

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

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 -----