

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Mission to ARMX 89 (23-25 May 89)
Finalise sale of Piranhas to MODA

3 agents & 1 rep from Ministry of Interior visited ARMX 89. Cdn consortium formed to export NBC equip. Agency arrangements now being finalised. Negotiations concluded. Contract awaits signature of Minister.

QUARTER: 2 GM (CANADA) AND MOWAG REPS MADE PRESENTATION TO MODA.
AMBASSADOR MET WITH PRINCE ABDULLAH SECOND DEPUTY PRIME MINISTER RESPONSIBLE FOR SAUDI ARABIA NATIONAL GUARD.

MODA ACCEPTED PROPOSAL AND NOW WAITING FOR COST AND SCHEDULING DETAILS FROM GM (CANADA) AND MOWAG SANG ALSO INTERESTED IN PURCHASING PIRANHA VEHICLES FROM CANADA. CONTRACT ESTIMATED TO BE \$1.2 BILLION.

QUARTER: 3 -----

QUARTER: 4 -----