

REPORT 4B  
87/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 304-LAGOS

NIGERIA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE  
PROMOTION OF CANADIAN AGRICULTURE.

ANOTHER SHPMNT OF MILK WORTH APPROX \$3.2 MN TO  
BE LANDED JULY. HOWE INTL. NEGOT. CONTRACT TO BE  
CONSULTANT FOR MIN. OF AGRICULTURE. ANOTHER VISIT  
BY AIDAC TO CROSS RIVERS TO PRESENT PROPOSAL.  
NFLD FISH MISS. VISITS WITH GOOD SALES PROSPECTS

005-COMM. & INFORM. EQP. & SERV  
PROMOTION OF CANADIAN COMMUNICATIONS EXPERTISE.

SATELLITE SALE GIVEN BOOST BY TRIP TO CDA BY COL.  
MARK ON N.A. SIGNALS. SPAR RANKS SECOND IN TEN-  
DERS FOR REHAB OF EARTH STNS. VISITY BY REP OF  
SR TELECOMS IMPROVES PROSPECTS FOR SALES OF  
RURAL TELECOMS EQUIPMENT.

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
PROMOTION OF CANADIAN TRANSPORTATION SECTOR.

CANAC HAS COMPLETED ITS CONTRACT WITH NRC. IS  
NOW CONSIDERING TWO MORE PROJS AS WELL AS BID-  
DING TO BECOME PROJ. MGR FOR THE UN RAILWAY  
REHABS PROJ. NO WORD YET ON WHETHER OR NOT GOVT  
WILL FINAN'LY SUPPORT BOMBARDIER LOCOMOTIVES.

007-POWER & ENERGY EQUIP. & SERV.  
TO PROMOTE CANADA'S ENERGY EXPERTISE.

ONT. HYDRO DEPENDING ON NEW WB POWER VII FOR  
FINANCING FOR ITS TRAINING PROG. WHICH IT SUB-  
MITTED TO NEPA. POST ARRANGED FOR LOCAL BANK  
TO PROPOSE FINAN'L PCKGE TO NEPA TO HELP PAY  
FOR WESTINGHOUSE CANADA TURBINES.