



NO 246

October 24, 1990

MINISTER CROSBIE APPLAUDS AGREEMENT BETWEEN GM CANADA AND ZAMBIA RAILWAYS

International Trade Minister John C. Crosbie said he was pleased with the announcement today of a \$30 million contract between the Diesel Division of General Motors of Canada Ltd. and Zambia Railways Ltd. "This agreement represents another successful initiative by Canadian companies in identifying key new markets for Canadian exports and expertise," he said.

"GM Canada is known worldwide for its high quality and leadership in advanced transportation equipment and technology. This agreement is an example of the potential Canadian companies have for penetrating African markets and successfully competing in all sectors of the increasingly global trading system," Mr. Crosbie said. He noted that the sale was completed on strictly commercial terms.

The contract, which includes provisions for 15 freight locomotives, spare parts, and a training program for Zambian locomotive employees, is part of a major fleet modernization for Zambia Railways. The contract signifies the first sale to Zambia by the Diesel Division of GM, which is the world's largest exporter of locomotives. The locomotives will be manufactured in the Diesel Division's London, Ontario plant and delivered to Zambia beginning in the second quarter of 1992.

In 1989, of Canada's \$1.5 billion total exports of goods and services to Africa, \$18.8 million worth, consisting mainly of railway cars and wheat, were to Zambia.

- 2 -

The government continues to assist Canadian companies in identifying the challenges and opportunities presented by the changing international trading system.

- 30 -

For more information media may contact:

Media Relations Office
External Affairs and International Trade Canada
(613) 995-1874