

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :433-OSLO

011-OIL & GAS EQUIPMENT, SERVICES
NORWAY

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
MACHINERY AND EQUIPMENT	COMPANY CALLS ON LARGEST IMPORTERS AND SUPPLIERS.	IDENTIFY LIST OF NEW AGENCIES FOR CANADIAN EXPORTERS. (10)
	CANADA-NORWAY OFFSHORE WORKING GROUP.	INCREASED LEVEL OF AWARENESS OF NORWEGIAN PROCUREMENT OFFICES & BUYERS OF CANADIAN EQUIPMENT AND TECHNOLOGY.
	FOLLOW-UP ON VISITS TO CANADA BY NORWEGIAN COMPANIES WHICH ARE SOURCING TECHNOLOGY FOR NORTHERN PROJECTS (BARENTS SEA, SVALBARD.)	CONTRACTS FOR ENGINEERING DESIGN AND EQUIPMENT SALES FOR NORTHERN PROJECTS.
	MEETINGS ON SVALBARD/HARSTAD WITH REGULATORY AUTHORITIES AND/OR COMPANIES TO INTRODUCE CANADIAN TECHNOLOGY AND EXPERTISE.	SALES AND SERVICE CONTRACTS FOR CANADIAN OFFSHORE COMPANIES (ALBERTA).
	SEMINAR ON CANADIAN OIL AND GAS TECHNOLOGY AND CAPABILITIES (IN CONNECTION WITH THE CANADA-NORWAY OFFSHORE WORKING GROUP VISIT TO NORWAY).	IDENTIFY EXPORT OPPORTUNITIES AND NORWEGIAN PARTNERS FOR CANADIAN MANUFACTURERS/SERVICE COMPANIES.
	MEETINGS WITH POLAR-TECH 88 PARTICIPANTS TO FOCUS ON CURRENT AND FUTURE NEEDS IN COLD CLIMATE PROJECTS.	ESTABLISH CONTACTS WITH R AND D FIRMS FOR JOINT VENTURE OPPORTUNITIES IN ARCTIC DEVELOPMENTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	NATIONAL PETROLEUM SHOW, CALGARY. (INCOMING BUYERS PROGRAM. FUNDS AVAILABLE FOR NORWAY WAS ENOUGH FOR ONE BUYER.) 2. POLAR-TECH '88, TRONDHEIM.	1) HAD 2 NRWGN CO. REPS VISIT NPS 88. IDENTIFIED 10-15 LEADS FOR CDN COS IN NORWAY. 2) 10 CDN PAPERS PRESENTED AT CONF. ALTHOUGH DID NOT ATTEND DUE TO LTD. FUNDS, MET & DISCUSSED W/SOME PARTICIPANTS FUTURE OPPS IN COLD CLIMATE TECH.
QUARTER: 1	VISIT TO SPITSBERGEN (SVALBARD) TO ATTEND OIL AND GAS SEMINAR (ARRANGED BY NORWEGIAN PETROLEUM SOCIETY).	RPT SUBMITTED WHICH OUTLINED DECREASED INTEREST IN OIL/GAS EXPLORA'N ON SVALBARD MAINLY DUE TO LOWER OIL PRICES. MAIN FOCUS PRESENTLY ON SCIENTIFIC RESEARCH. NOT MANY COMMERCIAL OPPS FOR OIL/GAS EQPT. EXPORTERS IN NEAR FUTURE.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	