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SOLIDARITY MINISTERIAL MEETING FOR
CO-OPERATION IN THE INDUSTRIAL DEVELOPMENT
OF PEOPLE'S DEMOCRATIC REPUBLIC OF ETHIOPIA
Addis Ababa, Ethiopia, 26-30 November 1990

REPORT*

* This document has not been edited.

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INTRODUCTION

The Solidarity Ministerial Meeting for Co-operation in the Industrial Development of Ethiopia, organized by the United Nations Industrial Development Organization (UNIDO) in co-operation with the Government of Ethiopia was held in Addis Ababa from 26 to 30 November 1990.

This was the fifteenth in a series of Solidarity Meetings to promote the industrial development of the least developed countries which UNIDO has been organizing since 1979 in co-operation with the governments of the countries concerned. Its main purpose was to agree on the modalities according to which participating countries would co-operate in the development of Ethiopia. Several possibilities for such co-operation were identified.

The participants examined the needs of Ethiopia in terms of industrial development on the basis of 58 project proposals presented by the host country from both public and private sectors. To this end, they proposed modalities of co-operation between Ethiopian industrial promoters and the participating countries. This co-operation would consist of the following: training, technical assistance, exchange of information and know-how, supply of equipment, joint ventures and similar forms of entrepreneurial co-operation.

The main documentation prepared for the meeting covered "The economic policy and the development strategy of the People's Democratic Republic of Ethiopia" (PPD.169(SPEC)) and "Project Proposals for Industrial Co-operation (PPD.169/Add.1(SPEC)) of 7 August 1990.

I. ORGANIZATION OF THE MEETING

Participation

The following thirteen countries participated in the meeting:

Algeria, China, Cuba, Democratic People's Republic of Korea, Egypt, Ethiopia, India, Indonesia, Mexico, Romania, Turkey, Yugoslavia and Zimbabwe.

The following organizations of the UN system were represented:

- United Nations Industrial Development Organization (UNIDO)
- United Nations Development Programme (UNDP)
- United Nations Economic Commission for Africa (UN/ECA)

The following bodies and institutions attended the meeting as observers:

- Center for Development of Industry (ACP/EEC)

List of participants is presented as Annex II.

Election of officers

The following officers were elected:

Chairman:	Mr. Bacry Yusuf Vice-Minister of Industry Ministry of Industry of Ethiopia
Vice Chairman:	Mr. Hosny Ismail Chairman of Public Sector, Mining and Refractories Ministry of Industry of Egypt
Rapporteur:	Mr. B.B. Tandon Joint Secretary Ministry of Industry, Government of India

Adoption of the Agenda

The agenda was adopted as follows:

1. Opening of the Meeting
 - Inaugural address by the Representative of the Government of Ethiopia
 - Address by the Head of the Delegation of UNIDO
 - Address by the Representative of UNDP
2. Election of the Chairman, Vice-Chairman and Rapporteur
3. Adoption of the Agenda and of the Working Programme
4. Presentation on Industrial Development Policies by
 - the Head of the Delegation of Ethiopia
 - the Heads of Delegation from Participating Countries
5. Bilateral Discussions on Industrial Co-operation Projects
6. Other Business
7. Adoption of the Report of the Meeting
8. Closure of the Meeting

II. OPENING ADDRESSES

The opening address was made by His Excellency, Mr. Tadevos Haregework, Minister of Industry of the People's Democratic Republic of Ethiopia. In his inaugural address, on behalf of the Government of People's Democratic Republic of Ethiopia, he welcomed the participants to the Solidarity Ministerial Meeting for Co-operation in the Industrial Development of Ethiopia.

The Minister stated that, the process of industrialization has opened up immense potentials for the socio-economic development of all societies in the world by creating possibilities of full exploitation of natural resources for the betterment of the world at large and by increasing the interaction between different nations. He cited the gathering from different parts of the world to attend this meeting as an event that signifies the role industrialization has played in shaping the world we live in today.

He went on to say that in spite of the role of industrialization, our planet is still beset with various problems associated with underdevelopment.

In this connection, he referred to the existence of countries who have attained a high level of industrial development on the one hand, and the developing countries which constitute the larger part of the world in terms of geographical size, population and natural resource endowment but accounting for only a very small size of world industrial production, on the other hand.

Referring to international co-operation as a necessary complement to national efforts towards industrial development, the Minister stated that for a number of reasons ranging from lack of developed infrastructure, of information exchange and of sufficient financial and technological resources, the economic co-operation among developing countries is not of the magnitude we all wish to see it develop.

Looking into the need to strengthen economic co-operation among developing countries, he cited capacity utilization and exploitation of the benefits of economies of scale and transfer of appropriate technology as some of the benefits that can be realized from South-South co-operation and the enhancement of trade between developing countries.

The Minister underlined, however, that South-South co-operation cannot be seen as a replacement of North-South co-operation, rather it should be seen as a complementary to the latter.

Referring to the solidarity ministerial meetings in industrial development organized annually by UNIDO, in the framework of co-operation among developing countries, he congratulated UNIDO for its commendable effort in preparing and conducting these meetings.

He further noted that the opportunities created by such meetings may require time to bear fruit in long lasting co-operation programmes. In this regard, the Minister emphasized that, host countries and UNIDO must give importance to the follow up of agreements and understandings reached during solidarity meetings.

The Minister confirmed PDRE's strong belief in international co-operation and its commitment to be an active participant in all international fora designed to develop and foster South-South and North-South co-operation in the framework of non-aligned foreign policy.

Taking up the case of the performance of the industrial sector in Ethiopia, he stated that, despite difficulties the country was confronted with, the industrial sector has attained a steady growth of about 6% per year.

He concluded by encouraging participants to strengthen bilateral co-operation links by taking the proposed projects as starting points and also by initiating discussions on any area of interest for co-operation.

The Deputy Director-General of UNIDO praised the efforts deployed by the Government of Ethiopia for increasing the industrial development of the country, despite the enormous difficulties that resulted from the climatic conditions and the unfavourable trends in the world economy. He underlined that the organization of Solidarity Meeting was proof of the firm will of the developing countries to unite in order to overcome the problems hampering their social and economic development, and to thus establish a common future on the basis of mutual benefits. UNIDO was convinced that the solidarity meetings organized since 1979 for the benefit of the Least Developed Countries (LDC), would contribute to enhancing industrial development in these countries.

He then referred to the recent decisions taken by the Government of Ethiopia aiming at increasing the part played by the private sector in the national economy, rationalizing the public enterprises, improving their management and generally allowing promotion of market economy principles and mechanisms. A detailed report adopted by country's policy making bodies in March 1990 underscored the urgent need for a mixed economy built on state, private and co-operative ownership. One of the major aims of the proposed new economic policy was to assist and promote small-scale enterprises and encourage and strengthen the private sector.

He went on to say that the conversion of UNIDO into a UN specialized agency had reinforced the conviction of member states about UNIDO's major role and great potential for co-operation between developing countries. In this context he mentioned the fact that UNIDO's General Conferences had emphasized the need to strengthen the programmes of co-operation between developing countries, in particular in the field of upgrading and training of manpower as well as the mobilization of financial resources for the enhancement of their industrial growth.

The Deputy Director-General of UNIDO further stated that South-South co-operation should not be seen as a replacement for North-South co-operation but rather as a complement thereof and that full advantage should be taken of the complementarities that exist between the developing countries in order to enhance a co-operation that could benefit all.

He concluded by encouraging participating countries to establish or strengthen bilateral co-operation links with Ethiopia. In this context UNIDO would continue, in the framework of the follow-up to the present Meeting, in as much as possible, to foster meetings between the host country and the participating countries in order to reach practicable and tangible results.

III. STATEMENTS BY HEADS OF DELEGATION

The heads of delegation expressed their sincere gratitude to the Government of Ethiopia for the warm welcome and the hospitality extended to all participants. They also underlined how much they were impressed by the efforts of the Government of Ethiopia for the promotion of economic and social development.

They also expressed their appreciation for the efforts of UNIDO in the organization of the Solidarity Ministerial Meeting and stressed that such activities should be further promoted.

The heads of delegation stressed the importance of industrialization in the process of economic and social development, elaborated on the experience of their respective countries in this field and referred extensively to the bilateral relations established between participating countries and Ethiopia.

In addition they underlined the importance of South-South co-operation, in conjunction with North-South co-operation, for achieving harmonious economic growth, the development of all nations and in particular the industrialization of the developing countries.

Furthermore, the heads of delegation indicated several concrete projects and fields of interest to them, which are summarized in the following paragraphs.

The head of delegation of Ethiopia made a presentation on the industrial development policy of Ethiopia in order to better define the framework of the projects presented in the meeting and to allow the participants to judge them in the context of the industrial policy of Ethiopia.

He revealed that the backward agricultural sector, the small industrial base, the insufficiently developed energy sources, the inadequate infrastructure and various problems which characterized most developing countries had been obstacles for growth in the economy.

The economic reform programme introduced was the result of the Government's recognition of the necessity of revising the country's development strategy based on the internal situation as well as on the major changes in the international scene.

The head of delegation further underlined that the economic reform embraced all major aspects of the economy, normally assist and encourage private investment, elaboration of the new legislation on joint-ventures and other forms of investment; promotion of export oriented industries (leather, textile, garments); increased importance is given to other industrial sectors (metal and engineering, chemical, food industries).

