

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 :308-HARARE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED CONTACT WITH NATIONAL RAILWAYS OF ZIMBABWE RE LOCO & SPARE REQUIREMENTS

GM TO BE AWARDED CONTRACT TO SUPPLY DIESEL LOCOS IN 1988/87

CONTINUED CIDA PRIVATE SECTOR LINE OF CREDIT IN 1988/89 AND ONWARDS

INCREASE SALES AIRCRAFT SPARES

CLOSE CONTACT WITH ZIMBABWE MINISTRY FINANCE & AIR ZIMBABWE

SALE OF CHALLENGER AIRCRAFT & DASH 8'S IN 1988/89

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A)CONTINUED CONTACT WITH NATL RAILWAYS OF ZIMBABWE RE REQUIREMENTS FOR NEW LOCOMOTIVES (B) LIAISON WITH MINISTRY OFFICIALS MAINTAINED RE POTENTIAL SALE CHALLENGER AIRCRAFT TO ZIMBABWE GOVERNMENT.

(A)WORL BANK FUNDING TO BE NEGOTIATED. GM CDA ONE OF TWO CONTENDERS TO SUPPLY. (B) ZIMBABWE CABINET CONTINUES TO SUPPORT PURCHASE OF CHALLENGER AIRCRAFT. FINANCING REMAINS OBSTACLE TO CONCLUDING DEAL.

QUARTER: 1 CONTINUED CONTACT WITH RELEVANT MINISTRIES RE HARARE INTEGRATED TRANSIT SYSTEM

LIAISON WITH EDC & MINISTRIES DEALING WITH PROJ. 3 COS (1 CDN) ASKED TO SUBMIT DETAILED SUBMISSIONS ON FINANCING. EDC IS INVOLVED.OVERALL PROJECT EQUATES TO \$600 MILLION WITH SCALED DOWN PROJECT OF \$100 MILLION.

QUARTER: 2 Continued contact with National Railways of Zimbabwe (NRZ) re requirements for locomotives and coaches.
Liaison with Ministry Officials re potential sale of Challenger and Dash 8 aircraft.

Tender document for coach requirement (277) over 8 yrs obtained and forwarded to Ottawa for distribu'n to interested cos.While financing remains obstacle for Challenger sales Air Zimbabwe expressed interest in Dash 8/short listed.

QUARTER: 3 a)Continued contact with Nat'l Railways of Zimbabwe re requirements for locomotives and coaches. b)Liaison with ministry officials re potential sale challenger & dash 8 aircraft.

Tender details on dec.8,88 that tenders will shortly be published for supply 30 new diesel locos costing cdn\$64mn.GM Cda already in contact.Details coach rqrmt sent.b)financing continues to be obstacle with Chall. Air Zimbabwe

QUARTER: 4 1)Maintaining contact National Railways Zimbabwe (NRZ) requirement locomotives & coaches.
2)Meetings with Ministry Officials re potential sale Challenger Dash 8 aircraft

Tender for 270 coaches value \$180 million for NRZ published. Joint approach between Cdn. and Zimbabwean Company. Financing required.Requirement for locos being monitored