

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 504-BANGKOK

011-OIL & GAS EQUIPMENT, SERVICES
THAILAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PETRO CANADA INTL ASSISTANCE CORP. WORKING TO CONCLUDE TECHNICAL COOPERATION AGREEMENT WITH PETROLEUM AUTHORITY OF THAILAND.

PARTICIPATION BY AMBASSADOR IN ADVISORY BOARD TO PETROLEUM INSTITUTE OF THAILAND (PTIT).

MEET WITH SENIOR OFFICIALS OF DOMESTIC AND FOREIGN OIL COMPANIES TO INTEREST THEM IN CANADIAN OIL AND GAS PRODUCTION & PROCESSING EQUIPMENT AND CAPABILITY.

ASSIST WITH SET UP OF PETROLEUM INSTITUTE OF THAILAND IN CO-OPERATION WITH PCIAAC.

MORE ACTIVE INVOLVEMENT OF PCIAAC & CANADIAN SUPPLIERS IN THAI MARKET.

CLOSER TIES TO PTIT AS VEHICLE FOR INTRODUCING CANADIAN TECHNOLOGY.

INCREASE LEVEL OF VISITS OF THAI BUYERS TO CANADA, LEADING TO EVENTUAL INCREMENTAL SALES.

INTRODUCTION OF CANADIAN TECHNOLOGY AND TRAINING SERVICES THROUGH THE INSTITUTE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE DINNER FOR VISIT OF TECHNICAL EXPERTS FROM PCIAAC.

20 SENIOR OFFICIALS IN OIL AND GAS INDUSTRY ATTENDED. CDN OIL/GAS TECHNOLOGY WAS WELL PROMOTED IN THIS EVENT.

QUARTER: 2 PTT-CNG SEMINAR 9-11 SEPT. 1987. IN COOPERATION WITH PCIAAC, BROUGHT CANADIAN CNG EXPERTISE TO THAI DOORSTEP.

POSSIBILITY, IMMEDIATELY, OF CONVERTING BANGKOK' CITY BUSES TO CNG --AN \$80 MILLION PROJECT.

QUARTER: 3 CDN TRADE REPS VISITED EASTERN SEABOARD PROJECT (MAAB TAPUT GAS SEPARATION PLANT & PETROCHEMICAL COMPLEX & LAEM CHABANG DEEP SEAPORT) TO DETERMINE OPPOR. FOR CDN SUPPLY OF OIL & GAS EQUIPMENT, PROCESSES & SERVICES.

ALTHOUGH IMMEDIATE OPPOR. WILL BE MORE AVAILABLE TO JAP FINANCIERS, EASTERN SEABOARD PROJECT GOING TO TENDER FOR M\$ WORTH OF OIL/GAS UPSTREAM/DOWNSTREAM EQPT & EXPERTISE. EMBASSY REPORT & COMM'D MKT SURVEY FORW. TO OTT & DIST. TO POT. CDN EXP.

QUARTER: 3 ALBERTA HEAVY OIL MISSION TO BURMA.

PCIAAC & ALTA GOV'T REPS VISITED BURMA TO DETERMINE OPPORTUNITIES AVAILABLE IN THAT COUNTRY, SPECIFICALLY THE WORLD BANK FINANCE PYAGON GAS FIELDS. POST IS CURRENTLY WORKING WITH ALTA TO BETTER TARGET PRIORITIES.

QUARTER: 4 -----