

REPORT 4  
88/07/27

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

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POST : 308-HARARE

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 CONTINUED CONTACT WITH ZIMBABWE RAILWAYS (NRZ)  
RE REQUIREMENTS FOR NEW LOCOMOTIVES.  
CONTINUING LIAISON WITH MINISTRY OFFICIALS.

QUARTER: 4 CONTINUED CONTACT WITH RELEVANT MINISTRIES RE.  
HARARE INTERGRATED TRANSIT SYSTEM.

QUARTERLY RESULTS REPORTED:

WORLD BANK FUNDING STILL TO BE NEGOTIATED. MAIN-  
TAINING CONTACT WITH NRZ & MINISTRY OF TRANSPORT.  
GM CDA ONE OF TWO CONTENDERS TO SUPPLY.  
ZIMBABWE CABINET DECIDED TO PURCHASE CHALLENGER  
BUT FINANCING REMAINS OBSTACLE TO CONCL. DEAL.

LIAISON WITH EDC & SENIOR OFF. IN MIN DEALING  
WITH PROJ. 3 COS - 1 CDN - ASKED TO SUBMIT DET-  
AILED SUBMISSIONS (INCL FINANCING). EDC IS INVOL-  
VED & PROSPECTS FOR CANADA BEING SUCCESSFUL APP-  
EAR TO BE GOOD.