

REPT40
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

123

POST :433-OSLO

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: ALL SUB-SECTORS

COMP CALLS ON LARGEST IMPORTERS & SUPPLIERS
IDENTIFY LIST OF NEW AGENCIES

PROMOTION OF CDN COLD CLIMATE TECHNOLOGY
POSITIONING CDN COMP. FOR FUTURE PROJECTS IN NORTHERN AREA

MONITOR POTENTIAL GAS PIPELINE CONSTRUCTION PROJECTS
INFORM COMP. OF OPPORTUNITIES FOR CO-OPERATION

ASSIST CDN FIRMS IN FINDING APPROP NORWEGIAN PARTNERS
NEW JOINT VENTURES & POSSIBLE NEW OPPORTUNITIES FOR SALE

TO NORWAY

ENCOURAGE NORWAY COMP TO ATTEND OFFSHORE NEWFOUNDLAND 89
6 NORWEGIAN COMP TO ATTEND EXHIBITION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 World Energy Conference in Montreal

QUARTER: 3 Visit of Continental Shelf and Petroleum
Technolgy Research Institute (IKU-Sintef) of
Norway to Canada

QUARTER: 4 Visit west coast of Norway to meet with
companies in the oil and gas related industries
and research facilities

Attended by over 150 Norwegians. The Export Council of Norway had national stand exhibiting prominent Norwegian companies in the energy industry including those with offshore oil and gas related products and engineering services

Signing of Memorandum of Understanding between IKU-Sintef and the Alberta Oil Sands Technology and Research Authority in enhanced oil recovery cooperation

Identified and expanded contacts and potential buyers of Canadian products and services