

REPT4D
90/04/05

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

POST :304-LAGOS

005-ADVANCED TECH. PROD. & SERV
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 REHAB OF DOMSAT EARTH STATION
SPAR WILL BE SUCCESSFUL BIDDER

ASSESS OF WBIRD 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.