

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

009-FOREST PRODUCTS,EQUIP,SERVICES
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAJOR PROJECT - PULP & PAPER PLANT STILL ACTIVELY BEING PURSUED. CONTRACT AWARDED TO CDN FIRM
ONE CDN FIRM KLOECKNER STADLER HURTER ONE OF THREE COMPANIES
SHORTLISTED.

A J SYMONS OF VANCOUVER CARRIED OUT TWO FORESTRY STUDIES TO DATE. INCREASED CDN SHARE OF MARKET
TO MONITOR FURTHER OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADIAN INVOLVEMENT IN ZIMBABWE PULP AND PAPER
PROJECT.

KSH OF MONTREAL SHORT LISTED. FINAL BIDS SUBMIT-
TED IN JUNE. CONTINUED LIAISON.

QUARTER: 2 Canadian involvement in Zimbabwe pulp and paper
project.

KSH of Montreal short listed. Bids from short
listed companies being studied. Key question
appears to be financing.

QUARTER: 3 Canadian involvement in Zimbabwe pulp and paper
project.

Trade section involvd in high level negotiations
on behalf KSH of Mtl's submission. Bids from 3
short listed cos. Japanese have offered conces-
sionery financing which will be considered by
Zimbabwe Authorities in Feb. 89.

QUARTER: 4 -----