

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 433-OSLO

005-COMM. & INFORM. EQP. & SERV  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FOLLOW UP WITH MOLLER GROUP VISIT TO CDA ON ON-GOING BASIS TO ASSIST EFFORTS IN ESTABLISHING AGENCY AGREEMENT.

POSSIBLE ESTABLISHMENT OF TWO OR THREE AGENCY AGREEMENTS.

ATTEND NORCOM 88 IN OSLO TO INCREASE EMBASSY AWARENESS OF NORWEGIAN AGENTS AND POSSIBLE BUYERS FOR CANADIAN PRODUCTS.

EVENTUAL AGENCY AGREEMENTS AND INCREASED SALES.

ASSIST NORWEGIAN PTT WITH MEETINGS IN CANADA FOR GROUP POSSIBLY VISITING SOME TIME IN 1987.

INCREASE AWARENESS OF CANADIAN EQUIPMENT WITH RESULTING POSSIBILITY OF SALES TO NORWAY.

ATTEND TELECOM '87 IN GENEVA TO INTRODUCE NORWEGIAN DELEGATION TO CANADIAN PARTICIPANTS.

PRODUCT AWARENESS AND POSSIBLE AGENCY AGREEMENTS.

COMPUTERS, SOFTWARE & SYSTEMS

FOLLOW UP INFORMATICS MISSION WITH ALL NORWEGIAN CONTACTS.

POSSIBILITY OF DEVELOPING TWO AGENCY AGREEMENTS IN NORWAY.

ATTEND SOFTWARE EXHIBITION IN OSLO (MAR/88) TO INCREASE CONTACT WITH NORWEGIAN INDUSTRY IN SOFTWARE SECTOR AND ESTABLISH POSSIBLE AGENCY INTEREST.

INCREASE AWARENESS OF CANADIAN CAPABILITIES AMONGST NORWEGIAN COMPANIES.

ATTEND OFFICE EQUIPMENT SHOW IN OSLO (SEP/87) TO INCREASE CONTACT WITH NORWEGIAN OFFICE EQUIPMENT MANUFACTURERS AND AGENTS. FOLLOW UP WITH INDIVIDUAL CALLS.

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

SOFTWARE SEMINAR IN CONJUNCTION WITH MISSION AND SOFTWARE SHOW.

POSSIBLE SALE OF EQUIPMENT AND ESTABLISHMENT OF NEW AGENCY AGREEMENT.

BROADCASTING (INC CATV)

FOLLOW UP ON MULTI-MICROWAVE DISTRIBUTION SYSTEM (MMDS) AND VISIT TO PTT.

POSSIBLE SALE OF EQUIPMENT AND SERVICES TO PTT.

EXTENSIVE REVIEW OF CATV SYSTEMS IN NORWAY AND ATTEND CATV EXHIBITION IN FALL OF 1987 TO INCREASE EMBASSY CONTACTS.

ANALYSIS OF CURRENT STATE OF CATV SYSTEMS IN NORWAY AND RECOMMENDATIONS FOR FUTURE PROMOTIONAL ACTIVITY.