locked in the country's master plan for industrialization and are explained in more detail in the appendix, page 19. It is, however, necessary to understand and appreciate the opportunities that exist within ARAMCO.

ARAMCO

This former joint venture of four large U.S. oil companies played the leading role in the country's oil discovery and development dating back to 1933. While the organization was recently taken over by the Ministry of Petroleum and Mineral Resources, its structure and personnel (some 54,000 persons) have remained intact and may be a model for the formation of other Saudi agencies. Generally speaking, the firm is responsible for all petroleum activities in a designated area of the Eastern Province, which covers most of the original large oil fields both on and off shore. This includes the original oil refinery at Ras Tanura and the Trans Arabian Oil Pipeline. ARAMCO has also been given responsibility for several aspects of the new industrialization plan, including the master gas-gathering and processing system and the gas-liquids line (Petroline) across the Peninsula to Yanbu. The company is still heavily occupied with exploration and existing field repressurization work. At present, a major drilling program is projected in the off-shore drilling services and equipment more gas/oil separation plants (GOSPS) will be needed, and in the Marjan Fields, more than 100 km of submerged pipe will be laid. Major installations will also be built at Ras Tarajib, in addition to improvements and overhaul of pipe and equipment at the Ras Tanura refinery and the Abqaiq field. One source estimated that ARAMCO would need more than $4 billion in steel over the next five years. This adds up to major opportunities within ARAMCO alone, whose expenditures in 1981 totalled $5.0 billion in contracts and $3.0 billion in purchase orders. It is safe to say that any product or service required in the oil business is purchased by ARAMCO. As an important side function, ARAMCO is also responsible for management of the Saudi Consolidated Electricity Company of the Eastern Province (SCECO EASTERN). SCECO EASTERN, established in 1976, is the first of five such national organizations which are set up across the country to nationalize and control electricity.

ARAMCO has a very large purchasing and stores system which includes a branch in Houston. Registration in Houston or Dhahran is necessary to be considered as an "approved supplier." Since ARAMCO's buying practices favour the Saudis, it is usually best that interested Canadian firms locate a competent Saudi agency or partner