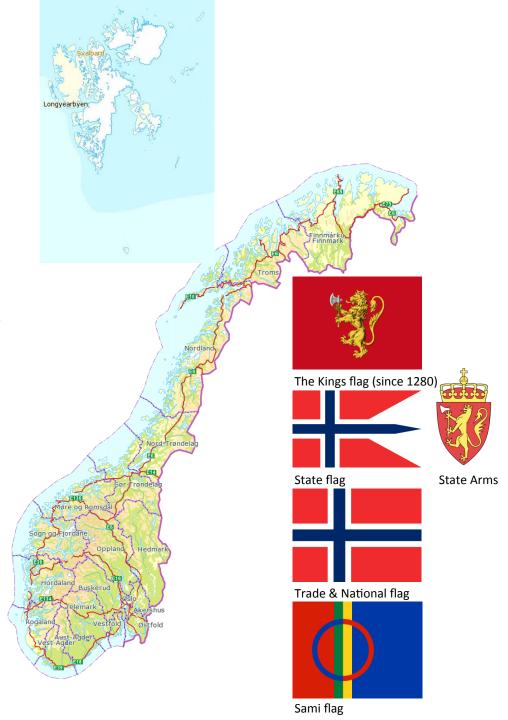
Norge - Noreg (The Kingdom of Norway)

Population: 4,955,800 12.5 P/km² GDP/P.c \$88,590 HDI 0.938 (1=max)

Five national minorities and one Indigenous Official languages: Norwegian/New Norwegian, Sami, Kvaani/Finnish.



EU relations

Voted no to EEC/EU in 1972 and 94
EEA agreement EFTA-EU
The Schengen Agreement basically operates the EU+EFTA as a single state regarding borders.

Economy

large state ownership
5th largest oil exporter
3th largest gas exporter.
The state «Oil fund» controls 1,25% of listed shares in Europe and 1% of the global listed shares.

Industries

- •Oil/Gas
- Shipping fleet
- Fishery
- Aqua culture
- •Minerals
- •Tech. Industry
- •Aluminium
- •Hydro power
- Forestery
- Agriculture
- Military industry

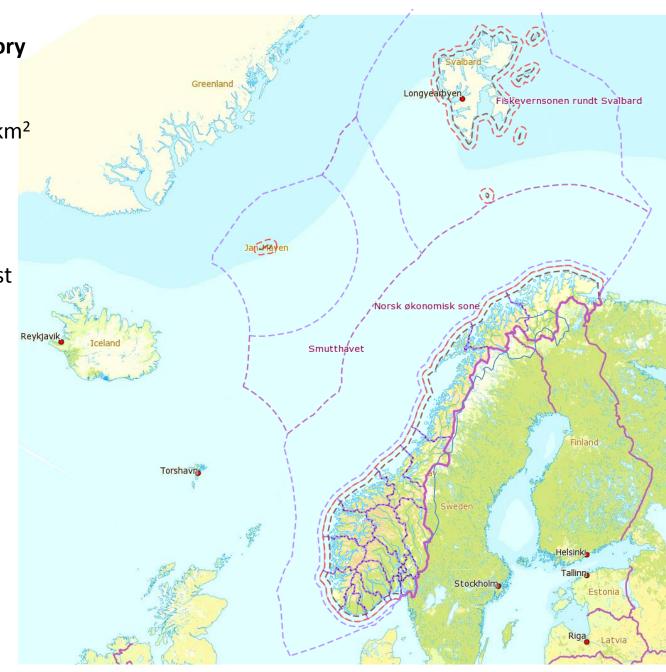


The Norwegian State territory

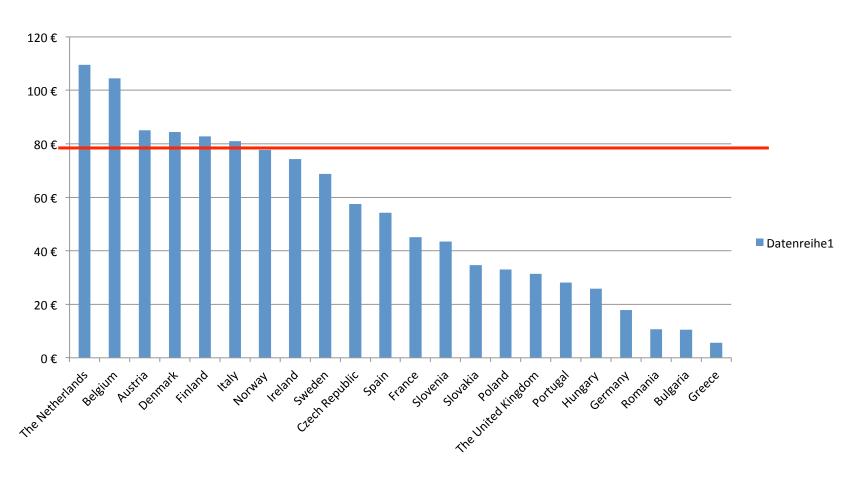
Sea territory incl Norwegian economic sone* 2 600 000 km²

