

The opportunities in SCECO West are less clear, as this organization has just recently been established. It appears that the major construction "boom" in the Jeddah region has peaked and that, while this remains significant, as SCECO consolidates the operations of several existing power companies, future opportunities in the Western region may be in the huge industrial city of Yanbu, whose population is projected to be in the neighbourhood of 175,000 by the year 2000, and in other outlying cities and villages.

b) The Canadian Industry

The electrical industry produces the following classes of equipment: equipment which generates electricity (hydro and thermal generators, batteries); equipment which transmits and distributes electricity (wire and cable, transformers, conduits, switches); and equipment which uses electricity to perform some other function (light bulbs, appliances, motors).

The industrial electrical industry is the largest of the electrical industry's subsectors. Its products find their way into utilities and capital equipment for other industries. Half of this industry's output is equipment used in primary and secondary manufacturing industries, such as drive systems for mining, steel and pulp and paper industries. The other half of the output is sold to electric power utilities. For 1980, exports of heavy industrial equipment to Saudi Arabia amounted to \$5.2 million.

Due to Canada's hydro resources, the industrial electrical sector has acquired valuable technology and expertise in this field. While Canada does not enjoy adequate supply capability on turbine generators for thermal power generation, Canadian industry can provide all of the other equipment necessary for thermal power stations.

Large-capacity, power boilers used for generating steam and which represent a major capital cost, are produced in Canada by three companies: Babcock & Wilcox, Combustion Engineering and Foster Wheeler. Each of the Canadian producers is a subsidiary of United States-based multinationals. Canadian production encompasses all types of units for thermal power generation (i.e. oil, gas and coal, as well as waste materials) and requires sophisticated technological capability. Production capacity of the three manufacturers is such that the attainment of satisfactory levels of plant utilization necessitates the vigorous pursuit of export sales. While the Canadian industry is internationally competitive on the basis of