway	Retail & HRI	Importers/Direct

Grilstad Fabrikker AS	Manufacturer of meat products	USD 57 million	Norway	Retail & HRI	Importers/Direct
Gilde Norge BA	Manufacturer of meat products	USD 1,053 million	Norway	Retail & HRI	Importers/Direct
Prior Norge BA	Manufacturer and importer of poultry meat and egg	USD 0.4 Billion	Norway	Retail & HRI	Importers/Direct
Cardinal Foods/Den Stolte Hane	Manufacturer and importer of poultry meat and egg	USD 54 million	Norway	Retail & HRI	Importers/Direct
Nordfjord Kjøtt	Manufacturer of meat products	USD 154 million	Norway	Retail & HRI	Importers/Direct
Fish & Seafood products					
Marine Harvest	Seafood manufacturer, exporter and importer and packer of these products.	USD 480 million – Norway operations	Norway – 19 other countries	Retail & HRI	Importers/Direct
Aker Seafood	Seafood exporter and importer and packer of these products. Mostly within white fish.	USD 367 million	Norway, Sweden and Great Britain	Retail & HRI	Importers/Direct
Lerøy Seafood Group ASA	Seafood exporter and importer and packer of these products	USD 370 million	Nordic	Retail & HRI	Importers/Direct
Dairy Products					
Tine BA	Manufacturer of cheese and various dairy products	USD 2.8 billion	Norway	Retail & HRI	Importers/Direct
Q-Meieriene	Manufacturer of milk and yoghurt	USD 72 million	Norway	Retail & HRI	Importers/Direct
Sunnøve Finden ASA	Manufacturer of cheese	USD 106 million	Norway	Retail & HRI	Importers/Direct
Prepared fruit, vegetables, oilseed products					
Röra Fabrikker AS	Manufacturer and importer of juices and jam	USD 22,5 million	Norway	Retail & HRI	Importers/Direct
Kims Norge AS (Orkla Foods)	Snack producer and importer	USD 59,6 million	Norway	Retail & HRI	Importers/Direct

FellesJuice AS (TINE)	Importer and packer of fruit juices	USD 34 million	Norway	Retail & HRI	Importers/Direct
Lerum Fabrikker AS	Juice and Jam manufacturer, and berry and juice importer	USD 42 million	Norway	Retail & HRI	Importers/Direct
Beverages					
AASS Brewery AS	Brewery	USD 45 million	Norway	Retail & HRI	Importers/Direct
Arcus AS Arcus ogruppen og Arcus as	Wine importer, liquor producer and bottling plant.	USD 101 million	Nordic	Retail & HRI	Importers/Direct
Hansa Borg Bryggerier ASA	Brewery	USD 148 million	Norway	Retail & HRI	Importers/Direct
Ringnes AS (Orkla)	Brewery	USD 407 million	Nordic	Retail & HRI	Importers/Direct
Baked Goods					
Bakerhuset AS (Orkla)	Bakery product processor	USD 140 million	Norway	Retail & HRI	Importers/Direct
Bakers AS (Orkla)	Bakery product processor	USD 236 million	Norway	Retail & HRI	Importers/Direct
Goman-Bakeriet AS	Bakery products processor	USD 75 million	Norway	Retail & HRI	Importers/Direct
Pals AS	Producer and importer of bakery products and ingredients	USD 40 million	Norway	Retail & HRI	Importers/Direct
Idun Industrier	Bakery ingredients	USD 76 million	Norway	Retail & HRI	Importers/Direct
Brynildsen AS	Bakery product importer and ingredient supplier	USD 15 million	Norway	Retail & HRI	Importers/Direct
Sætre (Orkla selskap)	Importer and manufacturer of sweet and healthy crackers	USD 51 million	Norway	Retail & HRI	Importers/Direct
Milling					
Unikorn AS	Importer of wheat to the milling industry.	USD 198 million	Norway	Retail & HRI	Importers/Direct
Regal Mølle AS (Cerealia)	Importer of wheat and miller and producer of cereals	USD 120 million	Norway	Retail & HRI	Importers/Direct
Norgesmøllene DA	Wheat importer and miller	USD 131 million	Norway	Retail & HRI	Importers/Direct
Confectionary Products					
Baker Hansen	Confectionary products	USD 15 million	Norway	Retail & HRI	Importers/Direct
Din Baker	Confectionary products	USD 77 million	Norway	Retail & HRI	Importers/Direct
Aasmundsens	Confectionary	USD 2.4 million	Norway	Retail & HRI	Importers/Direct

