

companies are well-established in the Kingdom so that, though the market is large, it is very competitive. A few statistics illustrate:

Total Saudi Imports

(C\$ Millions at exchange rate \$1 = SR2.80)

	<u>1981 (Jan.-June)</u>	<u>1980 (Year)</u>
<u>Line telephone and telegraph apparatus</u>	<u>172.9</u>	<u>389.6</u>
Netherlands	69.8	151.4
Sweden	56.7	102.9
Federal Republic of Germany (F.R.G.)	not major	46.2
U.S.	16.2	39.4
<u>Radio/TC transmitting apparatus</u>	<u>21.2</u>	<u>10.4</u>
France	13.4	2.3
U.S.	not major	3.1
Japan	not major	2.6
<u>Radio telephone transmitters</u>	<u>11.3</u>	<u>33.5</u>
U.S.	3.6	24.6
Britain	2.6	5.0
Sweden	2.2	not major
<u>Telecommunications wire</u>	<u>44.5</u>	<u>127.0</u>
Netherlands	19.1	40.0
Sweden	8.4	11.5
Japan	3.7	11.5
F.R.G.	not major	21.4

f) Action Plan

Telecommunications covers a very broad range of products and services. The following key areas are proposed for each product area:

- i) Mobile Telephone System - As the present 18,000-phone expansion will be followed by others until the 60,000-unit target is reached, establish whether the Canadian equipment suppliers are able to have their equipment compatible with the Nordic system used in this phase, and determine whether there is sufficient time to bid for the next phase sometime in 1983 or 1984.