

POST : 433-OSLO

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LIAISON CALLS ON ALL DEFENCE-RELATED IMPORT AGENTS, PRIME CONTRACTORS AND MATERIEL COMMANDS.

GREATER AWARENESS IN NORWAY OF CANADIAN EXPERTISE AND NEW AGENTS FOR FIVE CANADIAN FIRMS.

FOLLOW UP WITH MINISTRY OF DEFENCE AND PRIME CONTRACTORS AS RESULT OF DISCUSSIONS AT THE MOU RDP SC MEETING.

INCREASE SALES OF CANADIAN DEFENCE PRODUCTS IN NORWAY TO \$6 MILLION IN 1987.

MARKET ANALYSIS FOR DEFENCE PRODUCT SALES AND JOINT VENTURES BETWEEN CANADA AND NORWAY.

COMPREHENSIVE REPORT ON POTENTIAL SUBSECTORS FOR CANADIAN EXPORT DEVELOPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADA/NORWAY CO-OPERATIVE DEFENCE RESEARCH DEVELOPMENT AND PRODUCTION STEERING COMMITTEE MEETING.

DEFINED NEW PRODUCTS OF INTEREST AND AREAS OF CO-OPERATION FOR RESEARCH (SEE RDP CONFIDENTIAL NOTES OF APRIL, 1987).

QUARTER: 2 -----

QUARTER: 3 FOLLOW-UP TO MOU DEVELOPMENTAL DISCUSSIONS WITH NORWEGIAN MINISTRY OF DEFENCE. CALLS ON DEFENCE-RELATED IMPORT AGENTS & DEFENCE CONSTRUCTION CONTRACTORS.

ESTABLISHMENT OF "CDN" RESPONSIBILITY CENTRES WITH ARMY & AIR MATERIEL COMMANDS. ASSISTED IN THE INCLUSION OF FAIRFORD INDUSTRIES BID FOR NEW ANDOYA AIRFIELD CONSTRUCTION PROJECT.

QUARTER: 4 CONTINUED CONTACT WITH MINISTRY OF DEFENCE, NORWEGIAN MATERIEL COMMANDS AND NORWEGIAN DEFENCE AGENTS. WORK WITH KVAERNER EUREKA TO ESTABLISH POSSIBILITY OF THIRD COUNTRY SALES.

ESTABLISHED "CDN" RESPONSIBILITY POINT OF CONTACT WITH NAVY MATERIEL COMMAND. MUCH GREATER AWARENESS OF CANADIAN EXPERTISE NOW GROWING IN NORWAY IN THIS SECTOR. REPORT ON EXPORT OPPORTUNITIES TO BE FILLED NEXT QUARTER AS NORWEGIAN/