

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

007-POWER & ENERGY EQUIP. & SERV.  
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CDN FIRM HAS STARTED NEGOTIATIONS ON DOING CIVIL WORKS PART OF INSTALLING ITS GAS TURBINES AS A SIGN OF GOOD FAITH. CO. IS HOPING THAT WHILE THE CIVIL WORKS ARE BEING COMPLETED THAT ECONOMIC RECOVERY PLAN CURRENTLY BE IMPLEMENTED BY NIGERIAN GOVERNMENT.

GAS TURBINES WILL BE DELIVERED IN 1987.

CDN FIRM HAS SUBMITTED A TRAINING PROPOSAL TO NEPA WHICH INCLUDES THE PROVISION OF SPRE PARTS. ALTHOUGH THIS HAS BEEN OUTSTANDING FOR ALMOST A YEAR, THERE ARE SIGNS THAT NEPA MAY BE CLOSE TO CALLING THE COMPANY IN FOR FURTHER STUDY.

THAT AND MOU BETWEEN CDN FIRM AND NEPA BE SIGNED BY MID '87.

TO INCREASE LEVEL OF CONTACTS WITH GOVERNMENT PLANNING AND NEPA.

SPECIFIC DETAILS OF POWER ENERGY PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO PROMOTE CANADA'S ENERGY EXPERTISE.

ONTARIO HYDRO DEPENDING ON NEW WB POWER VII FOR FINANCING FOR ITS TRAINING PROGRAMME WHICH IT SUBMITTED TO NAPA. POST ARRANGED FOR LOCAL BANK TO PROPOSE FINANCIAL PACKAGE TO NEPA TO HELP PAY FOR WESTINGHOUSE CDA TURBINES.

QUARTER: 2 ASSISTANCE TO ENSURE SIGNING OF MOU BETWEEN ONTARIO HYDRO AND NEPA BY MID 1987.

ASSISTANCE TO EDC IN DEBT RESCHEDULING NEGOTIATIONS WITH THE GOVERNMENT OF NIGERIA, INCLUDING COORDINATION OF VISIT TO LAGOS OF SENIOR CLAIMS OFFICER.

QUARTER: 3 -----

QUARTER: 4 PURSUIT OF OPPORTUNITIES IN POWER GENERATION AND TRANSMISSION, AND IN THE ENERGY SECTOR, INCLUDING NATURAL GAS, PETROCHEMICALS AND PETROLEUM.

MONITORING OF PROGRESS OF WB POWER VII LOAN AND COMMERCIALIZATION OF NEPA, INCLUDING ASSISTANCE TO ONT HYDRO. CONTINUED SUPPORT TO HATCH ASSOC. ON STEEL SECTOR STUDY, LUMMUS CDA, ACRES/NOVA, AND OIL SECTOR SUPPLY COMPANIES.