

REPT4D  
90/06/26

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

70

POST :304-LAGOS

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FINALIZE EDC FINANCING PKG FOR CONTRACT AWARDED TO BOMBARDIER  
CONCLUDE SALE OF \$110M IN EQUIPT, ESTABLISH LONG TERM

CONTINUE TO SUPPORT CANAC IN WORLD BANK FUNDED SPARE PARTS  
CONCLUDE SALE OF UP TO \$10M IN EQUIPT & SERVICES.

MONITOR DEBATE ON MASS TRANSIT IMPLM. PLAN WHICH MAY PROVIDE  
ALERT CANADIAN COMPANIES TO ANY OPPORTUNITIES PRESENTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Canac Int'l in fielding its personnel for  
WB railway consultancy.  
Assist GE Canada (Ex Bombardier) on contract for  
locomotives.

Two consultants in place and organized for rest  
of team.  
Signed contract amendment between GE Cda and  
NMOT with revised scope of supply (50 to 15,  
addit \$8.5M spares)

QUARTER: 2 Continued assistance to CANAC International in  
fielding its personnel for World Bank consult-  
ancy for contract. Liaison with Nigerian  
Ministries of Transport and Finance on the  
proposed sale of 15 locomotives by GE Canada.

Three CANAC consultants now established in  
Nigeria and project continuing as planned.  
Organized Nigerian delegation to Airshow Canada.

QUARTER: 3 Continue to support GE Canada on sale of locomo-  
tives to NRC.  
Support to CANAC on ongoing rehab project plus  
sale of locos and rails etc to NRC.

Assisted with visit of EDC to present and  
discuss revised offer of financing.

QUARTER: 4 -----