

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:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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.

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

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

CANADIAN COMPANIES TOGETHER WITH LOCAL REPRESENTATIVES WILL MAKE SALES OF EQUIPMENT AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

SELECTED & BRIEFED BUYER FOR NPS. COMMENCED STRATEGY IN OIL & GAS SECTORS IN GHANA (PCIAC) AND NIGERIA. CANADIAN COMPANY IN EUROPEAN CONSORTIUM BIDDING FOR SELECTED LINES.

QUARTER: 2 -----

QUARTER: 3 Pursue opportunities in petroleum sector where several new projects emerging plus ongoing opportunities (eg Oso Condensates, Petrochemicals, LNG) in Nigeria and capitalise on PCIAC involvement in Ghana.

Du Pont Cda signed licensing agreement for polyethylene plant. Follow-up for Cdn cos interested in Mobil-led OSO proj. Follow-up of possible JV resulting fm NPS. Assist cos supplying consulting & specialist srvc in sector (eg. Nova/Nortech).

QUARTER: 4 Pursue on-going opportunities in sector in all countries including power generation and transmission, oil and gas development and transportation, downstream equipment and services.

Financing secured from EDC for Akosombo Dam rehab. Successful visit to Nigeria by Ontario Hydro personnel. Ongoing reporting on major petroleum sector projects. Nominated incoming buyer to INTERCAN 89.