REPORT 4
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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:
RAIL	
CONTINUE TO LIAISE WITH NIGERIAN RAILWAY CORP. & MIN OF TRANSP ON BEHALF OF CDN SUPPLIES OF SPARE PARTS FOR WORLD BANK RAILWAY REHAB.	SALE OF $5.0 MILLION IN SPARE PARTS
CONTINUE TO SUPPORT CDN FIRM IN ITS BID TO PROVIDE MANPOWER PLANNING & M.I.S. CONSULTANCIES & TRAINING TO NIGERIAN RAILWAY CORP. PROVIDE SUPPORT FOR BID TO SUPPLY SPARE PARTS AS PART OF WORLD BANK PROJECT.	SALE OF $8.0 MILLION IN GOODS & SERVICES TO NIGERIA. FURTHER ENHANCE CANADIAN COMMITTMENT TO THIS SECTOR.
WHEN COMPLETE,CIRCULATE TO CDN COMPANIES,DRIE & EXTERNAL AFFAIRS THE WORLD BANK OPERATIONAL ASSESSMENT & INVESTMENT PROJECTIONS FOR NIGERIAN RAIL SECTOR (EARLY FY 1988/89).	PROVIDE CANADIAN INTERESTS WITH UP-TO-DATE MARKET PROFILE AND OPPORTUNITIES FOR ACTIVITY
AEROSPACE	
UPGRADE AND COMMISSIONING OF FLIGHT INSTRUMENT INSPECTION SYSTEM STILL ONGOING WITH MINISTRY OF TRANSPORT.	THAT CDN FIRM WILL BID ON AND WIN CONTACT.
CIVILIAN (GOVERNMENT) INTEREST ONGOING IN PURCHASING ONE OR TWO CANADAIR CHALLENGERS.	WITH SUPPORT OF LOCAL REPRESENTATIVE AND POST ONE CHALLENGER WILL BE SOLD IN NIGERIA
CONTINUED SUPPORT TO CANADIAN MEMBERS OF CONSORTIUM BIDDING FOR DESIGN,CONSTRUCTION AND FIT-UP OF AIRCRAFT MAINTENANCE FACILITY.	THAT CONSORTIUM WILL BE SUCCESSFUL & CANADIAN COMPANIES WILL SUPPLY DESIGN,EQUIPMENT AND MANAGEMENT SERVICES.
IDENTIFICATION OF NEW REGIONAL AIRLINES TO IN TURN IDENTIFY OPPORTUNITIES FROM CANADIAN SUPPLIERS OF NEW AND USED AIRCRAFT AND AVIATION SPARES.	THAT AT LEAST TWO CANADIAN COMPANIES WILL TENDER FOR AIRCRAFT AND/OR SPARES TO CIVILIAN USERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 SUCCESSFUL BID FOR FLIGHT CALLIBRATION SYSTEM. COMPLETION OF BOMBARDIER FINANCING & SUCCESS IN OTHER RAILWAY SECTOR CONTRACTS(EG. SPARES AND MIS). SUCCESS WITH AVIATION MAINTENANCE FACILITY PROJECT.	CONTRACT TO UPGRADE FLIGHT CALLIBRATION SYSTEM NOT YET AWARDED. ASSISTANCE RE LOAN AGREEMENT FOR BOMBARDIER LOCOMOTIVES. ASSISTANCE TO BIDDERS IN AVIATION SECTOR.
QUARTER: 2 -----	