The head of delegation of Ethiopia concluded by saying that he hoped his presentation would encourage an exchange of views on this aspect which would enable Ethiopia to benefit from the larger and richer experience of the participating countries and would also contribute to achieving fruitful results during the meeting.

The head of delegation of the People's Republic of China stated that, his delegation was prepared to discuss with the Ethiopian Government about initiating multilateral co-operation projects with emphasis on technical consultancy, personnel training and feasibility studies. He also expressed his country's interest to discuss with friendly countries and interested international organizations about initiating economic and technical co-operation apart from the traditional modality of assistance in the framework of South-South co-operation.

The head of delegation of Yugoslavia pointed out that the pre-meeting mission of the Ethiopian delegation to his country offered the possibility to learn about the specific requirements for the implementation of the proposed projects and stated that Yugoslav enterprises could offer technical assistance and personnel training. He went on to say that it would be important for co-operating parties to attempt to make a step forward in the examination of their existing complementarities in the manufacturing, technological, financial and personnel capacities in view of need for increased production for both local and external consumption. Signing long term agreements of co-operation among enterprises and financial organizations of two or more countries would positively contribute to industrial development.

The head of delegation of Indonesia expressed his country's readiness to offer technical assistance in the form of training facilities in the fields of operation, maintenance, spare parts production, manufacturing in paper sector and fertilizer, pottery or fine ceramics, bamboo and rattan work and leather industry. He further cited, transfer of technology, delivery of equipment and engineering construction on commercial basis, including expertise, as possible areas of technical co-operation between Indonesia and friendly African countries.

The head of delegation of India noted with satisfaction the fruitful collaboration with Ethiopia in the field of small scale industry citing the technology exposition held in Addis Ababa, in December 1989 as one evident result of this co-operation. He further stated India's interest to extend this co-operation into the medium and large scale industrial sector and expressed the willingness to provide assistance in project preparation, transfer of technology, supply of capital goods and training of personnel. He also indicated the possibility of Indian participation in various projects through supply of capital goods, raw materials and transfer of technology.

The head of delgation of Turkey stated that Turkey has always given special importance to the brotherly developing African countries. He noted that a detailed study of the proposed projects had been carried out and expressed the interest to participate in the implementation of specific projects in the fields of foundry, flour mill, animal feed, leather and meat processing. He also indicated that, the contribution of Turkey to these projects could be in the form of either techncial assistance or provision of on the job training.

The head of delegation of Romania stated that, with the transition of his country to a market economy and opportunities created thereof, wide ranging co-operation programmes can be initiated between the two countries.

He further noted that, the composition of the Romanian delegation which covers electrochemical, electronical and fine mechanics, textile and leather-goods industry, and chemical and petrochemical industry shows the delegation's keen interest to take part in the examination of a wide range of projects. He cited a number of specific projects in the above mentioned fields and expressed his country's readiness to offer turn-key plants, engineering services and technical assistance including commissioning, training, consultancy and feasibility studies.

The head of the delegation of Cuba recalled the fruitful bilateral co-operation that was initiated between Cuba and PDRE in 1977 and mentioned the highlights of the Cuban assistance extended to Ethiopia in various fields. He underlined the possibility of technical assistance in the form of expertise and project preparation concerning the specific projects under consideration. He expressed his country's readiness to take part in the implementation of some of the projects in the form of engineering, technology transfer and technical services.

The head of delegation of the Democratic People's Republic of Korea recalled the 1984 agreement signed between DPRK and PDRE as a basis of the economic and technical co-operation existing between the two countries. He further stated that, DPRK has contributed towards the implementation of important projects in the fields of agriculture, industry, mining and energy. He once again confirmed his country's commitment to extend in the future too its assistance to PDRE based on the principle of the South-South co-operation and collective self-reliance.

The head of delegation of Egypt referred to the New Economic Policy adopted by PDRE as an important measure that would create the necessary environment for the promotion of the private sector. On behalf of the Government of Egypt, he mentioned that his country was ready to extend assistance by participating in the implementation of projects under consideration. Accordingly, he listed out as possible areas of assistance, consultancy and transfer of technology in the fields of chemical, textile, leather and shoes, metal works and food processing, on the job training in Ethiopia or in Egypt, supply of capital goods on the basis of suppliers facilities and limited loans and management skill development. Furthermore, he indicated that in December 1990 a group of Egyptian business men would pay a visit to Ethiopia to explore fields of bilateral co-operation, that could be beneficial to both countries.

The delegate of Mexico expressed her appreciation to UNIDO for the preparation and organization of the solidarity meeting. Briefly outlining Mexico's effort to develop its economy, she indicated the fields of production of PVC pipes and fittings, garments, polypropylene, leather goods and consumer goods as areas where Mexico has achieved considerable experience that can be shared with other countries.

The representative of the Centre for the Development of Industry (CDI), speaking as observer, presented the CDI objectives and procedures in assisting new and existing industries through practical programme of financial and technical assistance. He further referred to the major areas for which CDI provides assistance to promoters, namely: project identification and selection, feasibility studies for the rehabilitation, expansion and diversification of existing industries. Encouraged by the initiative of the private sector since the announcement of the new economic policy, CDI invited private sector promoters in Ethiopia to avail themselves of the services rendered by CDI.

IV. SUMMARY OF BILATERAL DISCUSSIONS

Bilateral discussions took place between Ethiopian public and private industrial promoters and delegations of China, Cuba, DPR of Korea, Egypt, India, Indonesia, Mexico, Romania, Turkey and Yugoslavia as well as with the representative of the Centre for the Development of Industry of APC-EEC which attended the meeting as an observer.

In addition to the 53 projects initially submitted, 13 other projects were also presented during the meeting. A total of 58 projects were thoroughly examined and retained for possible co-operation. Some 16 Memoranda of Understanding were signed between local industrial promoters and potential co-operating partners attending the meeting. In all cases, the nature of co-operation, the co-operating parties and the follow-up action were clearly identified.

Agreed projects cover areas such as chemical and petrochemical industries, textiles, leather and leather products, engineering, agro-based industries, etc.

The participants visited Akaki Spare Parts Factory and were briefed about factory's production of industrial spare parts for particularly cement, food, sugar, and metal industries. In addition, individual delegations visited other industrial establishments like tannery, garment, shoe factory as well as caustic factory project which is under construction.

During the meeting some delegations seized the opportunity of discussing matters of mutual interest with Ministers, Vice-Ministers and general managers of corporations from industry and mining sectors. In this context, the Ministry of Industry of Ethiopia and the Ministry of Resources and Industry of Romania signed "Minutes of Understanding" regarding the establishment of a fertilizer plant in Ethiopia, while the Ethiopian Cement Corporation and the Turkish delegation concluded a "Memorandum of Understanding" concerning the development of cement industry in Ethiopia.

The results of bilateral discussions by countries and projects are presented in Annex I.

V. ADOPTION OF THE REPORT AND CLOSURE OF THE MEETING

The Rapporteur of the Meeting, Mr. B.B. Tandon, introduced the draft report, explained its structure and content, chapter by chapter. The Meeting adopted the report at its plenary session on 30 November 1990.

During the closing session, the head of the delegation of Mexico, Ambassador Graciela de la Lama, speaking on behalf of all participants, thanked the Government of Ethiopia and UNIDO for ensuring success of the meeting, which would contribute substantially to the further promotion of co-operation between Ethiopia and other developing countries. Referring to the positive results obtained, the representative of Mexico stressed the necessity to ensure the follow-up on all projects discussed, as agreed during the meeting.

The Deputy Director-General of UNIDO, in his closing statement, underlined the success of the meeting as shown by the results achieved in terms of projects examined and measures agreed between potential co-operating partners, as well as by the signature of memoranda of understanding between industrial partners. For this he congratulated all delegations and industrial promoters for their participation and positive contribution to the success of

the meeting. With regard to the follow-up work to be done, he suggested to the Ethiopian side to consider the establishment of a follow-up committee within the Ministry of Industry, for ensuring the actual implementation of projects discussed during the meeting.

In his concluding remarks, Mr. Bacry Yusuf, Vice-Minister-Development and Chairman of the meeting, highlighted the success of the meeting for promoting economic and technical co-operation between Ethiopia and participating countries, as proved by the great number of agreements reached upon during bilateral discussions. He said that his country was pleased to see that most participating countries were represented at a high level which permitted the organization of bilateral meetings with leading Ethiopian personalities from leading ministries and corporations. Emphasizing the importance of effective follow-up, he stated that it would call for the establishment of a special committee within the Ministry of Industry. In discharging its tasks, the committee will co-operate closely with the co-operating countries and with UNIDO for monitoring the implementation of agreed projects. The Chairman thanked all participants for their contribution to the discussions and their positive approach during the bilateral discussions. He also thanked every one who had been involved in the planning, organizing and servicing the meeting, and who had contributed to its success. He then officially closed the meeting.

