

REPORT 4
89/05/10

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

AIRWAYS COMPRESSOR HAS BEEN DELAYED IN BRINGING TRIAL CNG BUS ENGINES TO BANGKOK. THESE ARE EXPECTED IMMINENTLY.

IF TESTS ARE SUCCESSFUL, MARKET COULD REACH POTENTIAL OF \$85 MILLION.

ROYAL THAI AIR FORCE WAS NOT ABLE TO PURCHASE STOL SEARCH AND RESCUE AIRCRAFT IN LAST FISCAL YEAR.

SALE OF TWO DASH-8'S.

LOBBY, WITH ASSISTANCE FROM LOCAL AGENT, RTAF RE PURCHASE OF DASH 8 SEARCH AND RESCUE AIRCRAFT.

UP TO \$20 MILLION IN AIRCRAFT SALES.

MSS RAPID TRANSIT - MAINTAIN CONTACTS WITH ERTAT, BANKS, NESDB AND LOCAL PARTNERS TO CONTINUE STOKING PROJECT; REPORT ON COMPE-TITION.

SALE OF GOODS AND SERVICES OF UP TO CDN\$1.5 BILLION.

CAMPAIGN OF PROMOTION BOTH IN THAILAND AND AMONGST CANADIAN SUP-PLIERS TO ENSURE CANADIAN BIDS PREPARED FOR PHUKET AND CHIANGMAI AIR TRAFFIC CONTROL.

UP TO \$30 MILLION IN RADAR-NAVIGATION SALES.

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 INCLU-DING HIGH LIGHTING OPPORTUNITIES FOR CDN COS. REPORT DIRECTED TO COS WITH KNOWN INTEREST & CIRCULATED FROM DRIEOTT. 5 OR 6 ENQUIRIES GENE-RATED & 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,inclu-ding 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 -----