

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

FINALIZE SALE OF PIRANHAS TO MINISTRY OF DEFENCE
\$50M COMPONENT FOR GM CANADA

KEEP MOWAG PROPOSAL ALIVE WITH NATIONAL GUARD PENDING BUDGET
\$100M COMPONENT FOR GM CANADA

MARKET STUDY
RAISE AWARENESS OF MARKET OPPORTUNITIES IN KSA

CDN PARTIC. IN PROPOSAL TO RE-ENGINE ARMoured VEHICLES
CDN GROUP TO BID ON REFIT PROGRAM

ELECTRICAL & ELECTRONIC

SUPPORT CDN FIRMS REGISTERED AS SUB-SUPPLIERS TO ARMY AVIAT.
\$10-20 MILLION SALES

ENCOURAGE MODA TO DEMONSTRATE SIDE LOOKING AIRBORNE RADAR
OBTAIN INVITATION TO QUOTE A SYSTEM

PURSUE CDN BIDDER FOR TAIF SECURITY SYSTEMS.
PURSUASION CDN FIRM TO MAKE QUOTATION

DETERMINE MARKET FOR ELECTRONIC WARFARE SIMULATION TRAINING
PREPARE REPORT ON SIZE OF MARKET AND ENTRY POSSIBILITIES

GET MID-SIZE CDN FIRMS TO PARTIC. IN SMALL SECURITY JOBS
J.-V. BID BY ONE OF SEVERAL QUALIFIED CDN GROUPS

SUPPORT CDN FIRMS TO MOVE INTO MAINTENANCE SECTOR-NAV AIDS
J.-V. PARTICIPATION OF O & M CONTRACT AT AIRPORT

AEROSPACE

PURSUIT OF CDN INVOLVEMENT IN FRONTIER FORCES PROJECT
SALE OF STOL AIRCRAFT AND AVIONICS

ESTABLISH PROMOTION PROGRAM FOR CL227 AND CL289
HAVE KSA DELEGATION VIEW DEMO IN CDA. ESTABLISH APPROPRIATE

AGENT

UPDATE MINI MARKET STUDY ON DEFENCE PRODUCTS
CDN COMPANIES TO APPOINT AGENTS