

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :308-HARARE

SECTOR :005-ADVANCED TECH. PROD. & SERV
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:??????

EXPANDED RURAL COMM SERVICES WITH CIDA FINANCING
INCREASED SHARE OF MARKET.\

MISSION TO KEEP CANADIAN EXPORTERS ADVISED ON OPPORTUNITIES
INCREASED SHARE OF MARKET.

CONT CONTACT W/TELECOMM UTILITIES RE OPPORT FOR CDN PRODUCTS
INCREASED SHARE OF MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Post continues to monitor developments in
Zimbabwe Posts & Telecommunications Corp. re
requirements for wide range of telecommunication
equipment and services.

PTC has received brochures and price lists from
potential Cdn suppliers of required equipment.
The PTC is involved in pricing exercise for best
source of supply. Financing will be required.

QUARTER: 2 There have been continued contacts with Zimbabwe
Posts & telecommunications Corporation re requi-
rements for range of equipment and services.

PTC is in contact with number of Canadian sup-
plier of telecommunications equipment & services
. Financing is main restraint.

QUARTER: 3 Maintaining contacts with Zimbabwe posts & tele-
communications re requirements range of equip-
ment and services.

PTC telecommunications systems is in great need
of rehabilitation & modernisation and service
deteriorating. Finance remains major restraint.

QUARTER: 4 Zimbabwe Posts and Telecommunications Corp are
drawing up 5 year plan re requirements. Post
maintaining contacts.

PTC in dire need of rehabilitation and new
equipment. Financing remains major obstacle.