

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.