

project managers of their choice. The plants, such as Yanpet (Mobil) at Yanbu, are being let on a project-management basis (Bechtel), and some buying is being done in Canada. SABIC is now studying a number of new ventures, including some within the GCC. The total number of industries under study is estimated at 120. As these industries move forward, SABIC is expected to encourage construction by Saudi joint-venture companies, and they may develop a centralized purchasing system of their own.

#### Royal Commission for Jubail and Yanbu (RCJY)

This Commission was established in 1975 to spearhead the first phase of Saudi industrialization. As an indication of urgency and importance, the former King authorized the Commission to bypass the Council of Ministers and report directly to the Crown Prince. The Commission's sphere includes industrial planning, plus the infrastructure and housing for the Industrial City of Jubail on the east coast, and Yanbu on the west coast (ultimate population of 150,000 and 350,000 respectively). The infrastructure includes all services for the cities plus the sea ports, airports, roads and right-of-way for the trans-peninsular pipelines systems.

Arabian Bechtel and Saudi Arabian Parsons have been retained by the Commission for the required master plan development, and the technical and managerial aspects for achieving the goals of the master plan. Both firms have computerized registration/tendering systems. It is necessary to visit the cities, and separate information on the procedures available. Again, purchasing preferences are given to Saudi joint-venture companies.

It should be noted, in this respect, that neither Bechtel nor Parsons have been given responsibility for the SABIC plants, which will be built at the sides. On the other hand, they do have responsibility for promoting joint ventures in the adjacent industrial parks. Property and services in the parks are available, under attractive terms, which include interest-free loans and grants.

#### ARAMCO

For companies whose strategy is to sell products to ARAMCO and, in particular, if they are the sole supplier world-wide of a particular product, it is essential that they register and have their product and company approved by ARAMCO in Houston. The Canadian Consulate General in Dallas can be of assistance.