

REPT4D  
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :304-LAGOS

SECTOR :005-ADVANCED TECH. PROD. & SERV  
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM,DATACOM,SAT,SPACECOM

ASSISTANCE TO SPAR IN PURSUIT OF REHAB OF 2 EXISTING INTNL  
SPAR WILL BE SUCCESSFUL BIDDER

ASSIST TO SPAR IN BID FOR REFRUB OF DOMSAT EARTH STATION  
SPAR WILL BE SUCCESSFUL BIDDER

ASSESS OF WBIIRD COMMISSIONED STUDIES OF SECTOR TO DET.OPPORT  
INTRODUCTION OF NEW CANADIAN FIRMS TO MARKET.

SEMINAR PROGRAMME TO COINCIDE WITH MISSION  
ENHANCE CANADA'S IMAGE AS ALTERNATIVE SUPPLIER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Continue to encourage Cdn companies to assess  
opportunities in Nigeria, with Nitel, public  
sector and private sector (eg oil companies).  
Support to SR Telecom.

QUARTER: 3 Promote Cdn companies with Nitel and Min. of  
Communications.  
Support for Cdn companies in ADB projects in  
sector.

QUARTER: 4 -----

SR Telecom signed contract to supply systems in  
Nigeria and resolved issue of representation.  
Commenced study of market to be disseminated to  
Cdn companies and gov. agencies. Monitored World  
Bank Loan and Tenders emanating from it.

GPT Canada secured contract to supply equipment  
to NITEL.  
Leblanc and Royle interested in North-South  
Transmission Project (575 KV).  
Intelcan chosen for Benin (PNAM) Project.