

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 SUBMITTED 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 invlvd in high level negotiations on behalf KSH of Mtl's submission. Bids from 3 short listed cos. Japanese have offered concessionary financing which will be considered by Zimbabwe Authorities in Feb. 89.

QUARTER: 4 Canadian involvement in Zimbabwe Pulp and Paper Project

high level contacts maintained. Main competition from Japanese consortium which was approached by Zimb Gov to put together financial pkg. Cdn/British partners will be requested in April/May to match Japanese financing proposals.