

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

005-COMM. & INFORM. EQP. & SERV
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SATELLITE: NIGERIAN GOVERNMENT HAS YET TO DECIDE ON THE PURCHASE OF A SATELLITE ALTHOUGH ITS CONTINUED PROMOTION CONSUMES A FAIR AMOUNT OF POST'S RESOURCES.

SHOULD NIGERIAN GOVERNMENT LOCATE FINANCING (SUCH AS THOSE FROM COUNTERTRADE) A CDN SYSTEM COULD BE CHOSEN.

PRIVATE & PUBLIC EXCHANGES: POST IS ATTEMPTING TO INTEREST CDN MANUFACTURERS TO SUPPLY NIGERIA WITH EXCHANGES.

IN THE LONG RUN IT IS EXPECTED THAT CDN FIRMS WILL ENTER THE NIGERIAN MARKET AS A MAJOR SUPPLIER PARTICULARLY WITH THE ASSISTANCE OF WORLD BANK FINANCING.

GOVERNMENT IS PUTTING GREATER EMPHASIS ON PUSHING COMMUNICATIONS CAPACITY INTO RURAL COMMUNITIES AS PART OF ITS CONCENTRATION ON AGRICULTURAL DEVELOPMENT. CDN FIRM IS LOOKING INTO THE OPPORTUNITY

CDN FIRM WILL DEVELOP A PROJECT TO SUPPLY EQUIPMENT TO RURAL COMMUNITIES.

EARTH STATIONS: NIGERIAN GOVERNMENT HAS DECIDED TO REHABILITATE AND UPGRADE ITS SIXTEEN EARTH STATIONS. TENDER DOCUMENTS ARE EXPECTED SOON. CDA HAS SHOWN AN INTEREST.

CDN FIRM WILL WIN A CONTRACT TO REHABILITATE AND UPGRADE SOME OF THE EARTH STATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN COMMUNICATIONS EXPERTISE.

SATELLITE SALE GIVEN BOOST BY TRIP TO CDA BY COL MARK ON N.A. SIGNALS. SPAR RANKS SECOND IN TENDERS FOR REHAB OF EARTH STNS. VISITY BY REP OF SR TELECOMS IMPROVES PROSPECTS FOR SALES OF RURAL TELECOMS EQUIPMENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----