

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON DEVELOPMENT OF EXPORT OPPORTUNITIES FOR DEFENCE MA-
TERIELS BEGUN AS RESULT OF RDP MEETINGS LAST YEAR.

IDENTIFICATION OF SPECIFIC EXPORT OPPORTUNI-
TIES FOR CANADIAN MANUFACTURERS OF DEFENCE-
RELATED PRODUCTS.

CONTINUING CALLS ON DEFENCE-RELATED IMPORT AGENTS, PRIME CONTRAC-
TORS AND MATERIEL COMMANDS.

INCREASED AWARENESS IN NORWAY OF CANADIAN EX-
PERTISE IN THIS SECTOR.

DEVELOP LIST OF MOST IMPORTANT SECTORS FOR NORWAY/CANADA
BILATERAL DEFENCE PRODUCTS DEVELOPMENT AS RESULT OF NEW FIVE-
YEAR PURCHASE PLAN TO BE RELEASED EARLY IN 1988.

IDENTIFY POTENTIAL CANADIAN EXPORTERS FOR DE-
VELOPMENT OF SALES MISSION TO NORWAY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COMPLETED DISCUSSIONS WITH ALL 3 NORWEGIAN
MATERIEL COMMANDS IN ATTEMPT TO DEVELOP A LIST
OF SECTORS AND OPPORTUNITIES FOR CANADIAN
DEFENCE SUPPLIERS.

COMPLETED DEFENCE OPPORTUNITIES REPORT IDENTI-
FYING BOTH SECTORS OF OPPORTUNITY AS WELL AS
POTENTIAL CANADIAN SUPPLIERS. OUTGOING MISSION
IN NORWAY TO BE PREPARED FOR THIS FALL.

QUARTER: 2 - Continued calls on Norw.defence industry in
attempt to increase awareness of Cdn capability;
- Continued discussions with Norw. Ministry of
Defence in attempt to develop trade mission.

- Three new agency contracts established and one
possible joint venture in Canada;
- Dates and format for Defence Mission to Norw.
established with Ministry of Defence

QUARTER: 3 Defence Trade Mission to Norway.

Very successful Trade Mission completed with 8
Cdn defence eqpt suppliers. Presentations to all
3 Materiel Commands & individual industry visits
as well. Most participants agree business will
be done.

QUARTER: 4 Follow-up calls on Materiel Commands, Ministry
of Defence and Norwegian firms as results of
trade mission.
Discussions with Ministry of Defence regarding
next RDP.

Interest expressed by Army Materiel Command in
possible joint activity/purchases with Canadian
Forces and various Canadian suppliers.
Possible RDP meeting in fall '89.