REPORT 4
89/10/10

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 :301-ADDIS ABABA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE	
OBTAIN DETAILED DEVELOPMENT PLANS FOR ETHIOPIAN AIRLINES.	CDN COMPANIES WILL BE BETTER INFORMED ABOUT MARKET OPPORTUNITIES.
INVESTIGATE STATUS OF PLANS FOR MAINTENANCE CENTRE FOR ETHIOPIAN AIRLINES.	CDN COMPANIES WILL BE BETTER INFORMED OF MARKET OPPORTUNITY.
INVESTIGATE, ANALYSE AND EVALUATE TRAINING REQUIREMENTS OF ETHIOPIAN AIRLINES	ESTABLISH LINKAGE BETWEEN CDN ORGANIZATION AND EA TRAINING DIRECTORATE.
MONITOR PROGRESS OF FLEET ACQUISITION PLANS FOR ETHIOPIAN AIRLINES	POSITION AT LEAST ONE CDN COMPANY TO BID OF AIRCRAFT TENDER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 SIGNING OF CONTRACT FOR ASSAB-ADDIS PIPELINE. PROMOTE SALES OF PARTS AND SERVICES TO ETHIOPIAN AIRLINES. - PROMOTE SALES OF TRANSPORT CONSTRUCTION EQPT.	ANNULLED. EDC'S DECISION AWAITED TO FINANCE SALES TO ETHIOPIAN AIRLINES & WATER RES. COMMISSION.
QUARTER: 1 MONITOR DEVELOPMENT OF ETHIO-DJIBOUTI RAIL LINK.	AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFICATION. - PROPOSALS FOR DJIBOUTI AIRPORT EXPANSION SUBMITTED.
QUARTER: 2 Monitor Dev't of Djibouti-Ethiopian Rail Link. Provide assistance to Cdn co. to promote sales to Ethiopian Airlines (EAL).	Project not yet identified. EDC's proposal to finance EAL requirement accepted.
QUARTER: 3 -----	
QUARTER: 4 Promote Sales to Ethiopian Airlines -Follow up purchase of used Aircraft by Canadian firms	More sales of parts & services to EAL anticipated -Made initial contacts with Eth. Gov't officials