

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

124

POST :433-OSLO

SECTOR :005-ADVANCED TECH. PROD. & SERV
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM,DATACOM,SAT,SPACECOM

FOLLOW-UP WITH NORWEGIAN SPACE AGENCY RE DEVEL RADARSAT PROJ
NORWAY WILL PARTICIPATE IN RADARSAT PROJECT.

DEVELOP CONTACTS WITH ANDYA ROCKET CENTRE.
POSSIBLE CDN PARTICIPATION IN NORWEGIAN SPACE PROGRAMME.

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

FOLLOW-UP ADVANCED TECHNOLOGY MISSION FALL 1988
3-4 AGENCY AGREEMENTS

ATTEND SOFTWARE 90, OSLO, & CAD/CAM FAIR, OSLO 1989
IDENTIFY NEW MARKET POSSIBILITIES

ATTEND MICRODATA, OSLO MAY/89
IDENTIFY NICHES FOR PL EQUIPMENT & SOFTWARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Visit to CAD/CAM 1989 exhibition in Oslo

QUARTER: 3 Advanced Technology Mission to Oslo, October'89
Canada Days in Iceland, Reykjavik, October'89
Attended CAD/CAM Fair in Oslo'89

QUARTER: 4 Attended CEBIT'90 in Hannover and Software'90 in
Oslo

Established several new contacts with Norwegian firms for potential cooperation with Canadian companies

Renewed contacts. 1-2 new agency contracts signed for Canadian companies
Ongoing work to identify potential agencies for Canadian manufacturers of advanced technology

Did extensive mailing prior to CEBIT and established several new contacts at Software as well