

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

POST : 304-LAGOS

005-COMM. & INFORM. EQP. & SERV
NIGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SATELLITE: NIGERIAN GOVERNMENT HAS YET TO DECIDE ON THE PURCHASE OF A SATELLITE ALTHOUGH ITS CONTINUED PROMOTION CONSUMES A FAIR AMOUNT OF POST'S RESOURCES.

SHOULD NIGERIAN GOVERNMENT LOCATE FINANCING (SUCH AS THOSE FROM COUNTERTRADE) A CDN SYSTEM COULD BE CHOSEN.

PRIVATE & PUBLIC EXCHANGES: POST IS ATTEMPTING TO INTEREST CDN MANUFACTURERS TO SUPPLY NIGERIA WITH EXCHANGES.

IN THE LONG RUN IT IS EXPECTED THAT CDN FIRMS WILL ENTER THE NIGERIAN MARKET AS A MAJOR SUPPLIER PARTICULARLY WITH THE ASSISTANCE OF WORLD BANK FINANCING.

GOVERNMENT IS PUTTING GREATER EMPHASIS ON PUSHING COMMUNICATIONS CAPACITY INTO RURAL COMMUNITIES AS PART OF ITS CONCENTRATION ON AGRICULTURAL DEVELOPMENT. CDN FIRM IS LOOKING INTO THE OPPORTUNITY

CDN FIRM WILL DEVELOP A PROJECT TO SUPPLY EQUIPMENT TO RURAL COMMUNITIES.

EARTH STATIONS: NIGERIAN GOVERNMENT HAS DECIDED TO REHABILITATE AND UPGRADE ITS SIXTEEN EARTH STATIONS. TENDER DOCUMENTS ARE EXPECTED SOON. CDA HAS SHOWN AN INTEREST.

CDN FIRM WILL WIN A CONTRACT TO REHABILITATE AND UPGRADE SOME OF THE EARTH STATIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN COMMUNICATIONS EXPERTISE.

SATELLITE SALE GIVEN BOOST BY TRIP TO CDA COL. MARK OF N.A. SIGNALS. SPAR RANKS SECOND IN TENDER FOR REHAB OF HEART STATIONS. VISIT BY REP OF SR TELE IMPROVES PROSPECTS FOR SALES OF RURAL TELE-COMM EQUIPMENTS.

QUARTER: 2 EXPLORATION OF OPPORTUNITIES WITH NITEL, TELE-COMMUNICATIONS MONOPOLY FOR CANADIAN PRODUCTS AND SERVICES, AND WITH NIGERIAN DESIRE TO ACQUIRE SATELLITE TECHNOLOGY AND HARDWARE.

OFFICERS MADE LIAISON VISITS TO TOGO, BENIN AND GHANA TO ESTABLISH CONTACTS, A PROGRAMME FOR REGULAR FUTURE VISITS AND TO PURSUE MORE EFFECTIVE MEANS OF TRADE PROMOTION THROUGHOUT OUR TERRITORY.

QUARTER: 3 CONTINUED PURSUIT OF OPPORTUNITIES IN COMMUNICATIONS SECTOR PARTICULARLY SWITCHES, TELEPHONES, PABXS, & SATELLITE TECHNOLOGY.

ASSISTANCE TO SPAR AEROSPACE IN SUBMISSION OF EARTH STATION BID TO NITEL AND IN RESOLUTION OF OUTSTANDING COMMERCIAL DISPUTE IN GHANA.

QUARTER: 4 TELECOMMUNICATIONS EQUIPMENT MISSION

DEFERRED UNTIL IMPLICATIONS OF PLANS TO COMMERCIALIZE NITEL ARE CLEAR AND UNTIL PROJECTED WORLD BANK FUNDING FOR THE SECTOR IS CONFIRMED.