

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

NIGERIAN RAILWAYS CORPORATION STILL INTENDS TO REHABILITATE,  
UPGRADE AND PURCHASE NEW ROLLING STOCK.

NIGERIAN AIRWAYS IS STILL SHOWING INTEREST IN A SIMULATOR AND  
AIRCRAFT AS WELL AS A NEW MAINTENANCE BASE.

CDN FIRM HAS WON A CONTRACT TO DO A PROJECT DEFINITION FOR THE  
WORLD BANK FUNDING TO REHABILITATE & UPGRADE THE RAILWAYS. POST  
WILL MONITOR TO ENSURE CDN SUPPLIERS HAVE GOOD ACCESS TO THE  
MONEY AVAILABLE.

NRC'S ABILITY TO FULFILL PROJECT DEPENDS ON  
ITS ACCESS TO FINANCING.

A NEW CDN CONSORTIUM PUT TOGETHER 1986 SHOULD  
SIGNIFICANTLY MOVE THE MAINTENANCE BASE ALONG  
SIMULATOR HAS GOOD 1987 POTENTIAL.

THAT CDN SUPPLIERS WILL USE THE GREATER POR-  
TION OF THE USD 17 MILLION AVAILABLE UNDER  
THE WORLD BANK LOAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN TRANSPORTATION SECTOR.

CANAC HAS COMPLETED ITS CONTRACTS WITH NRC. IS  
NOW CONSIDERING TWO MORE PROJECTS AS WELL AS BI-  
DDING TO BECOME PROJECT MANAGER FOR THE UN RAIL-  
WAY REHABS PROJECT. NO WORD YET ON WETHER OR NOT  
GOVT WILL FINANCILLAY SUPPORT BOMBARDIER LOCOMO/

QUARTER: 2 PURSUIT OF IDENTIFIED OPPORTUNITIES IN TRANS-  
PORTATION SECTOR, PARTICULARLY IN RAILWAY AND  
AEROSPACE SUBSECTORS.

ASSIST. PROVIDED TO BOMBARDIER INC IN SECURING  
CONTRACT FOR PROVI'N OF 50 NEW LOCO. TO THE  
NIGERIAN RLWYS CORP. CONTRACT AWARD IS CONDI'T'L  
UPON FINANCING. ASSIST. TO BOMBARDIER & CANAC IN  
THEIR SUBMISSION OF BID DOCUMENTS FOR WORLD BANK

QUARTER: 3 CONTINUED PURSUIT OF OPPORTUNITIES IN TRANSPOR-  
TATION SECTOR, PARTICULARLY FOR ROLLING STOCK,  
SPARES, MANAGEMENT & TRAINING.

BOMBARDIER SIGNED COM. CONTRACT FOR SUPPLY OF 50  
LOCOMOTIVES TO NRC & FINANCING OFFER MADE  
THROUGH SECTION 31. ASSIST. TO RAILWAY MISSION  
ATTENDING UNION OF AFRICAN RAILWAYS SYMPOSIUM IN  
ACCRA.

QUARTER: 4 PURSUIT OF OPPORTUNITIES IN TRANSPORTATION SEC-  
TOR, PARTICULARLY FOR RAILWAY EQUIPMENT AND CON-  
SULTING SERVICES, AIRCRAFT AND AVIATION EQUIPMENT  
, AUTOMOTIVE SPARES AND REHABILITATION OF CONS-  
TRUCTION EQUIPMENT.

FINANCING OFFER FOR PURCHASE OF BOMBARDIER LOCO-  
MOTIVES PRESENTED TO GON. CANAC SHORTLISTED FOR  
WB FINANCED MIS STUDY. ASSISTANCE TO CANADAIR &  
DEHAVILLAND FOR AIRCRAFT SALES. PREPARATIONN OF  
INCOMING BUYER FOR AUTO SHOW & EXPLD OF JV OPP.