RESULTS OF BILATERAL DISCUSSIONS

CHINA

Annex I

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Ministry of Foreign Economic Relations and Trade	<u>Project No. 15</u> Ready made leather uppers producing factory	National Leather and Shoe Corporation (MLSC)	Marketing and technical assistance	Identification of interested promoters in China who will contact the local industrial promoter afterwards. Follow-up is to be made through Embassy of China in Addis Ababa.
Ministry of Foreign Economic Relations and Trade	<u>Project No. 49</u> Pork and beef meat processing and preservation factory	Ato Wochefo Mamo (Owner)	Joint venture	Project document to be provided to foreign partner. Consult interested partners in China and then make contact with the local promoter. Follow-up to be made through Embassy of China in Addis Ababa.
Ministry of Foreign Economic Relations and Trade	<u>Project No. 25</u> Plastic and canvas shoes producing unit	Ato Said Salih	Feasibility study Supply of machinery, equipment and repayment	Interested Chinese partner to be identified and local partner to be informed afterwards. Follow-up could be made through the Embassy of China, Addis Ababa.
Ministry of Foreign Economic Relations and Trade	<u>Project No. 31</u> Roof nail manufacturing plant	Ato Abdulkadir and Buzuayehu	Supply of machinery and equipment	Repayment by local promoter to the supplier of machinery will be made in the form of local steel products which is to be consumed by ongoing Chinese projects in Ethiopia. Follow-up to be made through Chinese Embassy in Addis Ababa.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Ministry of Foreign Economic Relations and Trade	<u>Project No. 40</u> Artificial leather manufacturing plant	Ato Nega Belihu and Fikrte Belihu	Supply of machinery and equipment	<p>Consultation with interested Chinese partners to explore as to whether the appropriate technology is available in China or not.</p> <p>If supply of machinery and equipment turns feasible, the repayment for the cost of machineries is to be made in terms of local products to be agreed by both parties.</p> <p>Implementation of agreed measures should be followed up through Chinese Embassy in Addis Ababa.</p>
Ministry of Foreign Economic Relations and Trade	<u>Project No. 19</u> The development of rubber trees plantation	Addis Tyre Shoe Company	Joint Venture	<p>Survey of rubber tree plantation sites in Keffa and Illubabor and study to be made by Chinese experts.</p> <p>Arrangement to be made for the study team of experts, and overall costs including international return tickets and local costs to be covered by local promoters. If need arises, study tours by local promoters to China to be taken care of by foreign partners.</p> <p>Project document including Sri Lankan Company's study and any other relevant informations in relation with the project to be handed over to the foreign partner.</p> <p>Detailed forms of assistance to be decided later.</p>

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Ministry of Foreign Economic Relations and Trade	<u>Project No. 12 & 13</u> Forty-eight garment factories Ten knitwear manufacturing factories Capacity: - 1.2 million pcs. - 6 million pcs. of garments/annum respectively.	National Textile Corporation (NTC)	Joint venture	As to follow-up both parties can communicate through the Economic Counsellor, Chinese Embassy in Addis Ababa, towards the implementation of the agreed measures. Supply of machineries and equipment. Technical and training assistance. At a later date, a team of Chinese experts to make their own preliminary assessment of the said projects along with providing an amended proposal of the projects. Civil works of the projects to be carried out by local partner. For follow-ups both parties will make effort to get in touch using all possible means of communication. Chinese Embassy in Addis Ababa will be a contact point between the local industrial promoter and Chinese co-operating partner.
Ministry of Foreign Economic Relations and Trade	<u>New Project</u> Low cost vehicle	National Metal Works Corporation (NMWC)	To be decided later	Further information for the investigation of the project is required from NMWC's side. To follow up, the local promoter will get in touch with Chinese Embassy in Addis Ababa.

CUBA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Import-Export of Infrastructures (IMEXIN)	<u>Project No. 32</u> Foundry and machine shop manufacturing plant. 90 tons of different kinds of casting/year 30,000 pcs of cover wheel/year 164.4 tons of melted cast iron, bronze and aluminium spare parts.	Ato Birhanu Tadesse	Engineering, erection and commissioning, part of machinery and equipment such as stove, moulds, steel foundry. Training Technical assistance	Local sponsor will submit detailed and specific request before the closure of the Meeting. Follow-up required to exchange information or how to establish a turn key plant.
IMEXIN	<u>Project No. 42</u> Gypsum powder manufacturing plant 780/year	Tesfamichael Ghebremedhin	Engineering, technical assistance including erection and commissioning and study tours, know-how, some part of equipment	Local sponsor will submit detailed and specific request before the closure of the Meeting. Potential partner will reply within 90 days.
IMEXIN	<u>Project No. 6</u> Essential oils - Lemon grass oil 6,000 kg/annum - Euc. citriodora 16,000 kg/annum	National Chemical Corporation	Engineering Technical assistance including erection and commissioning of plant, know-how and supply of equipment, Expert services, particularly on market.	Local sponsor will submit detailed and specific request before the closure of the Meeting and the potential partners will reply within 90 days. With the help of UNIDO, the two parties agreed to diversify the production lines. They also agreed to exchange information regarding technology, marketing etc.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
IMEXIN	<u>Project No. 8</u> Automotive battery manufacturing plant	National Chemical Corporation	Engineering, know-how, consultancy for preparation of tendering specification Technical assistance Training Delivery of tools	After signing the agreement, the communication has to be made through the Cuban Embassy in Addis Ababa. Local sponsor will submit detailed and specific documents before the closure of the Meeting.

DEMOCRATIC PEOPLE'S REPUBLIC OF KOREA (DPRK)

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Rank Won Company	<u>Project No. 17</u> Leather gloves factory (LSC) Production capacity is to be selected on the basis of feasibility study.	Leather and Shoe Corporation	Machinery and equipment are to be supplied by The Company. Building, raw materials are proposed to be fulfilled by LSC.	They agreed to closely examine feasibility study. DPRK partner to inform LSC about viability of project during second half of December. Signing of co-operation agreement between LSC and the Rank Won Company could follow.
To be determined later.	<u>New Project</u> Carbide	National Chemical Corporation	Technical assistance	Agreed to closely examine feasibility study of the project. Agreed to submit the project to the bilateral governmental commission for the final decision.
To be determined later.	<u>New Project</u> Gelatine	National Chemical Corporation	Joint venture	The required imported machineries are to be provided by DPRK from their country or they can import it from elsewhere. Local machineries and equipment available in Ethiopia will be supplied by the National Chemical Corporation. Feasibility study to be prepared by Ethiopian experts or by experts from both countries. The required technologists from DPRK, whereas, marketing experts, economists, engineers are from Ethiopian side. Within 15 weeks they agree to prepare bankable documents and present to both Ethiopian and DPRK governments.

