REPORT 4 87/09/25 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 PAGE: 54

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.

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.

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.

MOBILE PLATFORMS ARE REQUIRED FOR THE COMMUNICATIONS EQUIP. MENTIONED 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.

COMPANY WILL START TO SUPPLY EQUIPMENT DURING 1987/88.

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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