Export and Investment Promotion Planning System

MISSION: 347 RIYADH   COUNTRY: 322 SAUDI ARABIA

Projects or portion of projects which are still in the planning
stage and for which Canadian companies might have reasonable prospects.

     ii) Project Name: EXPLORE POSSIBILITIES FOR CANADIAN SUB-
                     CONTRACT WORK ON SUBMARINE PURCHASE CONT
       Approximate Value: $ M
       Financing Source: 012 DOM
       For further info. please contact:
               J. P. MCLACHLAN TLX 404893 DOMCAN SJ FAX 488-0137

The Trade Office reports that the following factors influence Canadian
export performance in this market for this sector (sub-sector).
       - exports of certain products or services to this country are subject
         to Canadian export controls
       - the degree of import duty protection of local industry tends to be
         low

In the Trade Office's opinion, Canadian export performance in this sector
(sub-sector) in this market is lower than optimum mainly because of:
       - difficulties of adaptation of marketing techniques to the market by
         some Canadian companies
       - other factor(s) described by the Trade Office as follows:
           AEROSPACE AND NAVAL PURCHASES MADE ON SYSTEMS APPROACH. NEED TO
           LINK COMMERCIAL AND POLITICAL CONTACTS.

Some Canadian exporters to this market in this sector(sub-sector)
have enjoyed success previously as a result of a variety of
factors which the trade office reports to include:
       - No factors reported by mission

In support of Canadian exports in this sector (sub-sector) the
Trade Office is currently engaged in activities which include:

Activity: ENGINE OVERHAUL WORK FOR C-130 AND PILATUS (PT6)

       Results Expected: PLACE CANADIAN SHOPS ON SECOND SOURCE LIST.

For the next fiscal year, the Trade Office is planning to
undertake the following new export support initiative(s) in this
sector (sub-sector):

Activity: PURSUIT OF CANADIAN INVOLVEMENT IN AIRSTRIPS PROJECT.

       Results Expected: SALE OF STOL AIRCRAFT AND AVIONICS.

Activity: ESTABLISH PROMOTION PROGRAM FOR CL1227

       Results Expected: HAVE KSA DELEGATION VIEW DEMO IN CANADA.
                  ESTABLISH APPROPRIATE AGENT.