Main land 324 000 km² Islands (Ice sea) 62 000

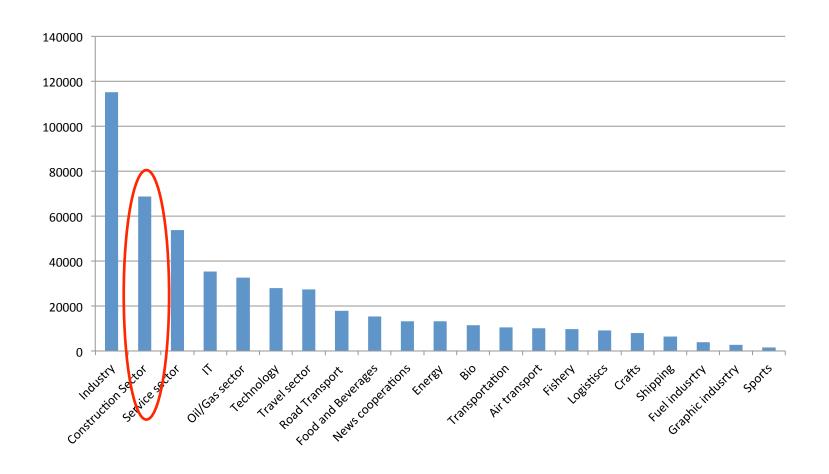
Based on consensus amongst costal states and UNCLOS



