

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

99

POST :347-RIYADH

SECTOR :005-ADVANCED TECH. PROD. & SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:REMOTE SENSING INC. SPACE SAT

PURSUe WITH MEPA USE OF CDN EQPT FOR POLLUTION MONITORING
OBTAIN INVITATION FOR PROPOSAL

MEET WITH KACST DIRECTORS - SUPPORT FOR SYNTHETIC APERTURE
ESTABLISH WHETHER THIS WILL BE NEW AREA OF KACST ACTIVITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Determine needs of MODA for Remote Sensing

EMR Technical proposal accepted by MODA.\$2 mil-
lion contract awaits signature by the Minister.

QUARTER: 2 -----

QUARTER: 3 Telecom Mission concluded successful visit to
Riyadh and Jeddah.
JEC Telecommunications sub-committee meeting
held in Riyadh.

Telecom Mission Members concluded contracts
valued at over \$2 million.
Groundwork laid for visit by senior Saudi
Telecom officials (probably to inc. Minister
Kayyal) in early spring.

QUARTER: 4 Cdn participation at SaudiCom90(28Jan-1Feb) in-
cluded 5 coys at national stand, 7 who exhibited
with their agents and 7 coys who visited show as
part of Cdn telecommunications mission.

Two participants at national stand -Glenayre and
LeBlanc both reported sales as a result of parti-
cipation. Glenayre is in process of opening an
office in Riyadh to implement a \$7.5 mil'n
contract.