

REPORT 4
89/02/06

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 :347-RIYADH

011-OIL & GAS EQUIPMENT, SERVICES
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

URGE ALBERTA GOVERNMENT TO INVITE AGENTS TO TRADE SHOWS IN CANADA

DEVELOP DIRECT CONTACTS BETWEEN CANADIAN AND
SAUDI FIRMS.

CONVINCE CANADIAN PIPELINE TECHNICAL COMPANIES TO BE MORE
AGGRESSIVE.

SALE OF SCADA AND OTHER PIPELINE TECHNOLOGIES
POTENTIAL \$50 MILLION.

DELEGATION OF AGENTS TO NPC IN CALGARY, JUNE 88.

IDENTIFY AND SEND SAUDI REPS TO NPC'88.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----