

manufactured goods and food products. Nigeria's major suppliers in order of importance in 1980 were Britain (22 per cent), West Germany (15 per cent), the United States (11 per cent), Japan (10 per cent), France (7 per cent) and Italy (6.7 per cent). Its major export markets in the same year were the United States (46 per cent), Netherlands (12 per cent), France (10 per cent), West Germany (7 per cent) and Britain (1 per cent).

## Canada-Nigeria Trade

Canadian trade with Nigeria (Tables 3a and 3b) has been relatively modest compared to the market potential. Canadian exports have mostly been semi-manufactured goods, industrial equipment and food items. Not included in the trade figures are sales of consulting and education services which have been in the range of \$20 to \$30 million in the last three years.

Nigeria represents a market for almost everything Canada produces. However, through the current period of restraint, exporters are likely to find the greatest interest in items responding to basic infrastructure problems (i.e. — transport, communications and power) or those meeting political/social needs, such as food supplies and housing.

Areas of greatest potential in the future are likely to be:

- foodstuffs especially grains and fish;
- semi-fabricated materials for newly established light industries;
- capital equipment for the power sector (generation, transmission and distribution); telecommunications sector; transportation sector (rail and air); agricultural sector; petroleum sector; and construction sector (including building materials).