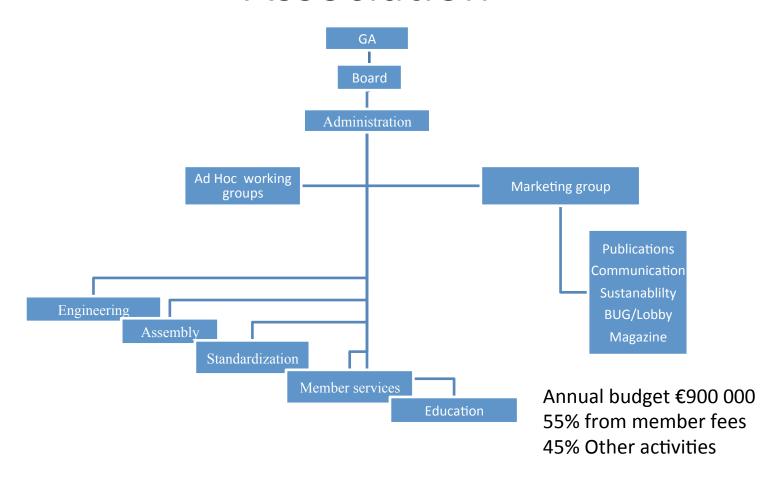
Precast structures pr capita EU/EØS



The Confederation of Norwegian Enterprise (NHO) 21 national sector federations

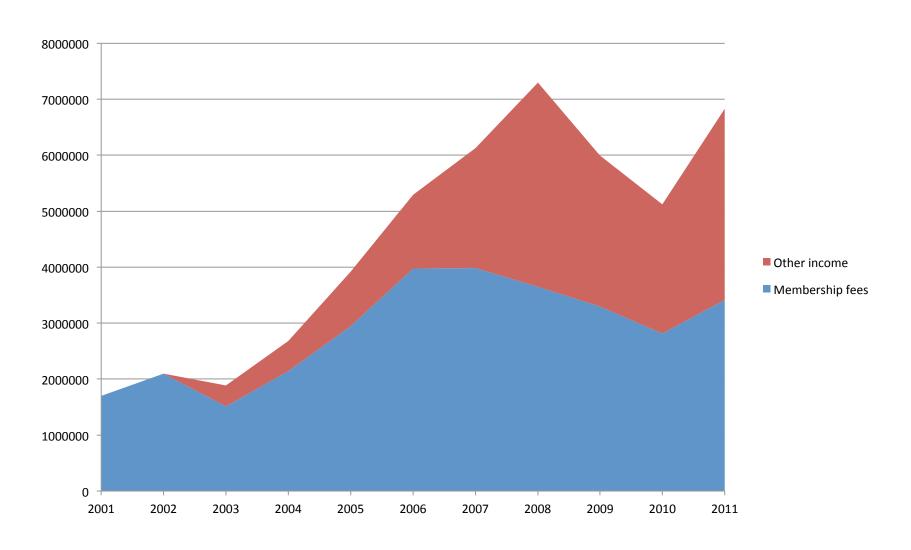


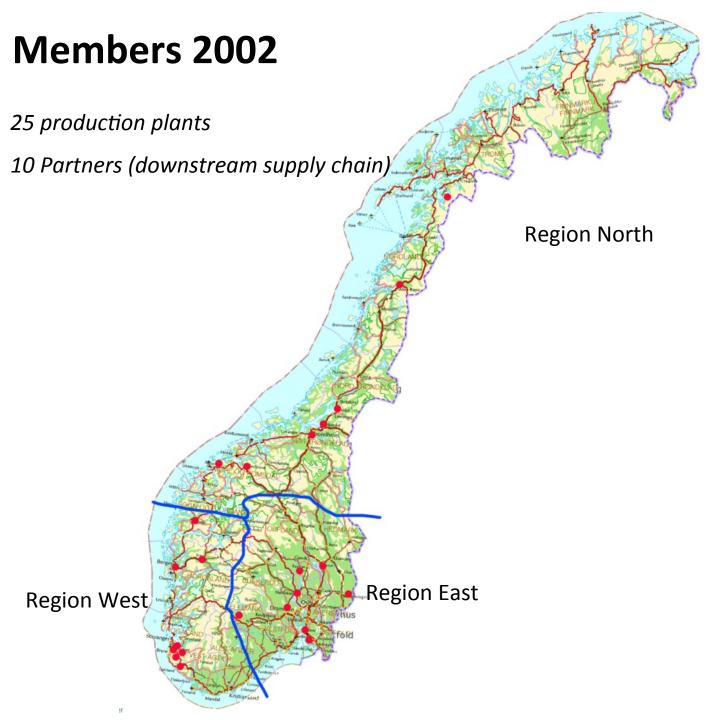
The Norweigan Precast Concrete Association



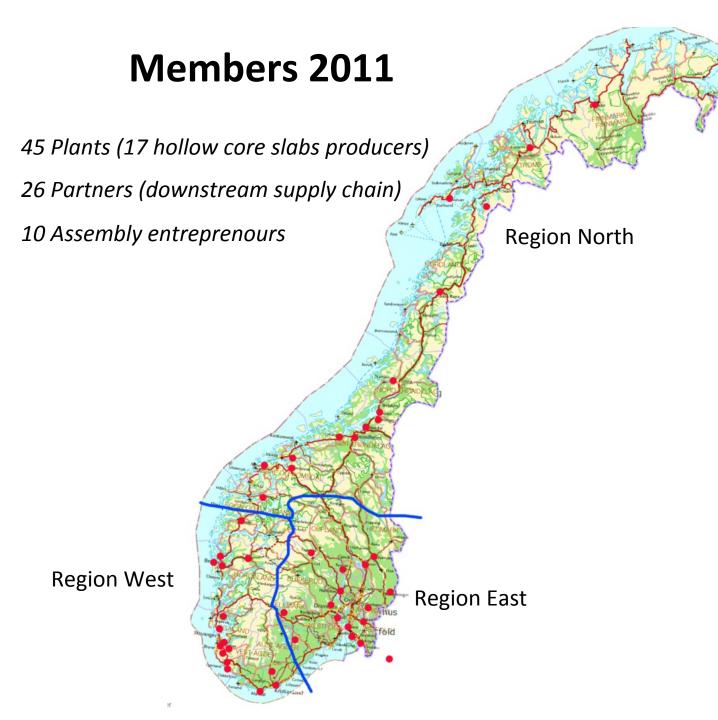
Ekstensive use of consultants on case to case basis, no specialized staff on the payroll

