

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 AND DE HAVILLAND
DASH 8, RE CANADIAN INVOLVEMENT IN PROPOSED
HARARE INTEGRATED TRANSIT SYSTEM. TWO CANADIAN
COMPANIES AMONGST 23 SHORTLISTED.

ZIMBABWE AUTHORITY HAVE SIGNED AN AGREE. OF SALE
SUBJ. TO AVAILABILITY OF FINANCE TO PURCHASE A
CHALLENGER AIRCRAFT. CIDA FUNDING OF \$500,000
CDN AGREED IN RESPECT OF BID BY DELCANDA INT'L
OF TORONTO TO CARRY OUT ENGINEERING DESIGN.

QUARTER: 1 BOTSWANA RAILWAYS REQUIREMENT FOR 450 RAIL
WAGONS. TWO CDN COMPANIES AMONGST TOTAL OF 11
COMPANIES SUBMITTING BIDS. ADJUDICATION EXPECTED
END JULY 87. SALE OF DASH 8 AND CHALLENGER
AIRCRAFT TO BOTSWANA.

ASSIST. TO 2 CDN COS IN OBTAINING TENDER DOCS/
SPECIFIC'S. CONTINUED LIAISON WITH BOTSWANA RAIL
AUTH. CONSELLOR COMM. & EDC OFF. MODIN & MACLEAN
MET WITH PERM SEC. TO PRES. MASIRE IN BOTSWANA. DE-
CISION RE CHALLENGER PURCHASE LATE JULY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----