

purchaser of such staples as flour, salt, evaporated milk, stockfish, rice, cement, and other building materials. There are no formal procedures for registration but potential suppliers are advised to express their interest to NNSC in writing, providing current prices and, where practical, samples. The NNSC requests bids from those who have pre-qualified. Tenders are rarely published.

Consulting Services

Canadian consulting firms are solidly established in the Nigerian market, and more than half a dozen have set up local offices, generally in partnership with local interests. Shortages of technical manpower in Nigeria will likely continue for some time and opportunities exist in many sectors (electrical, transportation, petroleum, urban planning, resource studies, water and sewerage, forestry and agriculture).

Anticipating the needs of potential clients is particularly important and it is advisable to submit prequalification documents in advance. Most often, only selective invitations to bid are made, based on the information at hand.

According to Nigerian regulations, normally only 20 per cent of consulting fees can be taken in foreign currency. Exceptions are possible, but difficult to obtain.

Manufactured Goods

Manufacturers of intermediate technology products should be aware that the Nigerian government has a strong interest in developing local production facilities for such products in the power, transportation, communication and agricultural sectors. Such products include appliances, telecommunications equipment, building products, automotive parts, electrical hardware and foodstuffs. Firms will likely be approached for possible joint-ventures with either private or government partners or both. Such proposals require careful consideration. Most firms find local costs of production high because of inadequacies in infrastructure (water, power, communications), shortages of skilled staff and regulatory delays. At the same time, preferred access to a market with strong growth potential may be