

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE & MARINE	<p>ENGINE OVERHAUL WORK FOR C-130 AND PILATUS (PT6) PURSUIT OF CANADIAN INVOLVEMENT IN AIRSTRIPS PROJECT. ESTABLISH PROMOTION PROGRAM FOR CL1227</p>	<p>PLACE CANADIAN SHOPS ON SECOND SOURCE LIST. SALE OF STOL AIRCRAFT AND AVIONICS. HAVE KSA DELEGATION VIEW DEMO IN CANADA. ESTABLISH APPROPRIATE AGENT.</p>
ARMAMENTS & VEHICLES	<p>FINALIZE SALE OF PIRANHAS TO MINISTRY OF DEFENCE KEEP MOWAG PROPOSAL ALIVE WITH NATIONAL GUARD PENDING BUDGET ALLOCATION OBTAIN CANADIAN PARTICIPATION IN PROPOSAL TO RE-ENGINE ARMoured VEHICLES. RE-INTRODUCE ILITIS FOR NEW FORCES BEING ESTABLISHED.</p>	<p>\$50M COMPONENT FOR CANADA OBTAIN INVITATION FOR PRICING DISCUSSIONS CANADIAN GROUP TO BID ON REFIT PROGRAM HAVE ILITIS INVITED TO DEMONSTRATE.</p>
ELECTRICAL & ELECTRONIC	<p>SUPPORT CANADIAN FIRMS REGISTERED AS SUB-SUPPLIERS TO ARMY AVIA-TION BASE. ENCOURAGE MDA TO DEMONSTRATE AIRBOURNE SAR. PURSUE CANADIAN BIDDER FOR TAIF SECURITY SYSTEMS. INVOLVE CCC IF NECESSARY. DETERMINE MARKET FOR ELECTRONIC WARFARE SIMULATION TRAINING. ENCOURAGE MID-SIZE CANADIAN FIRMS TO PARTICIPATE IN SMALLER SECU-RITY JOBS. SUPPORT CANADIAN FIRMS TO MOVE INTO MAINTENANCE SECTOR FOR NAV AIDS.</p>	<p>\$10-20 MILLION SALES. OBTAIN INVITATION TO QUOTE A SYSTEM PERSUADE CANADIAN FIRM TO MAKE QUOTATION. PREPARE REPORT ON SIZE OF MARKET AND ENTRY POSSIBILITIES. J-V BID BY ONE OF SEVERAL QUALIFIED CANADIAN GROUPS. J-V PARTICIPATION IN O&M CONTRACT AT AIRPORT.</p>