

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

REPORT 4  
88/10/21

POST : 504-BANGKOK

011-OIL & GAS EQUIPMENT, SERVICES  
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PETRO CANADA INTERNATIONAL ASSISTANCE CORP. HAS SIGNED TECHNICAL COOPERATION AGREEMENT WITH PETROLEUM AUTHORITY OF THAILAND AND PETROLEUM INSTITUTE OF THAILAND, MARCH 1987.

PARTICIPATION BY AMBASSADOR IN ADVISORY BOARD TO PETROLEUM INSTITUTE OF THAILAND (PITI).

MEET WITH SENDIR OFFICIALS OF DOMESTIC AND FOREIGN OIL COMPANIES TO INTEREST THEM IN CANADIAN OIL AND GAS PRODUCTION & PROCESSING EQUIPMENT AND CAPABILITY.

ASSISTS WITH SET UP OF PETROLEUM INSTITUTE OF THAILAND IN CO-OPERATION WITH PCIAAC.

MORE ACTIVE INVOLVEMENT OF PCIAAC AND CANADIAN SUPPLIERS IN THAI MARKET.

CLOSER TIES TO PTIT AS VEHICLE FOR INTRODUCING CANADIAN TECHNOLOGY.

INCREASE LEVEL OF VISITS OF THAI BUYERS TO CANADA, EVENTUAL INCREMENTAL SALES.

INTRODUCTION OF CANADIAN TECHNOLOGY AND TRAINING SERVICES THROUGH THE INSTITUTE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

DIALOGUE CONTINUED WITH AUSTRALIAN OGD OFFICIALS DURING VISIT BY ED HEALEY, ADM-MATERIAL DND IN JUNE

CANADIAN PATROL FRIGATE NOT ONE OF BESTORS RETAINED ON SHORTLIST. EMPHASIS SHIFTED TO CHARGE CANADIAN SUBCONTRACTORS TO BE ABLE TO SUPPLY TO POTENTIAL PRIME CONTRACTORS.

MCA AND AVED TECH OF CANADA, ONLY FIRMS SELECTED TO SUBMIT FINAL COSTED PROPOSALS. PROPOSALS DUE SEPT. 16, 1988

CHALLENGER CONSIDERED PRIME CONTENDER. DECISION EXPECTED AUGUST 1988