

REPT4D
90/04/05

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

POST :347-RIYADH

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

ESTABLISHMENT OF CDN/SAUDI AUTO PARTS DISTRIBUTION CENTRE
SALES OF \$20-30 MILLION P.A.

FINALIZE AGENCY AGREEMENT FOR SALES OF CDN HEAVY DUTY TRUCKS
SALES OF \$10-15 MILLION P.A.

ASSIST IN EST. CDN/SAUDI AUTO PARTS MANUFACTURING FACILITIES
ESTABLISHMENT OF CDN/SAUDI J. - V.

I.D. SAUDI PARTNERS FOR CDN SUPPLIERS OF GARAGE SERVICE EQPT
ESTABLISH 3 NEW AGENCIES/DISTRIBUTORSHIPS

AEROSPACE

DISCUSSIONS BETWEEN AVELEX/ARABASCO FOR AGENCY AGREEMENT
FLOW THROUGH ENGINE COMPONENT WORK FOR AVELEX

FORMAL SUBMISSION OF DASH-8 AIRCRAFT FOR REGIONAL SERVICE
RECEIVE REQUEST FOR FINANCIAL PROPOSAL

PURSUE -AGRI CORP. USE OF LIGHT AIRCRAFT FOR CROP SPRAYING
LIGHT AIRCRAFT DEMONSTRATION

DEVELOP PROPOSAL-EDC FINANCING SALE OF VIP HELICOPTER TO YAR
SALE OF 1 BELL HELICOPTER 212 TO YEMEN ARAB REPUBLIC

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INVITED 200 CANADIAN AUTO PARTS MANUFACTURERS TO
EXHIBIT AT JEDDAH MOTOR SHOW - DECEMBER 89.

EXTOTT/TCM IN COOPERATION WITH THE AUTOMOTIVE
INDUSTRIES ASSOCIATION OF CANADA ASSISTING WITH
RECRUITMENT.

QUARTER: 3 Contacted 98 Canadian aftermarket autoparts man.
to either participate or provide us with prod.
lit. for distribution

12 companies provided promotional materials.
One coy. which participated (Shamla Int.)
reported immediate sales of CDN \$ 4,000,000 with
potential of \$ 3 million sales for the next 12
months.

QUARTER: 4 -----