EGYPT

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
The potential co-operating partners to be identified later and contacted through the Egyptian Embassy	<u>Project No. 37</u> Electric motors and welding transformers manufacturing plant Capacity: 624 motors of different horse power and 60 welding transformers per annum	Mr. Taya Gebrehiwot	Raw materials Technical assistance Know-how Training on the job and management of the project	They agreed to maintain contact through the Egyptian Embassy. The local promoter is supposed to give the specifications and quantities of the raw materials in order to facilitate the acquisition of raw materials.
El Shanti	<u>Project No. 39</u> Plastic button manufacturing unit Capacity: 347,222 gross per annum	Mrs. Elisabeth Mahteme Sellassie	Technical assistance Training experts Know how	They agreed to maintain contact through the Egyptian Embassy. There can be potential partners interested in a joint venture.
KATO Aromatic	<u>Project No. 6</u> Essential oils manufacturing	National Chemical Corporation	Technical assistance Training and to establish pilot project.	The follow-up is already at hand with Kato Aromatic. The partners should speed-up the follow-up.
National Plastic Company and Chloride Company	<u>Project No. 8</u> Automotive battery manufacturing plant Capacity: 50,000 pcs/year satisfying approx. 70-80% of the demand when the factory will be commissioned.	National Chemical Corporation	Technical assistance Training Delivery of equipment and machinery	The National Chemical Corporation will contact the Egyptian potential co-operating partners. Credit can be extended for the purchase of machinery.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Organization of textile	<u>Project No. 12</u> Forty-eight garment factories Capacity: 57.6 mil pcs of shirts per year	National Textile Corporation	Technical assistance Training Know-how Management Expertise	They agreed to maintain contact through the Egyptian Embassy. Visits can be organized in order to exchange views and
Potential co-operating partner to be determined later.	<u>Project No. 30</u> Toilet soap manufacturing Capacity: 600 tons/year	Mr. Nasir Amin and Sonia Sultan	Technical assistance, training and experts	They agreed to maintain contact through the Egyptian Embassy.
National Plastic Corp. or El Sherif	<u>Project No. 40</u> Artificial leather manufacturing plant Capacity: 1,612,800 sq. meters of artificial leather	Ato Nega Belihu	Raw material Technical assistance Training Maintenance and experts	They agreed to maintain contact through the Egyptian Embassy.
Starouf Sina (Sinai) Arab Contractors (Sinai) Belah Company (Alexandria)	<u>Project No. 42</u> Gypsum powder manufacturing plant Capacity: 7,900 tons of gypsum per year	Col. Tesfamichael Gebremedhin	Technical assistance Management (technical) Training of personnel both in Ethiopia and in Egypt.	They agreed to maintain contact through the Egyptian Embassy. Visits can be organized for the local promoter.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Gaz Industrial Company	<u>Project No. 43</u> Oxygen filling plant Capacity: 137,000 cubic meters of oxygen per annum	Mr. Zewdu Bekele	Technical assistance Management Know-how and training	They agreed to maintain contact through the Egyptian Embassy.
El Shanti	<u>Project No. 51</u> Recycling and manufacturing of various plastic products plants Capacity: Conduits: 180,000 kg/year Garden hose: 216,000 Kg/year Polyethylene bags/ 251,000 Kg/year Switch box 108,000 Kg/year	Ato Abeselom Yehadgo and Almaz Yakob	Technical assistance Training, know-how, personnel for managing the factory	They agreed to maintain contact through the Egyptian Embassy.
The Egyptian company for paints	<u>Project No. 35</u> Adhesives, varnishes and polishes (Nile Paint Factory) Capacity: 1,400,000 kg/year	Mrs. Tiebe Abdulkadir and Ato Abdella Mohammed	Experties Technical assistance Training, know-how Delivery of spare parts	The agreed to maintain further contacts through the Egyptian Embassy and arrange for visits to the companies concerned in Egypt for the local industrial promoter.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
To be determined later.	<u>Project No. 33</u> Flour mill Capacity: 1,500 tons of wheat flour per year	Ato Kadir Shukrelah	Technical assistance Maintenance Training and experts	They agreed to maintain contact through the Egyptian Embassy. Potential co-operating partners will contact the local promoter.
Standard Stationary in Cairo	<u>Project No. 38</u> Blue print paper processing unit Capacity: 95,550 Kg of blue print paper per year	Ato Ghenaw Berihun	Technical assistance Training, know-how Expertise	They agreed to maintain contact through the Egyptian Embassy. Visits can be organized in Egypt for the local industrial promoter.
To be determined.	<u>Project No. 46</u> Assorted animal feed manufacturing factory Capacity: 9,000 tons of animal feed per annum	Ato Belachew Getahun	Technical assistance Know-how, training of personnel, both on the job and in Cairo Expertise Delivery of equipment Trucks and tractors without the accessories can be presented.	80% of the machinery can be delivered by Egypt and 20% purchased from abroad. They agreed to maintain the contact through the Counsellor of the Egyptian Embassy to the concerned co-operating partners in Egypt.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Bic Pen Manufacturing Factory related to the Al Haram Newspaper	<u>Project No. 27</u> Pen manufacturing factory Capacity: 13,600,000 pens/year at full capacity.	Ato Asrat Bekele	Technical assistance Training Know-how and experts	They agreed to maintain contact through the Egyptian Embassy. Visit to be organized for the local industrial promoter, if possible.
Lord (Cairo) Gillette (Cairo) Naset (Alexandria)	<u>Project No. 22</u> Razor blade manufacturing plant Capacity: 36 million pcs/year	Ato Alemayehu Bekele	Technical assistance Training Know-how and experts	They agreed to maintain contact through the Egyptian Embassy. Potential co-operating partners will contact the local promoter.
Casting factory at Imbaba Plant No. 81 in Alwahara	<u>Project No. 32</u> Foundry and machine manufacturing plant Capacity: 90 tons of different kind of castings/year 64,800 pcs of bushings/year 30,000 pcs of cover wheel/year 164.4 tons of melted cast iron, bronze and aluminium for spare parts 10,800 of reconditioned pieces per year.	Ato Birhanu Taddesse	Technical assistance Technology transfer Training both on the job and in Cairo Expertise	They agreed to maintain contact through the Egyptian Embassy.

INDIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
National Small Scale Industries Corporation (NSIC) New Delhi	<u>Project No. 33</u> Flour Mill 1500 tons of wheat flours per year	Ato Kedir Shukrelah P.O. Box 50932 Addis Ababa Tel. 75 19 66	Supply of machinery for 1500 ton capacity, its erection, training of personnel Foreign exchange loan against machinery supply. Joint venture request, if possible.	NSIC will write to the promoter on the basis of project profile of the promoter with full details about machinery training of personnel, costs, etc.
NSIC	<u>New Project</u> Welding electrode plant	Ato Abdulkadir and Ato Buzyoh Bekele	Technical assistance Machinery Raw material Foreign exchange loan	The industrial promoter was given NSIC brochures regarding welding electrode plant. He will write to NSIC after studying the details in these brochures.
NSIC	<u>Project No. 17</u> Leather gloves factory A grass root plant - 100% export oriented project - propose to manufacture very high quality gloves - for exports out of sheep skin.	National Leather and Shoe Corporation (NLSC) Addis Ababa	Full implementation of the project on turn-key basis with technical assistance, training, supply of machinery on suppliers' credit. Joint venture, if possible. Also desires marketing support for exports of the product.	NSIC will write to the promoter about its feasibility and assistance that can be offered from India. It was indicated to the promoter that joint venture and marketing support for exports by India may not be possible, but this can also be considered.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
All India Industrial Gas Manufacturing Association 9A Connaught Place New Delhi	<u>Project No. 43</u> Oxygen filling plant	Ato Zewdu Bekele	Financial support Technical assistance Joint venture, if possible	The promoter will write to the All India Industrial Gas Manufacturing Association and 3 private sector companies whose addresses were given to the promoter.
NSIC	<u>Project No. 46</u> Assorted animal feed manufacturing factory, with 9000 tons capacity per annum.	Ato Belachew Getahun	Technical assistance Supply of machinery Foreign exchange loan for machinery cost.	NSIC will send the project profile to the promoter with plant capacity details of 9000 tons of animal feed per annum.
NSIC	<u>Project No. 50</u> Carbon paper manufacturing plant	Ato Yassin Abdurahim Mohammed	Technical assistance Foreign exchange loan for machinery supply Joint venture, if possible	The promoter will write to NSIC and also send the feasibility report of the project.
NSIC	<u>Project No. 51</u> Recycling and manufacturing of various plastic products plan	Ato Abeselom Yehadgo and Almaz Yakob	Technical assistance Training Supply of machinery Financial assistance Joint venture, if possible	On the basis of pre-feasibility report to be given by the promoter, NSIC will write to the promoter with full details of the offer that India can make.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
NSIC NTC, New Delhi	<u>Project No. 12</u> Fourty-eight garment factories Integrated project for making ready-made garments from local fabric	National Textiles Corporation (NTC)	Financial support for machinery Design and supply of machinery, equipment Training Joint venture, if possible Request for suppliers' credit at low rates of interest	NTC, NSIC may unite and co-operate with the NTC Ethiopia, if it will be possible to take up these projects in phases.
NSIC NTC	<u>Project No. 13</u> Ten knitwear manufacturing factories	National Textiles Corporation (NTC)	Financial support for machinery Technical assistance Training Joint venture if possible Request for suppliers' credit at low rates of interest	NTC, NSIC may write to the industrial promoter, if it will be possible to take up these projects in phases.
NSIC	<u>Project No. 29</u> Polyethylen rope manufacturing plant Project can also be considered for polyethylene fishing nets.	Mr. Hukeem Seid and Gidey Abdella	Project profiels for a plant of 3 tons per day capacity Machinery Technical training Supply of raw material (one year at least) Financial assistance for foreign exchange component	NSIC will send full project profile to the entrepreneur (Contact Mr. Abdu Said, P.O. Box 90572, Addis Ababa Tel. 134299 - 133416, Fax: No. 751833, Tlx. 21425) NSIC may consider supply of machinery, raw material, technical assistance, training and supplier's credit for machineries.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
NSIC Leather Desk Department of Industrial Department, New Delhi	<u>Project No. 25</u> Plastic and canvas shoe producing unit Leather shoes and leather bags also envisaged.	Ato Said Salih	Foreign currency loan for purchase of machinery and raw materials	The promoter will send his feasibility report to NSIC and Leather Desk. NSIC will then write to local promoter with details of machinery that can be supplied from India and the raw materials with quotations for prices. Suppliers' credit can be considered against machinery export from India.
NSCI	<u>Project No. 27</u> Pen manufacturing factory	Mr. Asrat Bekeie	Project profile required as per in NSIC Book "Project Ideas from NSIC" Foreign exchange compo- nent for machinery on loan.	NSIC will write to the promoter with full details regarding implementation of the project.
NSIC	<u>Project No. 52</u> Tannery unit	Likelesh Tadesse and Meri Nalvadian	Technical assistance Training Machinery for 500pcs/day 100% export project Foreign exchange financing for pur- chasing of machinery	Supply of machinery against supplier's credit can be considered. Technical assistance can be provided Training can be provided in India. The local industrial promoter agreed to further get in touch with NSIC.
NSIC	<u>New Project</u> Complete fluorescent lamp holder	Ato Kassa Hile P.O. Box 2715 Telex: 21907 Telephone: 131278, 132064 Addis Ababa	Supply of machinery Technical assistance Training Foreign exchange loan	NSIC will write to the industrial promoter with full details of the offer on the basis of feasibility report given by the promoter.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Synthetic Woven Sack Manufacturers Association New Delhi	<u>Project No. 14</u> Polypropylene bag manufacturing plant	National Textile Corporation	Financial support for machinery supply Technical assistance Training Joint venture, if possible Suppliers credit	Synthetic Woven Sack Manufacturers' Association of India will ascertain the possibility of taking up the project by any of its members and then write to the industrial promoter in Ethiopia.
NSIC Tyre Manufacturers Association New Delhi	<u>Project No. 18</u> V-Belt manufacturing plant	Addis Tyre Co. (Share company)	Technology transfer Supply of machinery Financial support for foreign exchange part Joint venture, if possible	NSIC and/or Tyre Manufacturers' Association will study the project and write to the Ethiopian promoter after considering promoter's feasibility study.
Robber Board Ministry of Commerce Govt. of India	<u>Project No. 19</u> Development of Rubber Plantation	Addis Tyre Co. Share Co. - Joint Co. of Govt. of Ethiopia and private partner	Foreign currency cost of imported seeds for plantation, equipment, technical assistance, training. Financial assistance in the form of loan or joint venture, if possible.	Rubber Board under Ministry of Commerce will study the project and if they feel interested in this, they will further correspond with the Ethiopian promoter.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
NSIC	<u>Project No. 23</u> Shoe heels and insoles manufacturing unit	Mrs. Meselech Bekele Kassa Haile P.O. Box 2715 Tel: 21907 Addis Ababa Tel. 131278, 132064	Financial support to cover the foreign currency component for machinery, technical assistance Training Joint venture if possible	NSIC will write to the promoter giving full details of the offer
NSIC	<u>Project No. 31</u> Roof nail manufacturing factory	Ato Abdulkadir and Ato Buzyoz Bekele	Requires machinery and raw material	The industrial promoter will give to NSIC the feasibility report. NSIC will thereafter correspond with the promoter regarding machinery supply and raw material. Suppliers credit can be considered for export of machinery from India.
NSIC	<u>Project No. 32</u> Foundry and machine shop manufacturing plant Integrated project	Ato Birhanu Tadesse Mr. Tefera Tadesse Tabor	Implementation on turn-key basis.	Based on pre-feasibility report of the promoter, NSIC will give full offer/details for the implementation of the project on turn-key basis.
NSIC	<u>Project No. 40</u> Artificial leather manufacturing plant	Ato Nega Belihu and Fikrte Belihu P.O. Box 2825 Addis Ababa	Foreign exchange loan to cover the cost of the project and technical assistance	NSIC will write to the promoter and propose project profile.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
NSIC Paint Manufacturers Association	<u>Project No. 35</u> Adhesives, varnishes and polish Paints capacity: 840,000 kg.P/A Oil paints varnishes 420,000 kg.P/A Floor polishes 140,000 kg.P/A Total: 1.400,000	Mrs. Tiebe Abdulkadir Nile Paint Factory	Technical assistance Supply of machinery and raw material Foreign exchange loan Possibility of joint venture desired.	NSIC will write to the promoter on receipt of her revised project profile.
NSIC	<u>Project No. 39</u> Plastic button manufacturing unit Plastic buttons for garments 50 million per annum with 8 hours working	Ms. Elisabeth Mahteme Sellasie	Supply of machinery and raw materials Foreign exchange loan for the machinery	Industrial promoter will send a brief project profile to NSIC. After that NSIC will respond with offer of machinery and raw materials. Suppliers' credit can be considered against export of machinery from India.
NSIC	<u>Project No. 41</u> Brake lining and clutch facing manufacturing plant	Nile International Trading Enterprise	Foreign exchange loan required for machinery	NSIC will write to the promoter on the basis of project profile furnished by the promoter.
NSIC	<u>New Project</u> Electrical fittings	Mr. Kassa Haile P.O. Box 2715 Tel. 131278, 132064 Tlx. 21907	Machinery supply Technical assistance Training Foreign exchange loan	NSIC will write to the industrial promoter on the basis of feasibility report given by the promoter.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
NSIC	<u>Project No. 45</u> Bleaching agent manufacturing factory Integrated project with capacity of 75 to 150 tons/annum along with filling and sealing machine Container to be used will be of 250 cc, 500 cc, 1000 cc for domestic use. For exports, container sizes could be bigger. Metallic cathods prepared.	Ms. Konjit Taye Addis Bleaching Manufacturing Pvt. Ltd. Co. P.O. Box 2823 Addis Ababa Tel. 181155 Tlx. INTRA 21131	Technical assistance Training Machinery supply Financial assistance to meet cost of machinery	NSIC will write to the industrial promoter giving full details of the offer, on the basis of feasibility report supplied by the promoter at the time of discussions.
NSIC	(New Project) Ready-made leather uppers producing factory	Mrs. Meselech Bekele Ato. Kasa Haile P.O. Box 2715 Tel. 131278, 132064 Tlx. 21907	Financial support for machinery Technical assistance Training Joint venture, if possible	NSIC will write to the industrial promoter giving full details of the offer on the basis of pre-feasibility report.
NSIC	Expansion of existing project for manufacturing of sole	Ato Kassa Haile P.O. Box 2715 Tel. 131278, 132064 Tlx. 21907	Supply of machinery Foreign exchange loan for machinery	NSIC will write to the promoter giving details of the offer on the basis of the feasibility report given by the promoter.

INDONESIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Governmental institution	<u>Project No. 41</u> Brake lining and clutch facing manufacturing plant	Nile International Trading Enterprise	Financial assistance	The Government of Indonesia agreed to give only technical assistance.
- ditto -	<u>Project No. 19</u> Development of rubber	Addis Tyre Co. Share Company	Rubber seeds for plantation Machinery and training of manpower Technical assistance	They agreed on equipment and seeds delivery. The financing should at any cost come from the local promoter. Training and experts assistance should be provided through UNDP.
- ditto -	<u>Project No. 40</u> Artificial leather manufacturing plant	Nega Belhu & Fikerte Belhu	Machinery and equipment delivery Technical assistance	Indonesian side can provide only technical assistance and training facilities.
- ditto -	<u>Project No. 42</u> Gypsum powder manufacturing plant	Tesfamicheal Ghebremedhin and Engineer Wered G/Yohannes	Machinery and technical assistance	Agreed to give technical assistance.
- ditto -	<u>Project No. 46</u> Assorted animal feed	Belachew Getahun	Financial and technical assistance	Technical and training assistance is possible, if the local promoter gets funds.
- ditto -	<u>Project No. 38</u> Blue print paper processing unit	Ato Ghenarew Berihun	Equipment	Agreed to further exchange information.

MEXICO

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
To be identified later	<u>Project No. 32</u> Foundry and machine shop manufacturing plant	Ato Birhanu Tadesse together with his two partners Tel: 75-76-63 or 79-14-43	The nature of co-operation to be known within 15 days.	The promoter transmitted feasibility study. It is to be known within 15 days whether the project will be considered for possible co-operation by Mexican side.
- ditto -	<u>Project No. 26</u> Computer paper	Ato Yitagesu Balcha and Ato Tibebu Sirak Tel: 02 11-20-36	- ditto -	If the project is selected, it will be known within 15 days.
- ditto -	<u>Project No. 40</u> A. Plastic sheetings B. Synthetic leather	Ato Nega Belihu Tel: 134495 - Office or 750128 - Residence	- ditto -	The promoter provided Mexican side with the feasibility study. The result is to be known within 15 days if the project will be considered for further study.
- ditto -	<u>New project</u> Electric wire, conduit and hose pipe producing	Ato Belachew Getahum Tel: 02 11-20-36	- ditto -	The promoter agreed to send the study within one month.
- ditto -	<u>Project NO. 34</u> Flash light torches	W/o Abebech W/Giorgies Tel: 13 12 78	- ditto -	The promoter promised to give to Mexican delegation the profile of the project or the project ideas, in written form. Within 15 days, the promoter will be informed whether the project will be further examined by Mexican potential partners.
- ditto -	<u>Project No. 51</u> Recycling and manufacturing of various plastic products	Ato Abeselom Yehadgo and Almaz Yakob Tel: 16 21 51	- ditto -	The promoter will be informed within next 15 days about the reaction of the Mexican side.

ROMANIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Ministry of Resources and Industry Department of Textiles and Leather Industry	<u>Project No. 12</u> 48 garment factories Total production of the garment factories is about: 57.6 M pieces of shirts per annum. Output per garment factory is 1.2 M pcs of shirts per annum.	National Textiles Corporation (N.T.C.)	Supply of machines and equipment Technical assistance Training	The co-operating partner agreed to submit preliminary project proposal in connection with supply of machine and equipment, technical assistance and training. On November 29, 1990 the partner visited one of the existing garment factories as per the agreement reached between the two parties during the discussion.
- ditto -	<u>Project No. 15</u> Ready-made leather uppers producing factory Initially 2700 pairs per day and 7000 pairs at full capacity when phase two is completed.	National Leather and Shoe Corporation	Supply of machines and equipment Technical assistance Training Market operation Supervision of civil engineering	After thorough discussion, the promoter agreed to submit detailed information on market, capacity and all other pertinent data of the existing tanneries in writing to the partner to be analyzed. The partner informed the promoter that if the market for the products of the existing tanneries is available detailed feasibility study for the new projects under consideration could be carried out by the Romanian partner to facilitate and expedite the conclusion of the agreement.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Ministry of Resources and Industry Department of Textiles and Leather Industry	<u>Project No. 17</u> Leather gloves factory Capacity will be determined after feasibility study is conducted.	National Leather and Shoe Corporation	Supply of machines and equipment Technical assistance Training of personnel	The potential co-operating partner agreed to submit detailed project proposal in connection with the technology in the very near future. The promoter will look into the details of the proposal and arrange for further discussion, if necessary.
Ministry of Resources and Industry Department of Chemical and Petrochemical Industry	<u>Project No. 18</u> V-Belt manufacturing plant Capacity to be determined after feasibility study is conducted.	Addis Tyre Share Company	Supply of technology know-how, and technology design Building specification for civil work, technological equipment, specific equipment, spare parts.	The co-operating partner will submit an offer covering the stated item within the first quarter of 1991. The promoter will review the offer and communicate his findings regarding further collaboration.
- ditto -	<u>Project No. 35</u> Paints, adhesives, varnishes and polishes Capacity: 1,400,000 kgs/annum	Nile Paints Factory	Supply of machines and equipment Partial supply of raw materials	The local promoter agreed to submit feasibility study plus list of equipment and specification before the end of the Solidarity Meeting. The co-operating partner will inform the promoter in one month time about further co-operation.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
ELECTROPROIECT Bucharest	<u>Project No. 37</u> Electric motors and welding transformers manufacturing plant Capacity: 624 motors 60 transformers for welding	Mr. Teye Gebrehiwot	Supply of raw materials and kits Training of personnel	Ethiopian partner will study the Romanian offer and will decide on the need and kind of co-operation. Ethiopian partner will give to Romanian side a complete list of the raw material required for the motors manufacturing. Ethiopian partner will send a proposal for training of personnel.
Ministry of Resources and Industry Department of Textile and Leather Industry	<u>Project No. 44</u> Walking shoes manufacturing Capacity: 192,000 prs/annum	W/o Roman Abraha	Technical assistance Training Supply of machinery and equipment	The promoter provided the partner with feasibility study and the civil design. The partner will review and analyze the document and send offer to the promoter on the given data and specification. The partner has also agreed to contact local banks in Romania concerning provision of long term loan for the said project.
Department of Chemical and Petrochemical Industry	<u>Project No. 45</u> Bleaching Agent Manufacturing Factory 75-150 tons of hypochlorite per year at 10%	W/t Kongit Teye (Addis Bleaching Manufacturers Private Ltd. Company)	Supply of machinery and equipment Documentation and technical know-how Technical assistance	The co-operating partner will prepare and submit technical information regarding plant starting from salt (Natrium chloride) to the final product, in the first quarter of 1991.
ELECTROPROIECT Bucharest	<u>Project No. 48</u> Electrical motors fitting plant 528 pcs/annum	Ato Taddesse Gebre-Eysus Addis Ababa	Supply for all production equipment	Ethiopian partner will study the Romanian preliminary technical offer and prepare, on this basis, a final list of equipments;

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Ministry of Resources and Industry Department of Textiles and Leather Industry	<u>Project No. 52</u> Tannery Unit Capacity: 145,000 pcs of wet blue/annum, assuming 286 working days or 500 pcs/day	Likelesh Tadesse and Meri Nalvadian	Provision of technical assistance Training Supply of machinery and equipment, and some chemicals	<p>Promoter to send this list to Romanian partner. Romanian partner will make a technical and commercial offer and send them to the Ethiopian partner. All the technical services requested by the Ethiopian partner (like technical assistance, training, commissioning etc.) will be included in the Romanian offer.</p> <p>The co-operating partner visited Debrezeit where the factory is to be located to facilitate further co-operation programme. He also agreed to invite the Ethiopian project sponsor to Romania to visit some of the tanneries so that further co-operation could be established in the near future. Both parties agreed to implement the project on joint venture basis although it requires further discussion.</p> <p>The partner has shown keen interest in buying wet blue in exchange for machinery and equipment, although it requires further discussion and approval from the Ethiopian side.</p>

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Ministry of Resources and Industry Department of Textile and Leather Industry	<u>Project No. 40</u> Artificial leather manufacturing plant Capacity: 1,612,800 sq. meters of artificial leather per annum	Nega Belihu and Fikrte Belihu	Technical assistance Training Partial supply of machinery and equipment	Since the capacity of the new plant to be established is small and uneconomical as per the Romanian standard, the partner was not interested to co-operate. They wanted the promoter to raise the capacity. But the promoter does not accept the proposal since the investment cost is very high as compared to the amount indicated in the study. However, the promoter agreed to submit a copy of the feasibility study to the partner so that they will analyze the study and consult local banks regarding longterm loan. The partner has promised to give reply in two months time.
ELECTROPROIECT Bucharest	<u>Project No. 10</u> Consumer electronic products factory Capacity: MW Radio receivers - 200,000 sets MW/SW radio receivers- 60,000 sets SW/MW radio cassetts recorders - 40,000 sets Black and White TV: 20,000 sets Colour TV - 5000 sets	National Metal Works Corporation	Design, supply of machinery, technical assistance, training, transmission of know how	Transmission of a complete offer for this project from the Romanian side to Ethiopian side within a short time. After receiving the offer, the Ethiopian side will analyse and communicate to Romanian side proposals for follow-up measures.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
ELECTROPROIECT Bucharest	<u>Project No. 53</u> Lamp holders manufacturing plant Capacity: 200,000 pcs for fluorescent lamps 500,000 pcs for incandescent lamps	Wondewosen Kassa	Transfer of technology Supply of kits, tools Technical assistance Training of personnel Economic assistance	Romanian side will prepare an offer covering the requested equipment/services. Ethiopian side will analyse the offer and communicate in one month the position about the offer. Both parties will try to come to an agreement.
Department of Chemical and Petrochemical	<u>New Project</u> Plastics processing	Nega Belihu and Fikrte Belihu	Supply of machine	IPOCHIM will send technical documentation on extrusion lines and injection moulding machines manufactured in Romania to enable submission of offer request.
- ditto -	<u>Project No. 1</u> Agriculture irrigation/drainage U-P.V.C. pipes and fitting manufacturing plant Capacity: 3,389 tons of U-PVC per year at full capacity.	National Chemical Corporation (NCC)	Technical assistance Training Documentation (design and know how)	NCC will correspond if necessary, because the machinery and equipment required for the project are not produced in Romania.
- ditto -	<u>Project No. 2</u> Sulphonation plant Capacity: 2,000 tons per year	National Chemical Corporation (NCC)	Supply of machinery, equipment, design and technology Technical assistance and training	IPOCHIM will send to NCC technical information on the process based on gases from sulphuric acid plant.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Department of Chemical and Petrochemical Industry	<u>Project No. 51</u> Recycling and manufacturing of various plastic products plant Capacity: Conduits - 180,000 kgs. Garden hose - 216,000 kgs. Polyethylene bags - 250,000 kgs. Switch box - 108,000 kgs.	Abeselom Yehadgo and Almaz Yakob	Supply of machinery	IPOCHIM will send technical documentation on extrusion lines, injection moulding and other machines produced in Romania to enable submission of preparation of offer requested.
- ditto -	<u>Project No. 4</u> Biomass based chemicals plant Capacity: 200-400 tons of acetic acid/year 200-300 tons of creosote/year 280-300 tons of raw methanol/year 3000-3500 tons of charcoal/year	National Chemical Corporation (NCC)	Design and technology Training	The partner to send technical information after NCC sends 10 kgs. of wood sample.
- ditto -	<u>Project No. 5</u> Hygienic products plant Capacity: 2 tons per batch	National Chemical Corporation (NCC)	Supply of machinery and equipment Design and technology Training Technical assistance	The partner to transmit preliminary technical offer to the promoter before the end of the first quarter of 1991.

