

REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 347-RIYADH

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

ESTABLISHMENT OF CANADIAN/SAUDI AUTO PARTS DISTRIBUTION CENTER.  
ASSIST IN ESTABLISHING CDN/SAUDI AUTOPARTS MANUFACTURING JOINT VENTURE; INVOLVING SEVERAL SAUDI/CDN COMPANIES.  
PROMOTE CDN GARAGE/SERVICE EQUIPMENT. MEET SENIOR MANAGERS TO INTEREST THEM IN CANADIAN PRODUCT AND INVITE THEM TO ATTEND THE AIA SHOW IN MONTREAL 1988.  
INTRODUCE CDN UTILITY TRUCKS TO MAJOR SAUDI DISTRIBUTORS. IDENTIFY MAJOR PROJECTS IN COMING F/Y AND ADVISE CDN COMPANIES OF PROJECTS

CDN AUTO PARTS SALES OF \$20-\$30 MILLION.  
ESTABLISHMENT OF CDN/SAUDI JOINT VENTURE.  
ESTABLISH 3 NEW AGENCIES/DISTRIBUTOR-SHIPS  
INCREASE THE ASSOCIATION OF CDN/SAUDI FIRMS FOR JOINT BIDS.

AEROSPACE

PURSUe DISCUSSIONS BETWEEN AVELEX AND ARABASCO FOR AGENCY AGREEMENT.  
PRESS FOR FORMAL SUBMISSION TO SAUDI OF DASH 8 AIRCRAFT FOR REGIONAL SERVICE.  
PURSUe WITH AGRICULTURAL CORPORATIONS USE OF LIGHT AIRCRAFT FOR CROP SPRAYING.

FLOW THROUGH ENGINE COMPONENT WORK FOR AVELEX  
RECEIVE REQUEST FOR FINANCIAL PROPOSAL  
LIGHT AIRCRAFT DEMONSTRATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

RECEIVE INVITATION FOR FINANCIAL PROPOSAL  
FURTHER SALE HONORED UNITS  
ESTABLISH CANADIAN-SAUDI JOINT VENTURE  
IMPROVE INTELLIGENCE ON AND RESPONSE TO UPCOMING COMPUTER PROJECTS  
SAUDI ARABIA BEST IS BELIEVED

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