

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :308-HARARE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:RAIL

CONTINUED CONTACT WITH RAILWAYS  
SALE OF GM LOCOS AND DASH 8.

CONTINUED CIDA PRIVATE SECTOR LINE OF CREDIT 89/90  
INCREASE SALES AIRCRAFT SPARES.

CONTINUED CONTACT WITH MINISTRIES RE CHITUNGWIZA  
CONTRACT TO BE AWARDED TO CANADIAN COMPANY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Maintaining contact with National Railways of Zimbabwe (NRZ) re requirement for locos and carriages.

Still awaiting publishing of tender fo NRZ requirement for 30 locomotives. Competition will be between GM Cda & GE UK.Much will depend on financial package & delivery dates. Requirement for 270 coaches valued at \$180 million & exploring

QUARTER: 2 Maintaining contact with National Railways of Zimbabwe (NRZ) re requirements for locos and carriages.

Tender for locos will be adjudicated at end of Sept 89. General Motors Representative in Zimbabwe & will be present. Still exploring possibility of joint approach for carriages between Canadian and Zimbabwe company.

QUARTER: 3 Viists to Bulawayo National Railways of Zimbabwe H.Q. following visit of W.B. Officials. Continued contacts with ministry and Air Zimbabwe re sale of Dash 8 aircraft

Tender for supply of 30 locos still not adjudicated. general Motors of Cda 1 of 5 main contenders. Railway 2 proj funded by W.B. Training & Dev.requirements being closely followed.

QUARTER: 4 Visits to Headquarters National Railways of Zimbabwe in Bulawayo.

Cdn manufacturers GE & GM maintain interest in supply of NRZ requirement for 30 locos. Latest info confirms requirement. Will be financed by USAID. Re enquiry exercise still under consideration and GM actively following.