TURKEY

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Leather Industries in Turkey (Private company)	<u>Project No. 17</u> Leather gloves factory Capacity: Not yet determined. Cost is to be determined.	National Leather and Shoe Corporation (NLSC) P.O. Box 2516, Addis Ababa Telephone: 51 71 22	Technical assistance Marketing	Turkish firms interested in exporting leather products of Ethiopia. Possibilities of sending a Turkish expert and receiving Ethiopian technicians and engineers for training will be examined by the Turkish side.
A private company	<u>Project No. 23</u> Shoe heels and insoles manufacturing Capacity: 100,000 pairs of heels and 1.2 million pairs of insoles.	Mrs. Meselech Bekele P.O. Box 2715 Telephone: 13 12 78	Supply of equipment Turn-key plant	A private company from Turkey will be identified. The company should be able to produce the machines required, and also find a source of finance.
A private company	<u>Project No. 42</u> Gypsum powder manufacturing plant Capacity: 780 tons of Gypsum powder/annum	Col. Tesfamichael Ghebremedhin P.O. Box 652 Telephone: 15 80 70	Turn-key plant Supply of equipment Training	Private Turkish companies capable of manufacturing relevant equipment and of implementing turn-key projects will be identified. The company will be asked to search channels for financing the project.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
A private company	<u>Project No. 51</u> Recycling and manufacturing of various plastic products plant Capacity: Conduits - 180,000 kgs/annum Garden hose - 216,000 kgs/annum Polyethylene bags - 250,000 kgs/annum Switch box - 108,000 kgs/annum	Ato Abeselom Yehadgo and Almaz Yakob	Equipment supply	A private company producing injection, extrusion machines will be identified in Turkey.
Turkish Meat and Fish Corporation	<u>Project No. 49</u> Pork and meat processing and preservation factory Capacity: 172,536 tons of preserved and processed pork and beef.	Ato Wochefo Mamo	Consultancy Engineering for meat processing, animal cutting, sausages production, etc. Training Technical visits	The Turkish Meat and Fish Corporation as a public enterprise cannot take part in a joint venture as demanded by local promoter. The Corporation, however, can provide technical assistance for training on meat processing and preservation. The demand of the local promoter will however be transmitted to Turkish private sector through the Union of Chambers of Industry and Trade of Turkey and those private sector companies who will be interested will inform the promoter. Channels will be sought for a joint venture for beef and pork processing and preservation units. If financing could be arranged, the promoter is expected to visit the meat processing factories in Turkey.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
A private company	<u>Project No. 35</u> Adhesives, varnished and polish. Capacity: 1,400,000 kgs/annum	Mrs. Tiebe Abdulkadir	Exchange of information Training	The list of raw materials and machinery equipment will be forwarded to the relevant private Turkish companies for study. The training of Ethiopian technicians may be realized in Turkey by the Turkish firms. However, those firms cannot cover the travel costs to Turkey.
A private company	<u>Project No. 31</u> Roof nail manufacturing factory Capacity: 74,880,000 pcs of roofing nails per year	Ato Abdulkadir and Ato Buzyoh Bekele P.O. Box 3091 Telephone: 34 01 93	Supply of equipment Start up Seeking financing	Firms producing roof nails (in Turkey) to be surveyed and if there is a possibility of supplying roof nail production machines as well as a source of finance, the promoter will be informed and efforts will be made to further develop and implement the project.
Foundry Development Centre Abdelhakhamit Cad. No. 866 Mamak Ankara, Turkey	<u>Project No. 32</u> Foundry and machine shop manufacturing plant Capacity: 90 tons of different kinds of castings/year 64,800 pcs of bushing /year 30,000 pcs of cover wheel/year 164.4 tons of melted cast iron	Ato Birnanu Tadesse and his three partners P.O. Box 22192 Telephone: 75 76 63	Supply of equipment Engineering Layout Technical assistance Training	A private company able to supply equipment and find a source of finance will be identified. Foundry Development Centre in Ankara could provide: Start up; engineering after start up; training and expert services.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
OHNI Ctd.	<u>Project No. 33</u> Flour mill Capacity: 15,000 tons of wheat flour per year	Ato Kedir Shukrelah P.O. Box 50932 Addis Ababa Tel: 75 19 66 and 13 18 98	Turn-key plant	The Turkish firm will be asked if they can find a finance source. The firm will also be asked if they can supply machinery for pasta, macaroni, etc.
Turkish Feed Corporation	<u>Project No. 46</u> Assorted animal feed manufacturing factory Capacity: 9000 tons of animal feed/annum	Ato Belachew Getahun P.O. Box 878, Nazareth Ethiopia Telephone: 11 20 36	Turn-key plant Technical assistance Training Supply of export premises	Private sector companies (in Turkey) capable of establishing animal feed factory or supply machines will be identified. Source of finance will be sought. Channels of exporting premises for assorted animal feeds to Ethiopia from Turkey will be searched.

YUGOSLAVIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
RUDNAP Belgrade	<u>Project No. 9</u> Electric lamp producing plant	National Metal Works Corporation (NMWC)	Technical assistance	The Yugoslav side will provide offers (quotation) according to their standard and if the NMWC found it acceptable, technical assistance will be extended. Quotation from Yugoslav side and response of NMWC on the offer to be exchanged as soon as possible.
E T Z (Ekonomsko Tehnicki Zavod) OSIJEK	<u>Project No. 49</u> Pork and beef meat processing and preservation factory	Mr. Wochefo Mamo Telephone: 18 55 66	Consultancy service	ETZ agreed to provide consultancy service.
ENERGOPROJECT Belgrade	<u>Project No. 10</u> Consumer electronic products factory	National Metal Works Corporation (NMWC)	Technical assistance	The Yugoslav side will provide offers (quotation) according to their standard, and if NMWC found it acceptable, technical assistance will be extended. Quotation from Yugoslav side and response of NMWC on the quotation to be exchanged as soon as possible.
- ditto -	<u>Project No. 11</u> Dry cell battery producing plant	National Metal Works Corporation (NMWC)	Technical assistance	- ditto -

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
RUDNAP Belgrade	<u>Project No. 3</u> Chlorine and chlorine based chemical production Capacity: Bleaching powder 2,500 tons Calcium hypochlorite - 11,000 tons Sodium hypochlorite solution - 250 tons Caustic soda - 2,715 tons Chlorine - 675 tons	National Chemicals Corporation (NCC)	Consultancy service	The Yugoslav side will jointly with UNIDO prepare the feasibility study as the background information is obtained from N.C.C. The N.C.C. will send background information concerning the project to the Yugoslav side. The means of assistance to be agreed upon after the preparation of the feasibility study.
Federal Secretariat for Energy and Industry	<u>Project No. 15</u> Ready-made leather uppers producing factory	National Leather and Shoe Corporation (NLSC)	Technical and marketing co-operation for ready-made shoe upper and complete shoe	They agreed that Yugoslav side would investigate the possibility of co-operation with companies in Yugoslavia and inform NLSC, accordingly.
- ditto -	<u>Project No. 16</u> Leather shoe factory	- ditto -	- ditto -	- ditto -
- ditto -	<u>Project No. 17</u> Leather gloves factory	- ditto -	- ditto -	- ditto -

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
RUDNAP Belgrade	<u>Project No. 1</u> Agricultural irrigation/drainage U-P.V.C. pipes and fittings manufacturing plant Capacity: 3389 tons/year	National Chemicals Corporation (NCC)	Technical assistance	Yugoslav side agreed to provide some technical assistance as a grant which would be defined during the negotiation of the project. As follow-up, a questionnaire to be sent from RUDNAP to NCC to obtain detail technical information. After receiving the information, RUDNAP will inform NCC on ways for implementing the project.
Design (Consulting Engineering) E T Z OSIJEK	<u>Project No. 46</u> Assorted animal feed manufacturing factory Capacity: 9,000 tons/annum	Ato Belachew Getahun Telephone: 15-48-48 Addis Ababa	Technical assistance	Yugoslav side agreed to provide some technical assistance as a grant which will be defined during the negotiation of the project. ETZ and Ethiopian promoter will start to negotiate the implementation of the project upon identification by the Ethiopian side of financing sources.
Invest-Import Belgrade	<u>Project No. 52</u> Tannery unit 143,000 pcs/year	Likelesh Tadesse and Mari Nalvadian Telephone: 11-17-71 Addis Ababa	Technical assistance	Yugoslav side agreed to provide some technical assistance as a grant which will be defined during the negotiation of the project. Invest-Import and promoter from Ethiopia will start to negotiate the implementation of the project upon identification by Ethiopian side of financing sources.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
RUDNAP Belgrade	<u>Project No. 45</u> Bleaching agent manufacturing plant	Ms. Konjit Teye Telephone: 18-11-55 Addis Ababa	Technical assistance	If similar plant is available in Yugoslavia, Yugoslav side would provide technical assistance as a grant which would be defined during the negotiation. As follow-up, to make sure whether the machinery is available in Yugoslavia and if available, to send the offer and possible assistance.
E T Z OSIJEK	<u>Project No. 33</u> Flour mill 1500 tons/year	Ato Kedir Shukrelah Telephone: 75-19-66 Addis Ababa	Technical assistance	Yugoslav side agreed to provide some technical assistance as a grant which will be defined during the negotiation of the project. ETZ and local promoter will start to negotiate the implementation of the project upon identification by Ethiopian side of financing sources.
RUDNAP Belgrade	<u>Project No. 18</u> V-Belt Manufacturing plant	Addis Tyre Co. S.C. (Share Company)	Credit facilities	Yugoslav side agreed to look into the possibilities of providing machinery, technology, design, technical assistance, on credit terms. Feed back information from RUDNAP and Addis Tyre Share Co. required.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
Invest-Import Belgrade	<u>Project No. 32</u> Foundry and machine shop manufacturing plant 90 tons castings/year	Ato Birhanu Tadesse and his three partners Telephone: 75-76-63 Addis Ababa	Technical assistance	Yugoslav side agreed to provide some technical assistance as a grant which will be defined during the negotiation of the project. Invest-Import and local promoter would start to negotiate the implementation of the project upon the identification by Ethiopian side of financing sources.
RUDNAP Belgrade	1. Sheet glass 2. Ceramic 3. Cement	Cement Corporation	Credit facilities	Yugoslav side agreed to provide training, know-how in the three projects, machinery and equipment as well as technical assistance on credit basis through barter. Profiles are to be submitted by Ethiopian Cement Corporation.

CENTRE FOR DEVELOPMENT OF INDUSTRY (CDI)

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
CDI	<u>Project No. 48</u> Electrical motor filling plant Capacity: 528 pcs. of fitted electric motor per annum	Ato Taddesse Gebre-Eysus	Not decided.	To review requirement and stage of project study with promoter who is on mission, upon his return to Addis Ababa.
CDI	<u>Project No. 22</u> Razer blade plant Capacity: 30 million pcs per year	Ato Alemayehu Bekele	Market study for PTA States	Promoter to contact CDI Representative, submit project study and complete assistance required.
CDI	<u>Project No. 27</u> Pen manufacturing factory Capacity: 13.6 million pen/year	Ato Asrat Bekele	Assistance for source of finance	Promoter to complete project study and contact CDI Representative.
Cr.	<u>Project No. 40</u> Artificial leather manufacturing plant Capacity: 1,612,800 sq. meters per annum	Ato Nega Belihu	Not decided.	Promoter to revise project information or substitute for other project and submit revised project to CDI.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
CDI	<u>Project No. 49</u> Pork and beef meat processing and preservation factory	Ato Wochefo Mano	Not decided.	Promoter to review project in particular supply strategy, and submit project document for further assistance.
CDI	<u>Project No. 41</u> Brak lining and clutch facing manufacturing plant Capacity: 450,000kgs of friction material per year	Nile International Trading Enterprise (Belaynesh H/Mariam)	External market survey	Promoter to contact CDI Representative, and fill CDI requested form and submit project study.
CDI	<u>Project No. 32</u> Foundry and machine shop manufacturing plant Capacity: 254.4 tons of castings and parts and 105,600 pcs of different bushings, etc.	Ato Berhanu Taddesse	Feasibility study	Promoter to contact CDI Representative, and fill CDI requested form and submit additional information.
CDI	<u>Project No. 51</u> Recycling and manufacturing of various plastic products.	Abeselom Yehadgo	Not decided.	Promoter to contact CDI Representative to discuss nature of assistance and completion of the project study.

