

REPT4D
90/04/05

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

CDN PRESENCE.

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 -----