

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

SECTOR :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 Ambassador met with GM (Canada) reps. on several occasions in both Canada and Saudi Arabia to pursue light armoured vehicle contract with MODA
TID officers assisted EMR officials to conclude remote sensing contact with MODA.

Intense negotiations are continuing with MODA on LAV contract which according to GM officials is in final stages. Ambassador signed contract on behalf of CCC/EMR for phase I of project. Phase 1 value \$ 170000.

QUARTER: 4 Representatives of Canadian NBC Equipt Alliance visited Riyadh in early Jan. to demonstrate capability to Saudi military and civil defence authorities. Alliance was accompanied by Cdn DND official who related Cdn experience with eqpt

Saudis were impressed with Cdn expertise and commented that eqpt was best they had seen. Alliance is now finalizing legal details with agent and is obtaining info necessary to prepare a bid.