

- o Several studies of economic development at the regional level;
- o Preparation of international marketing strategy for a Canadian manufacturer of light rail urban transit vehicles.

Mr. Zethof is an experienced interviewer, having conducted several interview programs involving complex and sensitive subjects across North America. He is fluent in English and Dutch.

This team combines a wide range of industrial backgrounds together with a consistent thread of a knowledge of government, economic development, and strategic management. It also has direct current knowledge of the Bank at both the supervisory and operating levels.

In choosing our team we recognized that a great many skill and experience areas required coverage. We feel seven are critical. They are:

- o highly developed skills in quantitative and qualitative research of buying behaviour;
- o sophisticated computer analysis experience;
- o practical experience in constructing government economic development programs;
- o broad experience in the development of export marketing strategies;
- o a good knowledge of Federal Government program evaluation;
- o knowledge of the Asian Development Bank;