

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 & DE HAVILLAND DASH 8. CDN INVOLVEMENT IN PROPOSED HARARE INTEGRATED TRANSIT SYSTEM. TWO CDN COS. AMONGST 23 SHORTLISTED.

ZIMBABWE AUTHORITIES HAVE SIGNED AN AGREEMENT OF SALE SUBJECT TO AVAILABILITY OF FINANCE TO PURCHASE A CHALLENGER AIRCRAFT. CIDE FUNDING OF 500,000 \$ CANADIAN AGREED IN RESPECT OF BID BY DELCANDA INTL OF TORONTO TO CARRY OUT ENG. DESIGN.

QUARTER: 1 BOTSWANA RAILWAYS REQUIREMENT FOR 450 RAIL WAGONS. TWO CDN CO'S AMONGST TOTAL OF ELEVEN CO'S SUBMITTING BIDS. ADJUDICATION EXPECTED END JULY 87 SALE OF DASH 8 & CHALLENGER AIRCRAFT TO BOTSWANA

ASSISTANCE IN OBTAINING TENDER/SPECIFICATIONS & FORWARDING THESE TO CDA. CONTINUED LIAISON WITH BOTSWANA RAIL AUTHORITIES. COUNSELLOR COMMERCIAL & EDC OFFICIALS MODIN & MCLEAN MET WITH PERM SEC TO PRES. MASIRE IN BOTSWANA. DECISION RE CHALLENGE-

QUARTER: 2 MONITORING AND REPORTING ON EVOLVING SITUATION RE HARARE INTEGRATED TRANSIT SYSTEM.

EXTENSIVE REPORTING TO OTTAWA RE CANADIAN PROSPECTS FOLLOWING BID OPENINGS. TWO CANADIAN FIRMS INVOLVED. EXTENSIVE LIAISON WITH DRIE, EXTOTT AND EDC.

QUARTER: 2 POTENTIAL SALE OF CHALLENGER AIRCRAFT TO ZIMBABWE AND BOTSWANA.

EXTENSIVE LIAISON WITH EXTOTT AND EDC. KEEPING IN TOUCH WITH SITUATION AS DECISION WORKS ITS WAY THROUGH CABINET IN HARARE.

QUARTER: 3 CONTINUED CONTACT WITH RELEVANT MINISTRIES REGARDING HARARE INTEGRATED TRANSIT SYSTEM. POTENTIAL SALE OF CHALLENGER AIRCRAFT TO ZIMBABWE.

TRANSIT PROJECT IN DECISIVE STAGE-3 COS. SHORTLISTED-1 CDN. CONTINUED LIAISON WITH DRIE, EXTOTT & EDC. ZIMBABWE CABINET HAS AGREED TO PURCHASE CHALLENGER. SUITABLE FINANCING A CRITICAL MATTER & CONT'D LIAISON WITH MIN. & EDC MAINTAINED.

QUARTER: 3 CONTINUED CONTACT WITH NATIONAL RAILWAYS OF ZIMBABWE & MINISTRY TRANSPORT.

WORLD BANK IDENTIFIED REQUIREMENTS FOR NEW DIESEL LOCOS RE ENGINEING & REHABILITATION NRZ ROLLING STOCK. GM CDA'S INTERESTS MAINTAINED THROUGH CONTACTS.

QUARTER: 4 -----