

If the company is not the sole supplier of the product, it will be preferable to visit Saudi Arabia, to meet with ARAMCO in Dhahran, and to interview prospective agents. Except for unique, one-of-a-kind items, ARAMCO's purchases are generally made through local suppliers. While approved Canadian manufacturers may be invited to bid directly, the government's policy of promoting Saudi firms by means of a Saudi agent is almost mandatory.

Most of the manufacturers who have been successful in obtaining lucrative repeat business have either located technical/sales personnel alongside their Saudi agent, or as a minimum, visited their agent and met prospective buyers (including ARAMCO) regularly.

This is the best and surest way to learn of opportunities, particularly with firms which are either subcontracting to ARAMCO, working with Getty, or the Japanese consortia that have oil concessions. It is not advisable to rely on an agent to find new business. Saudi agents may have neither the time nor the expertise to pursue opportunities.