

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

SECTOR :007-POWER & ENERGY EQUIP. & SERV.
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

SUPPORT FED. PIONEER & MARKHAM ELEC. IN NEG. ON 132 TRANS LI
CANADIAN WILL BE SUCCESSFUL IN BEING AWARDED PART OF

TOTAL PROJECT.

SUPPORT FED. PIONEER & LOCAL REP IN DEV. A PROPOSAL FOR REP
PROPOSAL APPROVAL PENDING FINANCING.

SUPPORT ONT. HYDRO IN THEIR BID TO LINK NEPA ON IBRD FUNDED
ONTARIO HYDRO WILL RE-ESTABLISH A STRONG CDN PRESENCE IN

SECTOR.

SUPPORT CGE & ACRES ON CDN\$70M AKOSOMBO DAM REHAB. PROJ.
SALE OF UP TO CDN \$ 32M IN EQUIPMENT & SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Ontario Hydro in bid for WB supported
NEPA utility partnership, on visit and in
soliciting CIDA funding.
Support to Federal pioneer, local rep, and
Monenco for ongoing project interests with NEPA.

Successful visit, selection of local rep, sub-
mission of proposal to NEPA. \$400K from CIDA for
Phase 1. Federal Pioneer et al well positioned;
awaiting financing. Monenco submitted proposal
for proj management in IBRD power sector rehab.

QUARTER: 2 Continue to support Ontario Hydro in bid for
Utility Partnership program, and Monenco, Federal
Pioneer, and other companies in bids for con-
tracts with NEPA. Continued progress toward Cdn
participation in Akosombo rehabilitation for VRA

Federal Pioneer met with NEPA re: rehab of sub-
stations in northeastern Nigeria. Assisted with
Nigerian & Ghanaian participation at WEC. Acres
undertaking supervisory study of rehabilitation;
EDC line of credit now in place in Ghana.

QUARTER: 3 Support to Cdn companies with various bids to
NEPA.

Ontario Hydro unsuccessful on Utility Partner-
ship bid.
Monenco won WB consultancy for power sector
programme.

QUARTER: 4 -----