Bakeri AS	products				
Snack Food					
Kraft Food Nordic	Producer of Chocolate, Snacks and cheese	USD 790 million Kraft Foods Norge AS	Nordic	Retail & HRI	Importers/Direct
Freia Marabou	Manufacturer and importer of chocolate products	See Kraft Food, Nordic	Nordic	Retail & HRI	Importers/Direct
Maarud (Kraft Food Norge AS)	Snack food and cheese manufacturer and importer.	See Kraft Food Nordic	Nordic	Retail & HRI	Importers/Direct
Nidar AS	Sweets and chocolate manufacturer and importer	USD 164 million	Norway	Retail & HRI	Importers/Direct
Brynild Produksjon AS	Manufacturer and importer of sweets, and chocolate.	USD 120 million	Norway	Retail & HRI	Importers/Direct
Prepared Meals					
Stabburet AS (Orkla)	Manufacturer of jam, juices and vegetable products + ready to eat manufacturer	USD 454 million	Norway	Retail & HRI	Importers/Direct
Rieber & Søn	Ready to eat manufacturer and importer	USD 322 million	Norway	Retail & HRI	Importers/Direct
Mills DA	Ready to eat manufacturer and importer	USD 246 million	Norway	Retail & HRI	Importers/Direct
Fjordland AS	Ready to eat manufacturer and importer	USD 130 million	Norway	Retail	Importer/Direct
Dry goods and condiments					
Mills	Ready to eat manufacturer and importer	USD 246 million	Norway	Retail & HRI	Importers/Direct
Rieber & Søn	Ready to eat manufacturer and importer	USD 322 million	Norway	Retail & HRI	Importers/Direct
Unilever Bestfoods Norge	Ready to eat manufacturer and importer	USD 27.5 million	Norway	Retail & HRI	Importers/Direct
Idun Industrier	Manufacturer of condiments	USD 76 million	Norway	Retail & HRI	Importers/Direct
Specialized food ingredients					
Unilever Bestfoods Norge	Manufacturer and importer	USD 27.5 million	Norway – Multinational	Retail & HRI	Importers/Direct

	of mixed ingredients				
Cemo AS	Importer of spices	USD 1.3.million	Norway	Retail & HRI	Importers/Direct
Olaf Ellingsen AS	Importer of spices	USD 6.5 million	Norway	Retail & HRI	Importers/Direct

Sector Trends

As well as in the rest of Europe, there is a continuous trend towards healthier food among consumers in Norway:

- Sales of non-sugar soda increased by 23 percent in 2005.
- Bottled water is becoming increasingly popular, replacing soda and other non-alcoholic beverages, even though tap water is of excellent quality in Norway.
- The focus among producers and consumers is **low/reduced fat-, low carb- and non-sugar products.**
- There is a focus on organic products.
- There is a trend towards more environmental friendly packaging in the industry.
- Food on-the-go is increasing in popularity. Places like 7/11 and Deli De Luca, or the local bakery/lunch bar, offer more healthy choice products.
- Consumption of salads with fish products is increasing.
- The number of Sushi bars in the urban areas of the country is growing.
- Meat and fish consumption is rising.
- Wine consumption is increasing while consumption of liquors is decreasing. Beer consumption is at a status quo.

As a consequence of these trends, the demand for sweeteners, low carb- and low fat products in Norway is increasing.

Section III: Competition

Due to Norway's protection of its own food processing industry through tariffs and quotas, the largest competitor to US exporters is domestic producers in Norway. In 2005, 85.7 percent of supplies to the processing industry stemmed from the domestic market. EU is the second largest supplier. In 2005, about 80 percent of total imports to the food processing industry came from EU countries. About four percent came from the US.

Competition in the food processing industry:

Product categories	Meat Products sitc 01	Dairy Products sitc 02	Cereals sitc 04	Veg.and Fruits sitc 05	Sugar prep. sitc 06	Coffee,tea Cocoa, spices sitc 07	Edible Products sitc 09	Beverages sitc 11
Market share value	percent	percent	percent	percent	Perc.	percent	percent	percent
European Union	66	99	90	57.4	92	63	87	88
South America	11	0	2	12	1	18	0	4
Africa	17	0	1	5	1	0	0	0
USA	0	0.02	2.2	8.3	1.1	0.07	0.5	5.2
Others	6	0.98	4.8	17.3	6.67	16.4	12.5	2.8
World	100	100	100	100	100	100	100	100

