

SUMMARIZED ACTION PLAN FOR NORWAY

<u>YEAR</u>	<u>ACTIVITIES/EVENTS</u>	<u>PRIME RESPONSIBILITY CENTRE</u>
1982-83	Arrange visit of leading Norwegian political figures to Canada	GEP/Post/DEP
	Prepare follow-up articles in Canada Commerce on trade potential	Post/DEP/IFS
	Prepare in-house study to match Canadian supply capabilities in offshore oil and gas equipment with Norwegian requirements and identify prospects for joint ventures	Post/MCH/TIB
	Analyze Norway's development plans for the oil and gas sector to determine opportunities for Canadian sales	DEP/Post
	Undertake joint study by Post in Oslo, London and Glasgow to co-ordinate Canadian marketing efforts of offshore oil and gas equipment for the North Sea market	Post/MCH/TIB/DAP
	Participate with a national exhibit at Offshore Northern Seas 82 (ONS 82) in Stavanger, Norway.	DEP/Post/TIB/MCH
	Attend the Offshore Northern Seas Show (ONS) with an official trade delegation possibly led by the Minister of State for Trade	DEP/Post/MCH/TIB
	Liaise closely with participating provincial governments, e.g. Alberta, Nova Scotia, Quebec, at ONS 82 to ensure a unified and cohesive Canadian presence	Post/DEP/DPP/ Regional Office
	Compile as a reference source updated Norwegian buyers' guide of offshore oil and gas related goods and services	Post
	Invite selected buyers from Norway to visit Canada as follow-up to ONS 82	Post/DEP/MCH/TIB