

REPORT 4
88/03/16

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

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POST : 304-LAGOS

008-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 -----