

POST : 433-OSLO

011-OIL & GAS EQUIPMENT, SERVICES
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPANY CALLS ON LARGEST IMPORT HOUSES AND STOCKISTS/SUPPLY
DEPOTS.

CANADA-NORWAY OFFSHORE WORKING GROUP.

FOLLOW-UP CALLS ON SPECIFIC FIRMS FOLLOWING POLAR TECHNOLOGY
MISSION IN OCTOBER, 1986.

MEETINGS IN SPITZBERGEN WITH OFFSHORE DRILLING COMPANIES TO
INTRODUCE EXPERTISE OF CANADIAN FIRMS IN ARCTIC ENVIRONMENT.

10 NEW AGENCIES FOR CANADIAN EXPORTERS.

AS MORE GRASS-ROOTS FIRMS BECOME INVOLVED IN
THIS BILATERAL FORUM, WE ANTICIPATE GREATER
SOURCING ENQUIRIES FROM NORWEGIAN FIRMS.

CONTRACTS FOR ENGINEERING SERVICES AND DESIGN
IF DRILLING COMMENCES IN BARENTS SEA OR ON
SPITZBERGEN ISLAND.

SALES AND SERVICE CONTRACTS FOR CANADIAN
ONSHORE FIRMS, PRIMARILY FROM ALBERTA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TWO NORWEGIAN IMPORTERS ATTENDED INTERCAN 87 IN
EDMONTON AT GOVERNMENT EXPENSE.

AS A RESULT OF INTERCAN, THEY ARE INTERESTED IN
REPRESENTING 8 NEW CANADIAN FIRMS, WITH PROBABI-
LITY OF IMMEDIATE SALES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----