

REPORT 4
88/02/02

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

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POST : 304-LAGOS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

KAINJI AIR FORCE BASE/NAVAIDS-CDN COMPANY BEEN TIPPED FOR THE
NAVAIDS PROJECT AT NAF'S NEW KAINJI AIR BASE. CONTRACT DISCUSSIONS
ARE CURRENTLY BEING CARRIED OUT.

COMPANY WILL START TO SUPPLY EQUIPMENT DURING
1987/88.

CANADIAN COMPANY SUCCESSFULLY COMPLETED A LARGE SHIPMENT OF COM-
MUNICATIONS EQUIP. 5 YEARS AGO BUT LITTLE WAS OUT INTO USE.
DISCUSSIONS ARE ONGOING TO DO SO AND TO REHABILITATE AND UPGRADE
THE EQUIPMENT.

THAT CANADIAN COMPANY WILL BE SUCCESSFULL IN
ITS DISCUSSIONS & SIGN A CONTRACT TO PUT THE
COMMUNICATIONS EQUIP. BACK INTO OPERATION.

A SECOND SUCCESSFULLY DEMONSTRATION FLIGHT OF THE CHALLENGER WAS
RECENTLY CONDUCTED THERE IS VERY POSITIVE INTEREST IN THE AIR-
CRAFT, BUT THE AIR FORCE LACKS THE APPROPRIATE FINANCING FOR THE
MOMENT.

CONTRACTUAL NEGOTIATIONS WILL BEGIN IN 1987/
88 FOR AT LEAST ONE IF NOT TWO CHALLENGERS.

MOBILE PLATFORMS ARE REQUIRED FOR THE COMMUNICATIONS EQUIP. MENTI-
ONED ABOVE. THE POST HAS INITIATED DISCUSSIONS WITH THE NIGERIAN
ARMY REGARDING THESE PLATFORMS. AS WELL, THE NIGERIAN ARMY HAS
IDENTIFIED A REQUIREMENT FOR A JEEP.

A FIRING UP OF THE NIGERIAN ARMY'S REQUIRE-
MENT FOR TRANSPORT VEHICLES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FOLLOW-UP ON ONGOING OPPORTUNITIES FOR CDN
COMPANIES IN DEFENCE SECTOR.

MONITORING OF REQUIREMENTS OF NEPA FOR CONSUL-
TING AND TECHNICAL SERVICES AND FOR EQUIPMENT
PURCHASE AND REFURBISHMENT. ASSISTANCE PARTI-
CULARLY TO FEDERAL PIONEER LTD. AND CANADIAN
CONSULTING FIRMS.

QUARTER: 3 -----

QUARTER: 4 -----