

REPORT 4
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :433-OSLO

005-ADVANCED TECH. PROD. & SERV
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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FOLLOW-UP TELECOM 1987, GENEVA.

2 - 3 AGENCY AGREEMENTS.

FOLLOW-UP WITH NORWEGIAN SPACE AGENCY TO ENSURE AWARENESS
OF CANADIAN RADARSAT.

POSSIBLE NORWEGIAN PARTICIPATION

ATTEND NORCOM 1988 IN OSLO.

INCREASED AWARENESS OF CANADIAN CAPABILITIES.

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FOLLOW UP INFORMATICS MISSION, FALL 1987.

3 - 4 AGENCY AGREEMENTS

ATTEND OFFICE EQUIPMENT SHOW, FALL 1988

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

ATTEND TELEMATIC, FALL 1988

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

ATTEND CEBIT, HANNOVER FAIR, MARCH 1989

INTRODUCE CANADIAN EXHIBITORS TO NORWEGIAN
ATTENDEES. OBTAIN INFORMATION ON CANADIAN
CAPABILITIES.

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FOLLOW UP ON CONTACTS ESTABLISHED OVER PAST YEAR AT CATV EXHIBI-
TION IN 1987 AND DEVELOPED AS RESULT OF INDUSTRY AWARENESS.

INCREASED AWARENESS OF CANADIAN CAPABILITIES
AND SALE OF CANADIAN EQUIPMENT.

ATTEND CATV EXHIBITION FALL 1988.

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1)ATTEND NORCOM '88.
2)FOLLOW-UP WITH NORWEGIAN SPACE AGENCY TO
ENSURE AWARENESS OF CANADIAN RADARSAT.

1)ATTENDED NORCOM '88 IN JUNE.FOLLOW-UP WILL BE
DONE IN FALL. 2)CLOSE CONTACT BETWEEN NORWEGIAN
SPACE AGENCY AND CANADIAN SPACE AUTHORITIES HAS
BEEN ESTABLISHED.

QUARTER: 2 Attend NORCOM '88;
- Attend Office Equipment Show, Oslo;
- Follow-up on RADARSAT programme.

Several new contacts established and earlier
leads followed up on behalf of Canadian
companies; Update on avail agents & distributor
for Canadian goods; Meeting held in Oslo,
Norway had decided to participate.