

Summarized Action Plan For Saudi Arabia

<u>Timing</u>	<u>Activities/Events</u>
Ongoing	Undertake trade missions to explore opportunities with the prime buyers, contracting firms and potential joint-venture partners. Continue to assist Canadian firms in seeking and discussing market opportunities in the development and management of the grain-handling and processing sector. Offer places for Saudi flour and grain industry personnel in future courses conducted by the Canadian International Grains Institute. Utilize opportunity to promote ground-to-air communications and navigational equipment as follow-up to winning agreement to provide technical training to Saudi in traffic control. Develop list of potential Saudi partners and agents for interested Canadian companies.
1982-83	Embassy will make available the commercial officer responsible for the oil and gas sector to discuss opportunities, constraints and business practices of the Kingdom with Canadian companies during visit to Canada. Assemble list of potential opportunities and joint-venture partners in oil and gas field. Undertake missions headed by senior trade officials to promote Canadian technology and to introduce Canadian firms to government and industry leaders in the petroleum sector. Mount oil and gas processing and services mission to Saudi Arabia. Encourage Canadian manufacturing companies to participate in Baghdad Fair. Undertake processed food and fish mission to Saudi Arabia. Provide information booth at Saudi Home and Leisure Show.