REPT4D 90/04/05

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Mission to ARMX 89 (23-25 May 89) Finalise sale of Piranhas to MODA

QUARTER: 2 GM (CANADA) AND MOWAG REPS MADE PRESENTATION TO MODA. AMBASSADOR MET WITH PRINCE ABDULLAH SECOND DEPUTY PRIME MINISTER RESPONSIBLE FOR SAUDI ARABIA NATIONAL GUARD.

QUARTER: 3 Ambassador met with GM (Canada) reps. on several occasions in both Canada and Saudi Arabia to pursue light armoured vehicle contract with MODA TID officers assisted EMR officials to conclude remote sensing contact with MODA.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

3 agents & 1 rep from Winistry of Interior visited ARMX 89. Cdn consortium formed to export NBC equip. Agency arrangements now being finalised. Negotiations concluded. Contract awaits signature of Minister.

TO MODA ACCEPTED PROPOSAL AND NOW WAITING FOR COST AND SCHEDULING DETAILS FROM GM (CANADA) AND MOWAG SANG ALSO INTERESTED IN PURCHASING PIRANHA VEHICLES FROM CANADA. CONTRACT ESTIMATED TO BE \$1.2 BILLION.

> Intense negotiations are continuing with MODA on LAV contract which according to GM officials is in final stages. Ambassador signed contract on behalf of CCC/EMR for phase I of project. Phase 1 value \$ 170000.

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