

REPORT 4
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :504-BANGKOK

008-TRANSPORT SYS,EQUIP,COMP,SERV.
THAILAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	<p>AIRWAYS COMPRESSOR HAS BEEN DELAYED IN BRINGING TRIAL CNG BUS ENGINES TO BANGKOK. THESE ARE EXPECTED IMMEDIATELY.</p> <p>ROYAL THAI AIR FORCE WAS NOT ABLE TO PURCHASE STOL SEARCH AND RESCUE AIRCRAFT IN LAST FISCAL YEAR.</p> <p>LOBBY, WITH ASSISTANCE FROM LOCAL AGENT, RTAF RE PURCHASE OF DASH 8 SEARCH AND RESCUE AIRCRAFT.</p> <p>MSS RAPID TRANSIT - MAINTAIN CONTACTS WITH ERTAT, BANKS, NESDB AND LOCAL PARTNERS TO CONTINUE STOKING PROJECT; REPORT ON COMPETITION.</p> <p>CAMPAIGN OF PROMOTION BOTH IN THAILAND AND AMONGST CANADIAN SUPPLIERS TO ENSURE CANADIAN BIDS PREPARED FOR PHUKET AND CHIANGMAI AIR TRAFFIC CONTROL.</p>	<p>IF TESTS ARE SUCCESSFUL, MARKET COULD REACH POTENTIAL OF \$85 MILLION.</p> <p>SALE OF TWO DASH-8'S.</p> <p>UP TO \$20 MILLION IN AIRCRAFT SALES.</p> <p>SALE OF GOODS AND SERVICES OF UP TO CDN\$1.5 BILLION.</p> <p>UP TO \$30 MILLION IN RADAR-NAVIGATION SALES.</p>

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	REVIEW UPDATE, DETERMINE STATUS OF STATE RAILWAY OF THAILAND'S 5 YEAR INVESTMENT PLAN. INTERVIEW SRT EMPLOYEES FROM VARIOUS DEPTS. CONCERNED.	REPORT ON STATUS OF INVEST.PLAN COMPLETED INCLUDING HIGH LIGHTING OPPORTUNITIES FOR CDN COS. REPORT DIRECTED TO COS WITH KNOWN INTEREST & CIRCULATED FROM DRIEOTT. 5 OR 6 ENQUIRIES GENERATED & OPPORTUNITIES BEING PERSUED. REPORT CONT
QUARTER: 2	Support to Lavalin Group in Thai bid for Bangkok MRT project.	On-going and intensive support to Lavalin,including two calls on Minister of the Interior and call on Governor of ERTAT.
QUARTER: 3	Support to Lavalin's bid to win Bangkok Mass Rapid Transit (Skytrain) Project.	Lavalin was judged to be the successful bidder and received from Thai authorities a letter in December inviting Lavalin to negotiate for this multi-billion dollar project.
QUARTER: 4	Post devoted significant resources in support of Lavalin, as their negotiations for Bangkok MRT project progresses. This included reporting to Ottawa on regular basis re status of negotiations to assist Ottawa efforts on financing package	A) Negotiations continue B) Financing package still under consideration