

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 WORK WITH MICRONAV IN ATTEMPT TO INTRODUCE MLS INTO NORWAY.

QUARTER: 3 TELECOM 87, GENEVA. PTT DE-REGULATION.

QUARTER: 3 INFORMATICS MISSION IN NORWAY. OFFICE EQUIPMENT SHOW, OSLO.

QUARTER: 3 VISITED PTT REGARDING MULTI-MICROWAVE DISTRIBUTION SYSTEM. ATTENDED CATV EXHIBITION IN OSLO.

QUARTER: 4 FOLLOW-UP WITH MOLLER GROUP VISIT TO CANADA.

QUARTER: 4 A) FOLLOW-UP INFORMATICS MISSION FALL 1987.  
B) ATTEND SOFTWARE 88 IN OSLO.

QUARTER: 4 EXTENSIVE REVIEW OF CATV IN NORWAY.

CONFIRMED JV WITH NORSK MARCONI AND VERY LIKELY SUCCESS ON SALE OF MLS SYSTEM TO NORWAY.

AGENCY AGREEMENTS(5) UNDER NEGOTIATIONS WITH INTRODUCED NORWEGIAN COMPANIES DURING SHOW. PTT DE-REGULATION DELAYED-CAUSING DELAY IN POSSIBLE SALES.

AGENCY AGREEMENTS(5) UNDER NEGOTIATIONS WITH INCREASED AWARENESS OF CDN TECH. AVAILABLE. NO SEMINAR CONDUCTED AS INDIVIDUAL VISITS ARRANGED INSTEAD. ATTENDED & ESTABLISHED SEVERAL NEW CONTACTS.

NORWEGIAN PTT HAS SHIFTED EMPHASIS & NO LONGER INTERESTED IN MMDS. INCREASED AWARENESS OF CDN INTEREST & CURRENTLY WORKING ON REPORT.

MOLLER GROUP CLOSED DOWN THEIR TELECOMMUNICATIONS DIVISION IN THE BEGINNING OF 1988. NO FURTHER ACTION REQUIRED.

A) TWO NEW AGENCY AGREEMENTS ESTABLISHED.  
B) MET WITH LARGE NUMBER OF FIRMS. WILL FOLLOW UP WITH SEVERAL ON SPECIFIC ITEMS.

REVIEW NOT WRITTEN DUE TO VERY UNCLEAR SITUATION ON CATV POLICIES IN NORWAY. WILL BE COMPLETED WHEN REGULATIONS HAVE BECOME OF A MORE PERMANENT NATURE.