

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

008-TRANSPORT SYS,EQUIP,COMP,SERV.  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

ESTABLISHMENT OF CANADIAN/SAUDI AUTO PARTS DISTRIBUTION CENTER.

CDN AUTO PARTS SALES OF \$20-\$30 MILLION.

ASSIST IN ESTABLISHING CDN/SAUDI AUTOPARTS MANUFACTURING JOINT VENTURE; INVOLVING SEVERAL SAUDI/CDN COMPANIES.

ESTABLISHMENT OF CDN/SAUDI JOINT VENTURE.

PROMOTE CDN GARAGE/SERVICE EQUIPMENT. MEET SENIOR MANAGERS TO INTEREST THEM IN CANADIAN PRODUCT AND INVITE THEM TO ATTEND THE AIA SHOW IN MONTREAL 1988.

ESTABLISH 3 NEW AGENCIES/DISTRIBUTOR-SHIPS

INTRODUCE CDN UTILITY TRUCKS TO MAJOR SAUDI DISTRIBUTORS. IDENTIFY MAJOR PROJECTS IN COMING F/Y AND ADVISE CDN COMPANIES OF PROJECTS

INCREASE THE ASSOCIATION OF CDN/SAUDI FIRMS FOR JOINT BIDS.

AEROSPACE

PURSUE DISCUSSIONS BETWEEN AVELEX AND ARABASCO FOR AGENCY AGREEMENT.

FLOW THROUGH ENGINE COMPONENT WORK FOR AVELEX

PRESS FOR FORMAL SUBMISSION TO SAUDI OF DASH 8 AIRCRAFT FOR REGIONAL SERVICE.

RECEIVE REQUEST FOR FINANCIAL PROPOSAL

PURSUE WITH AGRICULTURAL CORPORATIONS USE OF LIGHT AIRCRAFT FOR CROP SPRAYING.

LIGHT AIRCRAFT DEMONSTRATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----