

give consideration to exhibiting their products at trade fairs. This is often simplified through the services of an agent or distributor acting for the manufacturer.

Agency Legislation

The activity of Norwegian agents, whether they represent domestic or foreign companies, are subject to government regulations. A rule of notice of termination specifies that compensation may be claimed by an agent if notice of termination of his agency is shorter than three months, or one month if the contract has been in force less than a year.

An agent whose agreement has been terminated may also claim deferred commission on contracts closed after the termination of his agency, where it can be shown that negotiations were conducted while the agency was in force.

Trading Methods

A number of crown companies have a monopoly on trade in their particular sector:

Statens Kornforretning (The State Grain Corporation) purchases Norwegian and foreign grain (devised as means of supporting local grain production);

Vinmonopolet A/S (The State Liquor Board) is responsible for the importation, production, distribution, and sales of all wines and liquor;

Norsk Medisinaldepot is responsible for the importation and distribution of manufactured and non-manufactured drugs and medicines;

Norges Fiskeredskapsimport (Norwegian Fishing Gear Monopoly) is responsible for import of commercial fishing gear.

Price Quotations

Price quotations should, in nearly all cases, be submitted on a c.i.f. Norway basis, and may be quoted in Canadian, U.S. dollars or Norwegian kroner.

Terms and Methods of Payment

Letters of credit are not popular. Companies usually prefer a minimum of 30 days net or cash against documents.