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
CDI	<u>Project No. 42</u> Gypsum powder processing plant Capacity: 780 tons/year	Col. Tesfamichael Ghebremedhin	Feasibility study and market survey (External)	Promoter to contact CDI Representative and fill request form.
CDI	<u>Project No. 33</u> Flour mill Capacity: 1,500 tons/year	Ato Kedir Shukreiah	Search for joint venture partner	Promoter to critically review supply of grain and state of existing plants capacity utilization, contact CDI Representative and fill request form.
CDI	<u>Project No. 46</u> Assorted animal feed manufacturing factory Capacity: 9,000 tons/year	Ato Belachew Getahun	Feasibility study	Promoter to contact CDI Representative and complete assistance request form.

Annex II

List of Participants

1. Algeria

Mr. HARDI Kamel, Counsellor, Algerian Embassy, Addis Ababa, Ethiopia

2. China

Mr. GU Jiaji, Ambassador to Ethiopia

Mr. HUO Dexin, Economic Counsellor, Chinese Embassy, Addis Ababa

Mr. MIAO DI, Third Secretary of Chinese Embassy, Addis Ababa

Mrs. ZHANG Meigin, Deputy Division Chief, Department of International Relations, Ministry of Foreign Economic Relations and Trade of the People's Republic of China (MOFERT)

Mr. NI Chun Long, Programme Officer, Foreign Aid Department, Ministry of Foreign Economic Relations and Trade of the People's Republic of China (MOFERT)

3. Cuba

Mr. Emilio Perez Galdo, Director, Africa Sub-Saharan, CECE

Mr. Orlando Echeverria, Economic counsellor of the Embassy of the Republic of Cuba

Ms. Leona Ford Miller, Interpreter

4. Democratic People's Republic of Korea

Mr. Sok Tae UK, Ambassador of Democratic People's Republic of Korea to Ethiopia

Mr. Zon In Chan, Section Chief, International Organizations Department, Ministry of Foreign Affairs

Mr. Wi Sok Yon, Second Secretary of Embassy of Democratic People's Republic of Korea

5. Egypt

H.E. Robert S. Iskanander, Ambassador Extraordinary and Plenipotentiary of the Arab Republic of Egypt

Mr. Hosny Mohammed Ismail, Chairman of Public Sector, Mining and Refractories, Ministry of Industry

Dr. Magdy Hefny, Minister Plenipotentiary, Embassy of the Arab Republic of Egypt

Dr. Mohammed El-Bassiouni, Commercial Counsellor, Embassy of the Arab Republic of Egypt

6. Ethiopia

MINISTRY OF INDUSTRY

Mr. Bacry Yusuf, Vice Minister - Development
Mr. Birehanu Ejegu, Vice Minister (Private Industries)
Mr. Demissachew Assefa, Head, Planning and Programming Department
Mr. Solomon Wole, Head, Project Department

7. India

Mr. B.B. Tandon, Joint Secretary, Department of Industrial Development,
Ministry of Industry

8. Indonesia

H.E. Mr. T.M. Mochtar M. Thajeb, Ambassador of the Embassy of the
Republic of Indonesia to Ethiopia
Mrs. Ainsjah Taufik, Head, Bureau for International Relations,
Ministry of Industry
Mr. Suprijanto, Second Secretary, Indonesian Embassy
Mr. Bernadus Sinaga, Third Secretary, Indonesian Embassy
Mr. Sumartoyo Saudi, Staff Member of the Indonesian Embassy

9. Mexico

Mme. Graciela de la Lama, Ambassador, the Embassy of Mexico to the
Arab Republic of Egypt

10. Romania

Mr. Vladi Ionel Giura, Under-Secretary of State, Department of Chemical
and Petrochemical Industry
Mr. Vasile Mirciu, Deputy Director, Division of Research, Development and
Technological Upgrading, Department of Textile and Leather Industry
Mr. Octavian Juncu, Director, Division of Research, Development and
Technological Upgrading, Department of Electronic and Fine Mechanics
Industry
Mr. Nicolae Nita, Division of Research and Technological Upgrading,
Ministry of Resources and Industry
Mr. Nicolae Decu, Chief Engineer, IITPIC
Mr. Nicolae Todoreanu, Engineer, IITPIC
Mr. Lucian Vlad, Engineer, Design Institute for Light Industry
Mr. Ion Diaconu, Director, Research Institute for Leather and Shoe
Mr. Nicolae Isaia, Chief, Electropiect
Mr. Nicolae Popa, Chief of Section, Electropiect

11. Turkey

Mr. Mehmet Cagirankaya, Deputy Director General , European Community
Coordination Division, Ministry of Industry and Trade
Mr. Murat Kepir, Head, Small and Medium Scale Industries Development
and Supporting Department, Ministry of Industry and Trade
Mr. Melih Ulueren, First Secretary of the Embassy of the Republic of
Turkey to Ethiopia

12. Yugoslavia

Mr. Slavomir Milovanovic, Senior Advisor of Federal Secretariat for
Energy and Industry
Mr. Vasilje Medenica, Charge d'Affaires a.i., Embassy of the Socialist
Federal Republic of Yugoslavia in Addis Ababa
Mr. Ivan Grbovic, Representative of RUDNAP in Addis Ababa
Mr. Peter Jaksic, Representative of ETZ in Addis Ababa
Mr. Munib Tufo, Representative of ENERGOINVEST in Addis Ababa

13. Zimbabwe

Mr. A.M. Chidoda, Ambassador, Zimbabwe Embassy in Addis Ababa

Observer

Centre for the Development of Industry (CDI)

Mr. Ashenafi Shifferaw, Representative of CDI in Ethiopia

Ethiopian Industrialists

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Adhesives, Varnishes and Polishes Manufacturing
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Ato Abdu Seid
Polyethylene Rope Manufacturing Unit
Tel. 133416

Ato Alemayehu Bekele
Razor Blade Manufacturing
Tel. 514601

Ato Asrat Bekele
Pen Manufacturing Factory
Tel. 514601

Ato Ahmedin Anwar
Plastic and Canvas Shoe Producing
Tel. 134849 (Office), 185024 (Residence)

Belaynesh Marian
Automotive Break Lining and Clutch Facing
Tel. 154848

Ato Belachew Getahun
Assorted Animal Feed Manufacturing Facility
Tel. (02) 112036

Ato Buzyoh Bekele
Roofing Nails Manufacturing Plant
Tel. 340193 (Office), 338302 (Residence)

Ato Daniel Teferra
Electro Plastic Manufacturing Plant
Tel. 128833 (Office), 711754 (Residence)

Elizabeth M. Sellassie
Plastic Button Manufacturing Plant
Tel. 186260, 203983

Ato Taddesse Gebre-Eysus
Electrical Motors Fitting Plant
Tel. 154013

Ato Ghenanaw Berihun
Blue Print Paper Processing Unit
Tel. 189082

Hermann Hess
Bleaching Agent Manufacturing Plant
Tel. 181155

Ato Kassa Haile
Shoe Heels and Insoles
Tel. 131278

Ato Kedir Shukreiah
Flour Mill
Tel. 751966 (Office), 131898 (Residence)

Mary Nalbandian
Tannery Unit
Tel. 111771 (Residence)

Ato Nega Belihu
Artificial Leather Manufacturing Facility
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Ato Seid Salih
Plastic and Canvas Shoe Producing
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Salpi Malbandian
Tannery Unity
Tel. 111771 (Residence)

Ato Temesgen Mehari
Automotive Break Lining and Clutch Facing
Tel. 154848

Ato Tadesse Yeshitla
Electric Motor
Tel. 518963

Ato Taye Afework
Bleaching Agent Manufacturing Plant
Tel. 181155

Ato Teferra Taddesse
Foundry and Machine Shop
Tel. 757663, 791443

Ato Tesfaye Seyoum
Walking Shoes Manufacturing Plant
Tel. 181463, 750128

Ato Tesfamichael Ghebremedhin
Gypsum Powder Manufacturing Plant
Tel. 443662 (Office), 126703 (Resident)

Ato Wochefo Mamo
Pork and Beef Meat Processing Plant
Tel. 185566

Ato Wondewosen Kassa
Lamp Holders Manufacturing Plant and
Flash Light Torches Manufacturing Plant
Tel. 131278

Ato Worede G/Yohannes
Gypsum Powder Manufacturing Plant
Tel. 158070 (Office), 200420 (Residence)