

REPT40  
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

123

POST :433-OSLO

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: ALL SUB-SECTORS

COMP CALLS ON LARGEST IMPORTERS & SUPPLIERS  
IDENTIFY LIST OF NEW AGENCIES

PROMOTION OF CDN COLD CLIMATE TECHNOLOGY  
POSITIONING CDN COMP. FOR FUTURE PROJECTS IN NORTHERN AREA

MONITOR POTENTIAL GAS PIPELINE CONSTRUCTION PROJECTS  
INFORM COMP. OF OPPORTUNITIES FOR CO-OPERATION

ASSIST CDN FIRMS IN FINDING APPROP NORWEGIAN PARTNERS  
NEW JOINT VENTURES & POSSIBLE NEW OPPORTUNITIES FOR SALE

TO NORWAY

ENCOURAGE NORWAY COMP TO ATTEND OFFSHORE NEWFOUNDLAND 89  
6 NORWEGIAN COMP TO ATTEND EXHIBITION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 World Energy Conference in Montreal

Attended by over 150 Norwegians. The Export Council of Norway had national stand exhibiting prominent Norwegian companies in the energy industry including those with offshore oil and gas related products and engineering services

QUARTER: 3 Visit of Continental Shelf and Petroleum Technolgy Research Institute (IKU-Sintef) of Norway to Canada

Signing of Memorandum of Understanding between IKU-Sintef and the Alberta Oil Sands Technology and Research Authority in enhanced oil recovery cooperation

QUARTER: 4 Visit west coast of Norway to meet with companies in the oil and gas related industries and research facilities

Identified and expanded contacts and potential buyers of Canadian products and services