

## Seminar Promotes Export Opportunities in Canada

The Thai Export Service Centre, in cooperation with Canada's Trade Facilitation Office, held a two-day seminar for Thai businessmen on export opportunities in Canada. The event took place on February 21 and 22 at the Hyatt Hotel in Bangkok.

The seminar featured key members of the Canadian business community, including representatives from large department stores, importers looking for Thai products for the Canadian market, and specialists in market-access questions. The seminar addressed both ways of doing business in Canada as well as specific opportunities and market conditions pertinent to Thai export capabilities. Individual appointments were arranged for the day following the seminar for businessmen wishing to meet with members of the Canadian team or with the Thai Trade Commissioner based in Canada.

The seminar was part of the ASEAN series sponsored by the Canadian Government under the Canada-ASEAN Economic Cooperation Agreement. The objective of the seminar was to foster the expansion of ASEAN exports to Canada and indeed, in recent months, ASEAN exporters have been successful in expanding their share of the Canadian market. In 1983, for instance, Thai exports to Canada nearly doubled over 1982, which was itself a near record year. New products were also introduced to the Canadian market, adding further possibilities for growth in a country where imports per capita are amongst the highest in the world.

## Ottawa Firm Awarded Contract to Conduct Geophysical Survey

Minister for International Trade, the Honourable Gerald Regan, announced on 10 April in Ottawa that Kenting Earth Sciences has won a \$25 million contract to carry out a nationwide airborne geophysical survey for mineral resources in Thailand. Funding for the survey awarded to Kenting is provided by a loan to Thailand from the Asian Development Bank (ADB) the multilateral agency based in Manila, Philippines.

In speaking of the Canadian company's achievement, Minister Regan said, "I am particularly proud of Kenting's success since this is the largest contract ever awarded in any country to perform airborne geophysical survey for mineral resources. Furthermore, under strict international tendering procedures, this Canadian-owned company has won against competition from the world's

## Gala Evening to Re-establish Thai-Canadian Association Proves Great Success

In the early sixties, Dr. Arkom Sorasuchart, who received his medical degree from the University of Toronto, was a founding member of the Thai-Canadian Association. Unfortunately, after many years of involvement in bettering Canadian-Thai relations, the Association gradually became inactive.

That inactivity ceased last January 20 when Dr. Arkom, now a Member of Parliament for Bangkok, was one of the driving forces, along with UBC graduate Dr. Charuay Boonyubol of Chulalongkorn's Faculty of Engineering, behind the re-establishment of the Thai-Canadian Association. Over 100 people attended a gala dinner/meeting to re-establish the Association at the Erawan Hotel, and judging by the turnout, and the enthusiasm of the participants, the time was certainly ripe for re-establishment of the Association.

Those who attended the meeting were genuinely delighted to meet old friends again and discuss the future of the Association. There were many colourful and entertaining speeches by the participants. Perhaps the most important accomplishment as far as concerns the future of the Association was the election of a temporary executive working committee which was tasked with the job of setting up the infrastructure of the Association.

The election of the temporary committee was a lively affair and eventually

ten Thais and two Canadians were chosen to be members of the board with Dr. Arkom serving as chairman of the committee.

The first task of the committee was to review the charter of the original Association to see if it needed to be amended and to begin a membership drive to attract new members and find old ones. The rapid increase in recent years of the number of Thais going to Canada to study, on training programs, or to do business or just on holidays should make the task an easy one for the temporary Committee.

The broad goals of the Association are to generally promote friendship and understanding between Canada and Thailand at all levels. More specifically, however, the Association hopes to be able to keep its members, and anyone else interested, up-to-date on developments in Canada; increase investment and commercial contacts; encourage more Thais to go to Canada (hopefully even establish a scholarship fund); and also act as a conduit to develop links between Canadian and Thai institutions of all kinds.

Editor's Note: Anyone interested in becoming a member of the Association can contact the Thai-Canadian Association c/o the Canadian Embassy, Boonmitr Building, 138 Silom Road, P.O. Box 2090, Bangkok.



Seen here from left to right are Khunying Chindana, H.E. Ambassador Paynter, Mrs. Paynter and Dr. Arkom reminiscing about Canadian winters!

major aerial survey firms."

The Kenting contract is the largest ever won from the ADB by Canadian company and is more than double the value of all contracts awarded by the bank to Canadian firms in 1983.

Separate from the ADB Loan, CIDA has provided a \$10.7 million technical assistance grant that will help the Department of Mineral Resources to implement

effectively the results of the airborne survey.

Kenting Earth Sciences Ltd is an Ottawa-based company whose crews have worked in 85 countries and have flown over 25 million kilometers of airborne geophysical surveys. The firm is a wholly-owned subsidiary of TRIMAC Ltd. whose headquarters are in Calgary, Alberta.