

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 : 308-HARARE

008-TRANSPORT SYS, EQUIP, COMP, SERV.
ZIMBABWE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTANCE TO CANADIAN ENTERPRISES TENDERING FOR MULTI MILLION
RAIL COMMUTER LINK PROJECT HARARE.

PROJECT TO BE AWARDED TO CANADIAN ENTERPRISE.

CIDA PRIVATE SECTOR LINE OF CREDIT HAS GIVEN OPPORTUNITY FOR CDN
AUTOMOTIVE PARTS SALES TOTAL \$200,000 IN 1985/86. TO KEEP IMPETUS
GOING.

INCREASED SHARE OF MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EXTENSIVE LIAISON WITH ZIMBABWE AUTHORITIES RE
SALE OF CANADAIR CHALLENGER & DE HAVILLAND DASH
8. CDN INVOLVEMENT IN PROPOSED HARARE INTEGRATED
TRANSIT SYSTEM. TWO CDN COS. AMONGST 23 SHORTLISTED.

ZIMBABWE AUTHORITIES HAVE SIGNED AN AGREEMENT OF
SALE SUBJECT TO AVAILABILITY OF FINANCE TO PURCHASE
A CHALLENGER AIRCRAFT. CIDE FUNDING OF 500,000 \$
CANADIAN AGREED IN RESPECT OF BID BY DELC-
ANDA INTL OF TORONTO TO CARRY OUT ENG. DESIGN.

QUARTER: 1 BOTSWANA RAILWAYS REQUIREMENT FOR 450 RAIL WAGONS.
TWO CDN CO'S AMONGST TOTAL OF ELEVEN CO'S SUBMITTING
BIDS. ADJUDICATION EXPECTED END JULY 87
SALE OF DASH 8 & CHALLENGER AIRCRAFT TO BOTSWANA

ASSISTANCE IN OBTAINING TENDER/SPECIFICATIONS &
FORWARDING THESE TO CDA. CONTINUED LIAISON WITH
BOTSWANA RAIL AUTHORITIES. COUNSELLOR COMMERCIAL
& EDC OFFICIALS MODIN & MCLEAN MET WITH PERM SEC
TO PRES. MASIRE IN BOTSWANA. DECISION RE CHALLENGER-

QUARTER: 2 MONITORING AND REPORTING ON EVOLVING SITUATION
RE HARARE INTEGRATED TRANSIT SYSTEM.

EXTENSIVE REPORTING TO OTTAWA RE CANADIAN
PROSPECTS FOLLOWING BID OPENINGS. TWO CANADIAN
FIRMS INVOLVED. EXTENSIVE LIAISON WITH DRIE,
EXTOTT AND EDC.

QUARTER: 2 POTENTIAL SALE OF CHALLENGER AIRCRAFT TO
ZIMBABWE AND BOTSWANA.

EXTENSIVE LIAISON WITH EXTOTT AND EDC. KEEPING
IN TOUCH WITH SITUATION AS DECISION WORKS ITS
WAY THROUGH CABINET IN HARARE.

QUARTER: 3 -----

QUARTER: 4 -----