

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

ENGINE OVERHAUL WORK FOR C-130 AND PILATUS (PT6)

PLACE CANADIAN SHOPS ON SECOND SOURCE LIST.

PURSUIT OF CANADIAN INVOLVEMENT IN AIRSTRIPS PROJECT.

SALE OF STOL AIRCRAFT AND AVIONICS.

ESTABLISH PROMOTION PROGRAM FOR CL1227

HAVE KSA DELEGATION VIEW DEMO IN CANADA.
ESTABLISH APPROPRIATE AGENT.

ARMAMENTS & VEHICLES

FINALIZE SALE OF PIRANHAS TO MINISTRY OF DEFENCE

\$50M COMPONENT FOR CANADA

KEEP MOWAG PROPOSAL ALIVE WITH NATIONAL GUARD PENDING BUDGET ALLOCATION

OBTAIN INVITATION FOR PRICING DISCUSSIONS

OBTAIN CANADIAN PARTICIPATION IN PROPOSAL TO RE-ENGINE ARMoured VEHICLES.

CANADIAN GROUP TO BID ON REFIT PROGRAM

RE-INTRODUCE ILITIS FOR NEW FORCES BEING ESTABLISHED.

HAVE ILITIS INVITED TO DEMONSTRATE.

ELECTRICAL & ELECTRONIC

SUPPORT CANADIAN FIRMS REGISTERED AS SUB-SUPPLIERS TO ARMY AVIATION BASE.

\$10-20 MILLION SALES.

ENCOURAGE MDA TO DEMONSTRATE AIRBOURNE SAR.

OBTAIN INVITATION TO QUOTE A SYSTEM

PURSUE CANADIAN BIDDER FOR TAIF SECURITY SYSTEMS. INVOLVE CCC IF NECESSARY.

PERSUADE CANADIAN FIRM TO MAKE QUOTATION.

DETERMINE MARKET FOR ELECTRONIC WARFARE SIMULATION TRAINING.

PREPARE REPORT ON SIZE OF MARKET AND ENTRY POSSIBILITIES.

ENCOURAGE MID-SIZE CANADIAN FIRMS TO PARTICIPATE IN SMALLER SECURITY JOBS.

J-V BID BY ONE OF SEVERAL QUALIFIED CANADIAN GROUPS.

SUPPORT CANADIAN FIRMS TO MOVE INTO MAINTENANCE SECTOR FOR NAV AIDS.

J-V PARTICIPATION IN O&M CONTRACT AT AIRPORT.