

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

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 INTERCAM 87 IN
EDMONTON AT GOVERNMENT EXPENSE.

AS A RESULT OF INTERCAN, THEY ARE INTERESTED IN
REPRESENTING 8 NEW CDN FIRMS, WITH PROBABILITY
OF IMMEDIATE SALES.

QUARTER: 2 CANADA/NORWAY OFFSHORE WORKING GROUP MEETINGS
HELD IN CANADA.

FOR THE FIRST TIME THE OFFSHORE WORKING GROUP
CONSISTED OF A DELEGATION OF NORWEGIAN INDUSTRY
REPRESENTATIVES WANTING TO ACTIVELY SEARCH FOR
TRADE AND INVESTMENT OPPORTUNITIES. EXCELLENT
RESPONSE FM BOTH CDN AND NORWEGIAN PARTICIPANTS.

QUARTER: 3 MEETINGS WITH OIL COS. & GOV'T OFFICIALS OPERAT-
ING ON SVALBARD (SPITZBERGEN) TO DISCUSS DRILL-
ING, EXPLORATION EXPERTISE FROM CDN FIRMS WORKING
IN ARCTIC CONDITIONS.

TWO OUTGOING DELEGATIONS TO CDA (ALTA) TO MEET
WITH OPERATORS, DRILLING COMPANIES. RESULTS: RE-
COMMENDATIONS SUBMITTED TO USE CDN EXPERTISE.

QUARTER: 4 -----