

REPORT 4B
87/10/28

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 304-LAGOS

NIGERIA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
PROMOTION OF CANADIAN AGRICULTURE.

ANOTHER SHPMNT OF MILK WORTH APPROX \$3.2 MN TO
BE LANDED JULY. HOWE INTL. NEGOT. CONTRACT TO BE
CONSULTANT FOR MIN. OF AGRICULTURE. ANOTHER VISIT
BY AIDAC TO CROSS RIVERS TO PRESENT PROPOSAL.
NFLD FISH MISS. VISITS WITH GOOD SALES PROSPECTS

005-COMM. & INFORM. EQP. & SERV
PROMOTION OF CANADIAN COMMUNICATIONS EXPERTISE.

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

008-TRANSPORT SYS, EQUIP, COMP, SERV.
PROMOTION OF CANADIAN TRANSPORTATION SECTOR.

CANAC HAS COMPLETED ITS CONTRACT WITH NRC. IS
NOW CONSIDERING TWO MORE PROJS AS WELL AS BID-
DING TO BECOME PROJ. MGR FOR THE UN RAILWAY
REHABS PROJ. NO WORD YET ON WHETHER OR NOT GOVT
WILL FINAN'LY SUPPORT BOMBARDIER LOCOMOTIVES.

007-POWER & ENERGY EQUIP. & SERV.
TO PROMOTE CANADA'S ENERGY EXPERTISE.

ONT. HYDRO DEPENDING ON NEW WB POWER VII FOR
FINANCING FOR ITS TRAINING PROG. WHICH IT SUB-
MITTED TO NEPA. POST ARRANGED FOR LOCAL BANK
TO PROPOSE FINAN'L PCKGE TO NEPA TO HELP PAY
FOR WESTINGHOUSE CANADA TURBINES.