

REPORT 4
87/09/25

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

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POST : 504-BANGKOK

007-POWER & ENERGY EQUIP. & SERV.
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARATION AND DISTRIBUTION OF A MARKET OPPORTUNITIES STUDY TO
CANADIAN COMPANIES.

TO INCREASE AWARENESS IN CDA OF THIS MARKET
WHERE TWO CANADIAN COMPANIES HAVE ALREADY
ENJOYED REMARKABLE SUCCESSES.

ASSIST CANADIAN COMPANIES TO LOCATE RELIABLE LOCAL REPRESENTA-
TIVES AND TO GIVE RECOMMENDATIONS ON HOW TO PURSUE MAJOR PROJECTS

INFORM CANADIAN COMPANIES OF OPPORTUNITIES
WHICH WILL RESULT IN INCREASING MARKET SHARE.

HAVE FREQUENT CONTACTS WITH EGAT FOR POTENTIAL THERMAL & HYDRO
PROJECTS.

INCREASE AWARENESS OF CANADA AS A POTENTIAL
SOURCE OF SUPPLY AND SERVICES.

FOLLOW UP FUTURE PROCUREMENT RE MAE MOH UNIT 10 POWER BOILER.

FURTHER SALES OF POWER BOILERS TO EGAT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TWO SENIOR EGAT OFFICIALS TO VISIT CANADA
ON POWER TRANSMISSION AND DISTRIBUTION MISSION.

TWO ASSISTANT GENERAL MANAGERS FROM EGAT VISITED
CDA DURING 13-27 JUNE AND WERE IMPRESSED WITH
CDN CAPABILITY IN POWER SECTOR.

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QUARTER: 4 -----