

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

011-OIL & GAS EQUIPMENT,SERVICES
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
MACHINERY AND EQUIPMENT	
COMPANY CALLS ON LARGEST IMPORTERS AND SUPPLIERS.	IDENTIFY LIST OF NEW AGENCIES FOR CANADIAN EXPORTERS. (10)
CANADA-NORWAY OFFSHORE WORKING GROUP.	INCREASED LEVEL OF AWARENESS OF NORWEGIAN PROCUREMENT OFFICES & BUYERS OF CANADIAN EQUIPMENT AND TECHNOLOGY.
FOLLOW-UP ON VISITS TO CANADA BY NORWEGIAN COMPANIES WHICH ARE SOURCING TECHNOLOGY FOR NORTHERN PROJECTS (BARENTS SEA,SVALBARD.)	CONTRACTS FOR ENGINEERING DESIGN AND EQUIPMENT SALES FOR NORTHERN PROJECTS.
MEETINGS ON SVALBARD/HARSTAD WITH REGULATORY AUTHORITIES AND/OR COMPANIES TO INTRODUCE CANADIAN TECHNOLOGY AND EXPERTISE.	SALES AND SERVICE CONTRACTS FOR CANADIAN OFFSHORE COMPANIES (ALBERTA).
SEMINAR ON CANADIAN OIL AND GAS TECHNOLOGY AND CAPABILITIES (IN CONNECTION WITH THE CANADA-NORWAY OFFSHORE WORKING GROUP VISIT TO NORWAY).	IDENTIFY EXPORT OPPORTUNITIES AND NORWEGIAN PARTNERS FOR CANADIAN MANUFACTURERS/SERVICE COMPANIES.
MEETINGS WITH POLAR-TECH 88 PARTICIPANTS TO FOCUS ON CURRENT AND FUTURE NEEDS IN COLD CLIMATE PROJECTS.	ESTABLISH CONTACTS WITH R AND D FIRMS FOR JOINT VENTURE OPPORTUNITIES IN ARCTIC DEVELOPMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 NATIONAL PETROLEUM SHOW, CALGARY.(INCOMING BUYERS PROGRAM.FUNDS AVAILABLE FOR NORWAY WAS ENOUGH FOR ONE BUYER.) 2.POLAR-TECH '88, TRONDHEIM.	1)HAD 2 NRWGN CO. REPS VISIT NPS 88.IDENTIFIED 10-15 LEADS FOR CDN COS IN NORWAY.2)10 CDN PAPERS PRESENTED AT CONF. ALTHOUGH DID NOT ATTEND DUE TO LTD. FUNDS,MET & DISCUSSED W/SOME PARTICIPANTS FUTURE OPPS IN COLD CLIMATE TECH.
QUARTER: 1 VISIT TO SPITSBERGEN (SVALBARD) TO ATTEND OIL AND GAS SEMINAR (ARRANGED BY NORWEGIAN PETROLEUM SOCIETY).	RPT SUBMITTED WHICH OUTLINED DECREASED INTEREST IN OIL/GAS EXPLORA'N ON SVALBARD MAINLY DUE TO LOWER OIL PRICES.MAIN FOCUS PRESENTLY ON SCIENTIFIC RESEARCH.NOT MANY COMMERCIAL OPPS FOR OIL/GAS EQPT. EXPORTERS IN NEAR FUTURE.
QUARTER: 2 OFFSHORE NORTHERN SEAS '88 - oil and gas exhib. in Stavanger; CDA-Norw.Offshore Working Group- meetings in Stavanger and Oslo	7 coys exhibited, 3 coys used Cdn stand, on site sales: \$363,500, 12 month potential sales \$8.5 - 12.5 million; 6 coys and two provs participated in Working Group meetings at high level in Norw. oil coys.