

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

CONTINUE TO IDENTIFY AND INTRODUCE CANADIAN EQUIPMENT SUPPLIERS OF DISPOSABLES TO SAUDI BUYERS.

ENCOURAGE SAUDI SUPPLIERS TO ATTEND CANADIAN MEDICAL EQUIPMENT TRADE SHOWS.

EXAMINE CANADIAN SUPPLY CAPABILITIES IN THIS AREA AND PROVIDE SHORT REPORT.

EDUCATIONAL SERVICES, EQUIPMENT

COMPLETE DEVELOPMENT OF CCC PROPOSAL TO MODA FOR POST-GRAD TRAINING OF TECHNICIANS.

ARRANGE VISIT BY TORONTO INSTITUTE OF MEDICAL TECHNOLOGY TEAM TO INVESTIGATE DHARHAN ACADEMY PROPOSAL.

UNDERTAKE STUDY OF THIS MARKET TO DETERMINE REAL NEEDS OVER NEXT 2 YEARS.

IDENTIFY AND INTRODUCE CANADIAN MANAGEMENT AND EQUIPMENT SUPPLIERS TO SAUDI CONTRACTORS AND DISTRIBUTORS.

ESTABLISH 2-3 NEW AGENCY AGREEMENTS OVER THE F/Y

INCREASE THE NUMBER OF AGENCY AGREEMENTS BY TWO.

DETERMINE HOW BEST TO FIT CANADIAN CAPABILITIES TO SAUDI REQUIREMENTS.

TRAINING OF MEDICAL STAFF FROM SAUDI ARABIA IN CANADA

ESTABLISHMENT OF "MOTHER INSTITUTE" BETWEEN TIMT AND DHAHRAN ACADEMY.

IDENTIFY MORE FULLY CANADIAN CAPABILITIES AGAINST MKT DEMANDS.

ENABLE CANADIAN SUPPLIERS TO BID ON PROJECTS IN KSA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTRODUCE CDN EQUIPMENT SUPPLIERS OF DISPOSABLES TO SKA.

SIGNATURE OF AGENCY AGREEMENT CARDIO-MED/BASSAM TRADING. HAVE INTERESTED MAJOR TRADING CO'S IN TERRITORY TO CDN EXPERTISE FOR UPCOMING TENDERS.

QUARTER: 1 PROMOTE CDN TRAINING FACILITIES TO MODA/MINISTRY OF INTERIOR, CIVIL DEFENCE/GOTEVOT/ARAB CENTER FOR SECURITY STUDIES AND TRAINING (ACSST).

PROMISE THAT 2 MDICAL OFFICERS WOULD ATTEND ONE MEDEVAC COURSE THIS SUMMER. HAVE INTERESTED MIN. OF INT. CIVIL DEFENCE TO CODE GROUP PACKAGE TRAINING IN CDA. OBTAINED COMMITMENT FROM GOTEVOT TO SEND OFFICER ON TRAINING. ACSST TO BEGIN DISCUS/

QUARTER: 2 PREPARATION FOR MEDICARE MISSION.

MET MAJOR MEDICAL SUPPLIES FIRMS IN RIYADH. DEVELOPED CONTACT LIST FOR MEDICARE MISSION.

QUARTER: 3 -----

QUARTER: 4 -----