

REPORT 4B
87/10/28

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 504-BANGKOK

THAILAND

QUARTER: 1

- 005-COMM. & INFORM. EQP. & SERV
ARRANGE RECEPTION FOR VISIT OF SINCLAIR VOLK,
MANAGER SPECTRUM MANAGEMENT, DOC OTTAWA.
- 007-POWER & ENERGY EQUIP. & SERV.
INVITE TWO SENIOR EGAT OFFICIALS TO VISIT CANADA
ON POWER TRANSMISSION AND DISTRIBUTION MISSION.
- 008-TRANSPORT SYS, EQUIP, COMP, SERV.
PRESENTATION TO STATE RAILWAY OF THAILAND ON CDN
CAPABILITIES.
- 004-DEFENCE PROGRAMS, PRODUCTS, SERV
FOLLOW-UP ON INTERESTS GENERATED FROM CDN PARTI-
CIPATION IN DEFENCE ASIA '87.
- 011-OIL & GAS EQUIPMENT, SERVICES
ARRANGE DINNER FOR VISIT OF TECHNICAL EXPERTS
FROM PCIA.
- 999-MULTIPLE SECTORS
RORY MACALPINE VISITED VIETNAM 15-18 JUNE.

NINE ATTENDED EVENT. INTELLIGENCE OBTAINED LED
TO LNS'S PARTICIPATION IN TENDER FOR FREQUENCY
MONITORING VAN.

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

SRT RECOMMENDED SOME LOCAL COMPANIES TO POST FOR
POSSIBLE CDN REPRESENTATION. POST RECEIVED FROM
SRT STANDARD SPECIFICATIONS FOR RAIL COACHES,
LOCOMOTIVES, ETC.

LITERATURES REQUESTED IN OVER 200 INQUIRY CARDS
WERE MAILED OUT. INQUIRIES ON HENOTEX AND
MOTOROLA PRODUCTS WERE SENT TO LOCAL AGENTS FOR
FOLLOW-UP.

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

FIRST COMMERCIAL LIAISON TO VIETNAM IN 12
MONTHS. MARKET INTELLIGENCE IN ALL SECTORS WAS
OBTAINED.