

REPT4D  
90/06/26

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

96

POST :347-RIYADH

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: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

SUB-SECTOR: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.  
PURSUADE 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

SUB-SECTOR: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