

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.

10 NEW AGENCIES FOR CANADIAN EXPORTERS.

CANADA-NORWAY OFFSHORE WORKING GROUP.

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

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

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

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

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 IDENTIFY OPPORTUNITIES FOR CANADIAN COMPANIES  
WITH ARCTIC AND COLD WEATHER CLIMATE TECHNOLOGY.

VISIT NORTHERN NORWAY TO MEET WITH COMPANIES  
SUPPLYING BARENTS SEA AND SVALBARD PROJECTS.  
CANADIAN EXPERTISE IN COLD WEATHER BECOMING  
RECOGNIZED AND CAN EXPECT GOOD RESULTS IN  
FUTURE.