

REPT4D
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

122

POST :433-OSLO

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP ON DEFENCE TRADE MISSION TO NORWAY, NOV/88 MISSION MEMBERS
NEW AGENCY AGREEMENTS & IDENTIFICATION OF MKT NICHES FOR

FOLLOW UP ON RDP MEETING SCHEDULED FOR FALL.
IDENTIFICATION OF NEW MARKET OPPORTUNITIES FOR CDN EXPORTER

CONT CALLS ON DEFENCE-RELATED IMP AGENTS,PRIME CONTRACTERS
INCREASE AWARENESS IN NORWAY OF CDN EXPERTISE.

ENCOURAGE NORWEGIAN MINISTRY OF DEFENCE OFFICIALS TO VIS CAN
INCREASED AWARENESS OF CDN CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Discussions with MOD on November RDP. Also two
military product demonstrations on NBCW and
night vision

Have had to restart efforts on RDP and will
begin to reap benefits in November's meeting
if Canadian companies follow-up

QUARTER: 3 -----

QUARTER: 4 RDP meeting in Canada

Accompanied Norwegian RDP mission members to
Canada. Results positive for four firms which
are currently following up in Norway.