

Farr International (79) Ltd., Edmonton, Alberta, has become a leading supplier of power tongs to rig operators in the Norwegian continental shelf with sales to date of more than CAD.1.5 million. Farr's equipment was introduced to the Norwegian market through the OFFSHORE EUROPE oil show in Aberdeen, Scotland.

Marystown Shipyard Limited, Marystown, Newfoundland, has delivered four diving/supply vessels and five anchor-handling tugs with a total value of approximately CAD.100 million to Norwegian offshore operators. These orders resulted from a visit to Norway by a ministerial delegation from Newfoundland.

Northern Telecom Limited, Montreal, has recently delivered four SL-1 PABX systems to Mobil Exploration Norway Inc. and one SL-1 PABX to Amoco Norway Oil Co. The total value of these systems is estimated to be approximately CAD.1.25 million.

e) Market Impediments

Major impediments facing Canadian exporters to this market include Norway's "Norwegianization policy", entrenched foreign competition characterized by a bias in favour of U.S. manufactured products, a lack of knowledge regarding Canadian capabilities, and the Norwegian interpretation of industrial co-operation. Section 54 of the Royal Decree of December 8, 1972, highlights Norway's "Norwegianization policy" regarding the exploration and exploitation of petroleum from the Norwegian continental shelf. It reads as follows:

"The licensee shall use Norwegian goods and services in the activity as far as they are competitive with regard to quality, service, schedule of delivery and price.

"Norwegian contractors shall be included in invitation for tenders as far as they produce goods or render services of the kind required.

"On evaluating the offers given by Norwegian or foreign bidders, the licensee shall take into account the extent to which the bidders will use Norwegian goods and services.

"The licensee is responsible for the observation of these provisions by his contractors or their sub-contractors."

In monitoring the provisions of Section 54, the Ministry of Petroleum and Energy has established a requirement for regular and systematic reporting of information by the