

REPORT 4
88/10/21

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NIGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REHABILITATION AND UPGRADE OF COMMUNICATIONS EQUIPMENT INCOMPLETE TO DATE.

ENSURE ROLE FOR CANADIAN COMPANY IN PROJECT

CONTRACT SIGNED FOR NAVIGATIONAL AIDS WITH CDN CO. WHICH HOLDS PRIORITY POSITION IN DEFENCE 1988 BUDGET

THAT FUNDS WILL BE APPROVED CDN FIRM WILL SUPPLY EQUIPMENT.

UTILISE EXPOSURE AFFORDED BY NDC STUDY TEAM VISIT IN EARLY 1988.

ENHANCE KNOWLEDGE & IMPRESSION OF CDN DEFENCE INDUSTRIES AND INTRODUCE ONE NEW FIRM TO MARKETPLACE.

ENDEAVOUR TO OBTAIN FORWARD PLANNING AND PROCUREMENT DETAILS FROM NIGERIAN ARMY, AIRFORCE AND NAVY AND TO DISSEMINATE THEM TO CANADIAN SUPPLIERS.

IF FUNDING IS FORTHCOMING, SUCCESSFUL SUPPLY BY TWO CANADIAN FIRMS OF DEFENCE RELATED EQUIPMENT.

CAPITALISE ON REQUEST TO VISIT CANADA BY JOINT CHIEFS OF STAFF TO EXAMINE CANADIAN EXPERIENCE IN FORCES INTEGRATION.

INCREASED AWARENESS OF CANADIAN CAPABILITY AND IMPROVED CONTACTS FOR POST PERSONNEL LEADING TO POTENTIAL ORDERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON COMMUNICATIONS EQUIPMENT UPGRADE. CONTINUE FOLLOW-UP FROM HI-TECH 88.

ADVANCE PROMOTION OF ARMX 89 & USED IT AS REASON TO INCREASE CALLS ON MILITARY. PROMOTION OF CDN PRESENCE AT FARNBOROUGH. TRACKING OF MILITARY PROCUREMENT & PROMOTION OF CANADIAN CAPABILITY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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