REPORT 4 88/10/21

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 : 304-LAGOS

007-POWER & ENERGY EQUIP. & SERV. NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

SUPPORT TO FEDERAL PIONEER & LOCAL REPRESENTATIVE IN ONGOING NE-GOTIATIONS TO SELL TRANSFORMERS TO NEPA, WITH POTENTIAL OF JOINT VENTURE WITH LOCAL COMPANY IN FUTURE FOR REPAIR AND OVERHAUL.

MONITOR TENDER DOCUMENT RELEASE FOR THE REGIONAL INTER-CONNECTION PROGRAMME FUNDED BY THE AFRICAN DEVELOPMENT BANK \$100 M FOR FIRST PHASE TRANSMISSION LINE BETWEEN GHANA AND NIGERIA.

EXAMINE FEDERAL GOVT 5-YR DEVELOP PLAN TO ASSESS PROGRAMMES OF PROCUREMENT & REHABILITATION BY NEPA & THE STATES RURAL ELECTRI-FICATION PROGRAMME. WORLD BANK FUNDING FOR \$350 M WITH E/GERMANY IS NEGOTIATING LOAN OF \$67 M & BULGARIA A CREDIT OF \$50 M.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SEND INCOMING BUYER TO NPS. PURSUE OPPORTU-NITIES FOR OIL AND GAS EQUIPMENT AND SERVICES. PURSUE 132 KV TRANSMISSION PROJECT.

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QUARTER: 2 ----

QUARTER: 3 -----

QUARTER: 4 -----

ANTIMUE TO SUPPORT COMPULIANCIES & TRAINING TO MIGERIAN SALEMAY ANNING & M ITS COMPULIANCIES & TRAINING TO MIGERIAN SALEMAY MET PROVIDE BUPPORT FOR SID TO SUPPLY SPARE PARTS AS FART

CUTINUE TO LIAISE WITH WICHTAN RAILWAY CONP. & HIN OF INAMOP ON EMALE OF CON SUPPLIES OF SPAKE PARTS FOR WORLD DANK NAILWAY

- 1941L

PELADURY PROF.

WOLINITIES BREDORED IN FOR

ANTICIPATED RESULTS:

THAT CONTRACT WILL BE SUCCESSFULLY SIGNED, FINANCING DRGANIZED AND EXPORT OF FINISHED UNITS COMMENCE.

CANADIAN SUPPLIERS WILL BID FOR THE SUPPLY OF EQUIPMENT AND SERVICES.

CANADIAN COMPANIES TOGETHER WITH LOCAL REPRE-SENTATIVES WILL MAKE SALES OF EQUIPMENT AND SERVICES.

QUARTERLY RESULTS REPORTED:

SELECTED & BRIEFED BUYER FOR NPS. COMMENCED STRATEGY IN DIL & GAS SECTORS IN GHANA (PCIAC) AND NIGERIA. CANADIAN COMPANY IN EUROPEAN CON-SORTIUM BIDDING FOR SELECTED LINES.

PROVIDE CAMADIAN INTEREDIS WITH UP-TO-DATE

THE OF WE O WILLION IN BOODS & SERVICES TO

SALE OF \$5.0 MILLION IN SPARE PARTS

ANTICIPATED RESULTS

F031 : 304-LACCS

OOB-TRAFEFORT SYS, SOUT COMP. SERV.

CUMRIERLY PROCRESS REFORT OF EXPONDION PROCEAN AT MIENIOME ABROAD FOR FISCAL YEAR ES FORFCAST OF WEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN NIGHTON'S ANAMAL P 66