Diversified Economy





VOSS CEMENTVAREFABRIKK LL Systemblokk Telemark AS Contiga AS Roverud Førde Sementvare AS Contiga AS Nord Spenncon Hedmark AS **Helgeland Betong AS** Hå Element AS HÅRR BETONGPRODUKTER AS Loe Betongelementer AS **Nordland Betongelement AS** Opplandske Betongindustri AS Elementpartner AS AS BETONG Block Berge Bygg AS Contiga AS Moss Contiga AS Fredrikstad Contiga AS Oslo Nor Element AS **Overhalla Cementvare AS** Spenncon AS Spenncon AS Bergen Spenncon AS Hjørungavåg Spenncon AS Hønefoss **Spenncon AS Sandnes** Spenncon AS Trøndelag Spenncon AS Trøndelag

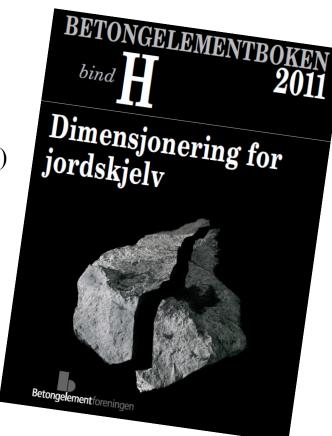


Stryn Betongelement AS VOSS CEMENTVAREFABRIKK LL **Kynningsrud Prefab AS BE-Element AS** Cementprodukt AS Systemblokk Telemark AS Ryfoss Betong AS **Vestfold System Element AS Element NOR AS** Sandeid Sement AS **Egersund Betongteknikk AS Buskerud Betongvarefabrikk AS** Finnøy Betong AS Byggimpuls AS **Brødrene Vangstad AS** Contiga AS Roverud Sotra Cementvarefabrikk AS Førde Sementvare AS Con-Form Lunde AS Con-Form Orkanger **Con-Form Trøndelag** Contiga AS Nord **Grytnes Betong AS** Brødrene Østbye AS Spenncon Hedmark AS **Helgeland Betong AS** HÅRR BETONGPRODUKTER AS HÅ Element AS JARO AS Loe Betongelementer AS **Nordland Betongelement AS** Opplandske Betongindustri AS **Elementpartner AS** AS BETONG **Block Berge Bygg AS** CON-FORM AS Contiga AS Moss Contiga AS Fredrikstad Contiga AS Oslo Nor Element AS Overhalla Cementvare AS Spenncon AS Spenncon AS Bergen Spenncon AS Hjørungavåg Spenncon AS Hønefoss **Spenncon AS Sandnes** Spenncon AS Trøndelag

Spenncon AS Trøndelag

Activities

- Policy process
- Courses/lectures at tech colleges/universities
- Education in cooperation with <u>Østfold University college</u>
- Training program for assembly managers and supervisors
- The Design Manual
- Seismic design (ad hoc project, manual and seminars)
- EPD generator for our members
- Standardization of details (Finnish model)
- <u>www.betongelement.no</u> <u>www.tbox.no</u> <u>www.prefab.no</u>
- Passive house project (funded 50% by the state)
- Statistics, Prognosis and assessment of the market
- National and international standardization
- HOLCOFIRE project
- BIBM membership
- Nordic Precast Concrete Meetings/Network





The members P/E perspective

- Policy process & sector politics
 - (potential huge costs/vague earnings)
- International activities/standardization
 - (huge costs/slow earnings)
- Conclusion; Most (not all) «abstract» activities are important, but all «abstract» activities are a potential threat for an association (loyalty, identification etc...)

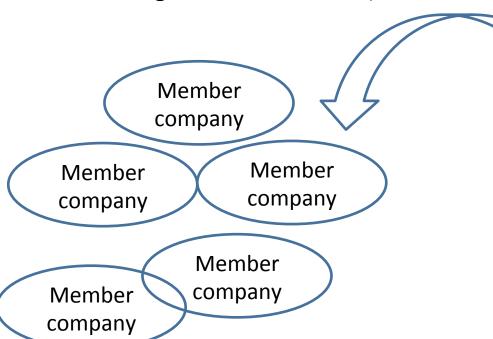
The glue

- Activities on behalf of individual members.
- EPD generator & CE application
- Tbox single family house
- Communication channel for members (case to case basis)
- Insurance
- Standard delivery/assembly terms (associations recommendations)
- Juridical support
- Other offers for our members.
- Professional & social networking
- Transfer of practice/learning



Insurance

- Occupational injury insurance (obligatory)
- Group life insurance (voluntarily)





Group Reinsurance offer through third part.

Proven to be stabile and reliable for more than ten years.