

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

page 7

POST : 301-ADDIS ABABA

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
ETHIOPIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

MONITOR DEVELOPMENT OF DJIBOUTI-ETHIOPIA RAIL LINK.

IDENTIFY ANY COMPONENTS FOR POSSIBLE CDN  
COLLABORATION.

INCREASE NUMBER OF CONTACTS WITH MINISTRY OF TRANSPORTATION AND  
GOVT PROCUREMENT AGENCIES TO OBTAIN SPECIFIC DETAILS OF DEVELOP-  
MENT PROJECTS IN RAIL SECTOR.

BETTER PICTURE OF SPECIFIC REQUIREMENTS FOR  
REHAB AND EXPANSION OF RAIL SYSTEM.

AEROSPACE

PROVIDE ASSISTANCE TO CDN CONSULTING COMPANY TO PROMOTE NEW  
MAINTENANCE BASE FOR ETHIOPIAN AIRLINES.

CONCLUDE CONTRACT IN 1987 WITH ETHIOPIAN  
AIRLINES.

INCREASE NUMBER OF CONTACTS WITH MINISTRY OF TRANSPORTATION, CIVIL  
AVIATION AUTHORITY AND ETHIOPIAN AIRLINES AS WELL AS MINISTRY OF  
DEFENCE TO PROMOTE CDN EXPERTISE.

BETTER AWARENESS OF CDN EXPERTISE LEADING TO  
POSSIBLE INVITATIONS TO DEMONSTRATE EXPERTISE  
PRODUCTS.

DETERMINE TRAINING REQUIREMENTS OF ETHIOPIAN AIRLINES AND CIVIL  
AVIATION AUTHORITY.

IDENTIFY POTENTIAL T/A OPPORTUNITIES  
PARTICULARLY TRAINING IN AVIONICS MAINTENANCE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MEET SENIOR GOV'T OFFICIALS TO EXPEDITE SIGNING  
OF CONTRACT FOR STUDY OF ASSAB-ADDIS PIPELINE.  
MONITOR DEVPT OF DJIBOUTI-ETHIOPIA RAIL LINK.  
PROMOTE SALES TO ETHIOPIA AIRLINES.

AWAITING DECISION FROM SENIOR GOV'T OFFICIALS.  
AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFIC-  
ATION. MORE SALES (EQPT/SERVICES)  
TO EAL EFFECTED.

QUARTER: 2 EXPEDITE SINGING OF CONTRACT FOR ASSAB-ADDIS  
PIPELINE STUDY. PROMOTE SALES OF PARTS AND  
SERVICES TO ETHIOPIAN AIRLINES.

STILL AWAITING DECISIONS FROM SENIOR GOV'T  
OFFICIALS. MORE SALES (EQUIPMENT/SERVICES) TO  
EAL EXPECTED.

QUARTER: 3 -----

QUARTER: 4 MONITOR DEVELOPMENT OF ETHIO-DJIBOUTI RAIL LINK.  
PROMOTE SALES OF PARTS AND SERVICES TO ETHIOPIAN  
AIRLINES

SPECIFIC DETAILS AND PROJECT IDENTIFICATION  
AWAITED. MORE SALES (EQPT)SERVICES) TO ETHIOPIAN  
AIRLINES EXPECTED. TRAINING PROGRAM FOR MAINTEN-  
ANCE BASE UNDERWAY.