

Government involvement in Canadian marketing activity has also been substantial. In the recent past, several Australian oil company officials have visited Canada as guests of the Department of Industry, Trade and Commerce and the Alberta government. The Western Australian delegation to the Offshore Technology Conference in Houston, headed by the Australian minister of Industrial Development and Commerce, subsequently visited Canada as the guests of Industry, Trade and Commerce and the government of Alberta.

In March 1980, the Canadian Government sponsored CANOTEC, an oil and gas symposium, in Melbourne, Perth and Surfers Paradise. The purpose of the seminars was to make the Australians more aware of the breadth of Canadian expertise and, through ensuing discussions, to identify more clearly the opportunities for Canadian involvement in the large oil and gas projects. Ten Canadian companies, representing various facets of the industry (from exploration through to processing and financing), presented technical papers to officials of the Australian petroleum industry and representatives of financial, government and educational organizations. Ontario and Alberta provincial missions later attended the AIEE/AIPEX Shows and Conferences in Sydney.

In September 1980, the Honorable Horst Schmid, Alberta Minister of Economic Development, visited Australia to stress areas where Alberta firms could be more active in offering oil and gas equipment and services to Australia. The visit created the impetus for an Alberta government oil and gas pipeline equipment and services mission to Perth and Adelaide in March 1981. Also in March, a group of five Canadian companies visited Melbourne and Perth as part of an ocean industries technical trade mission. They were particularly interested in development plans for offshore oil and gas reserves. In April 1981, more than 80 Canadians or Australians representing Canadian firms attended the 21st conference of the Australian Petroleum Exploration Association (APEA), an important annual event in the Australian oil and gas industry.

d) Canadian Success Stories

Among Canadian companies that are engaged in exploration in Australia, Highbay Oil and Gas and Canada North West Land are both operating in the areas of the North West Shelf and the Exmouth Plateau. Highbay Oil is acting as operator for a partnership with the Victorian Gas and Fuel