

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NORWAY

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

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| <p>FOLLOW-UP ON DEVELOPMENT OF EXPORT OPPORTUNITIES FOR DEFENCE MATERIELS BEGUN AS RESULT OF RDP MEETINGS LAST YEAR.</p> <p>CONTINUING CALLS ON DEFENCE-RELATED IMPORT AGENTS, PRIME CONTRACTORS AND MATERIEL COMMANDS.</p> <p>DEVELOP LIST OF MOST IMPORTANT SECTORS FOR NORWAY/CANADA BILATERAL DEFENCE PRODUCTS DEVELOPMENT AS RESULT OF NEW FIVE-YEAR PURCHASE PLAN TO BE RELEASED EARLY IN 1988.</p> | <p>IDENTIFICATION OF SPECIFIC EXPORT OPPORTUNITIES FOR CANADIAN MANUFACTURERS OF DEFENCE-RELATED PRODUCTS.</p> <p>INCREASED AWARENESS IN NORWAY OF CANADIAN EXPERTISE IN THIS SECTOR.</p> <p>IDENTIFY POTENTIAL CANADIAN EXPORTERS FOR DEVELOPMENT OF SALES MISSION TO NORWAY.</p> |
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TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

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| <p>QUARTER: 1 COMPLETED DISCUSSIONS WITH ALL 3 NORWEGIAN MATERIEL COMMANDS IN ATTEMPT TO DEVELOP A LIST OF SECTORS AND OPPORTUNITIES FOR CANADIAN DEFENCE SUPPLIERS.</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 -----</p> | <p>COMPLETED DEFENCE OPPORTUNITIES REPORT IDENTIFYING BOTH SECTORS OF OPPORTUNITY AS WELL AS POTENTIAL CANADIAN SUPPLIERS. OUTGOING MISSION IN NORWAY TO BE PREPARED FOR THIS FALL.</p> |
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