Source: Statistics Norway

Section IV: Best Product Prospects

Product Category	2005 Volume	2005 Imports (USD Mill.)	5 Year Annual Import Growth (percent)	Import Tariff Rate (USD)	Key Constraint over Market Development	Market Attractiveness for the US
Wheat	384,000 tons	30	36.5	0.33/kg Subject to seasonal changes due to domestic crop variation.	Competition from domestic suppliers and EU countries. Transportation cost is high due to the long distances.	The auction, held 3 times annually, is open to everyone.
Wine*	52.9 million liters	72	26.1	No tariffs but high taxes on alcoholic beverages.	Italian wine is currently most popular in Norway. There is a need for marketing of the US as a quality wine producer.	Consumption has tripled since late 80's. Wine is not produced domestically. Sales of bulk wine & wine in a box is still rising.
Fruit & vegetable juices	39,746 tons	52.8	15	0.0 - 0.03/kg	Some of the countries supplying these ingredients are favored by the GSP** system.	Most of these products are not produced domestically.
Tree Nuts	1,663 tons	2.5	28	No tariffs.	Some of the countries supplying tree nuts are favored by the GSP** system.	Not produced domestically.
Almonds	2,324 tons	19.8	38	No tariffs.	Some of the countries supplying almonds are	Not produced domestically.

					favoured by the GSP** system.	
Seasonings, spices, dried onions and sauces	2,259 tons	11.5	39	No tariffs.	Some of the countries supplying these ingredients are favored by the GSP** system.	Most of these products are not produced domestically.
Peanuts	6,585 tons	8.2	35	No tariffs.	Some of the countries supplying these ingredients are favored by the GSP** system.	Not produced domestically.
Seafood products***		732	-14	No tariffs.	Exporters such as China and Thailand compete with price.	The domestic production is mainly geared towards export. Consumption of fish and fish related products are rising. Fish products such as tuna are not caught in Norwegian waters.

*Norwegians exhibit a preference to red- compared to white wine (70/30)

** General System for Preferences. The GSP scheme gives preferential Norwegian market access to products originating in developing countries.

*** 2004 figures available only.

Section V: Post Contact and Further Information

Key contacts and further information

The Norwegian Food Safety Authority (Mattilsynet)

Mailing address:

P.O.Box 383
N-2381 Brumunddal

Norway

Visiting address:

Strandsagveien 2
2380 Brumunddal
Norway

Phone: (+47) 06040
E-mail: postmottak@mattilsynet.no
Web: www.mattilsynet.no

The Norwegian Food Safety Authority prepares draft legislation, gives information on legislation, performs risk based inspections, monitors food additives and contaminants, pathogens, natural toxins, and nutrients in foodstuffs and informs about the developments in the field of food safety. It is responsible for emergency planning concerning food safety, as well as plant, animal and fish health. The above state agency is responsible for product approval, labeling, additives, and administration of food safety regulations both for imported and domestic products. It is generally best to deal with this agency through a local importer or agent.

Norwegian Agricultural Authority (Statens Landbruksforvaltning)

Dep. Trade and Industry

Mailing address:

P.O.Box 8140 Dep.

N-0033 Oslo

Norway

Visiting Address:

Stortingsgata 1

0161 Oslo

Norway

Phone: (47) 24 13 10 00

Fax : (47) 24 13 10 05

Web: www.slf.dep.no

The Norwegian Agricultural Authority is a state-owned agency handling custom duties for industrially processed agricultural products, based on product ingredients reported by the importer. It also controls the administrative functions related to import/supply needs of the country, as well as the auction of quotas under the WTO agreement. A local Norwegian agent or importer would be the best channel, when establishing contact and sequentially dealing with this agency.

Statistic Norway (Statistisk Sentralbyrå)

Kongens gate 6

N-0033 Oslo

Norway

Phone: +47 21 09 00 00

Fax: +47 21 09 00 20

Web: www.ssb.no

Statistics Norway provides information on general import statistics.

Norwegian Customs and Excise (Tollvesenet)

P.O. Box 8122 Dep.

N-0032 Oslo

Phone: +47 22 86 03 00

Email: tad@toll.no

Web: www.toll.no

Norwegian Customs and Excise provides information about import duty, fees and taxes.

Norwegian Agricultural Economics Research Institute (NILF)

P.O. Box 8024 Dep

0030 Oslo

Norway

Phone: +47 22 36 72 00

Fax: +47 22 36 72 99

Email: postmottak@nilf.no

Web: <http://www.nilf.no>

Import- and Export Agents Union (Norske Agenters Landsforening)

P.O. Box 2302 Solli

0201 Oslo

Norway

Phone: +47 22 54 17 00

Fax: +47 22 56 17 00

Email: h.thrap-meyer@hsh-org.no

Web: <http://www.agentforeningen.com/>