

REPORT 4
88/10/21

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NORWAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

FOLLOW-UP ON DEVELOPMENT OF EXPORT OPPORTUNITIES FOR DEFENCE MATERIALS BEGUN AS RESULT OF RDP MEETINGS LAST YEAR.

CONTINUING CALLS ON DEFENCE-RELATED IMPORT AGENTS, PRIME CONTRACTORS AND MATERIEL COMMANDS.

DEVELOP LIST OF MOST IMPORTANT SECTORS FOR NORWAY/CANADA BILATERAL DEFENCE PRODUCTS DEVELOPMENT AS RESULT OF NEW FIVE-YEAR PURCHASE PLAN TO BE RELEASED EARLY IN 1988.

ANTICIPATED RESULTS:

IDENTIFICATION OF SPECIFIC EXPORT OPPORTUNITIES FOR CANADIAN MANUFACTURERS OF DEFENCE-RELATED PRODUCTS.

INCREASED AWARENESS IN NORWAY OF CANADIAN EXPERTISE IN THIS SECTOR.

IDENTIFY POTENTIAL CANADIAN EXPORTERS FOR DEVELOPMENT OF SALES MISSION TO NORWAY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 COMPLETED DISCUSSIONS WITH ALL 3 NORWEGIAN MATERIEL COMMANDS IN ATTEMPT TO DEVELOP A LIST OF SECTORS AND OPPORTUNITIES FOR CANADIAN DEFENCE SUPPLIERS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

COMPLETED DEFENCE OPPORTUNITIES REPORT IDENTIFYING BOTH SECTORS OF OPPORTUNITY AS WELL AS POTENTIAL CANADIAN SUPPLIERS. OUTGOING MISSION IN NORWAY TO BE PREPARED FOR THIS FALL.