

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.