CONTENTS

	PAGE
EXECUTIVE SUMMARY	. 1
SUMMARIZED ACTION PLAN FOR NORWAY	. 5
I. MARKET OVERVIEW	. 7
Objective	. 7
The Canadian/Norwegian Environment	. 8
Characteristics of the Norwegian Market	. 10
Canadian Trade with Norway	. 13
Canadian Trade Development Instruments	. 14
II. MARKET OPPORTUNITIES AND SECTOR MARKETING PLAN	
Oil and Gas Equipment and Services	. 24
A GLOSSARY OF ABBREVIATIONS	42
APPENDICES	25
I I ST OF COVERNMENT CONTACTS	. 46