



# ERITREAN PUBLIC HEALTH PROGRAMME

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## FACSEMAIL TRANSMISSION

TO: EMNETU TESFAY.

FAX NO. 010-474-542596

FROM: PAULOS KAHAY

DATE: 28-08-91 TIME: 19:00 Hrs.

NO. OF PAGES TO FOLLOW: 1.

DEAR EMNETU:-

REFERENCE OUR TELEPHONE CONVERSATION A WHILE AGO. I HAVE NOTED THE POINTS STRESSED ON THE QUESTION OF

- ①- LEASING
- ②- FORMATION OF CIVIL AVIATION IN ERITREA INCLUDING THE PROSPECT FOR BEING A MEMBER OF KAO WITH BEING A FAMILY OF THE U.N
- ③- PURCHASE OF AIRCRAFT.

I WOULD HIGHLY APPRECIATE IF YOU COULD APPROACH THE TEAM AND ASK THEM TO PROVIDE US WITH ELABORATED INFORMATION ON REMAINING TOPICS INDICATED ON AGENDA LISTED DATED 25/7/91. AND OTHERS IF RELEVANCE TO THE PROJECT. THESE TOPICS ARE OF GREAT SIGNIFICANCE AT THE CURRENT SITUATION WHICH SHADE LIGHT ON SHARING WITH ETHIOPIAN AIRLINES. IF SO HAPPENS, HOW DO WE GO ABOUT OPTIMIZING OUR STAKE AS WE STAND NOW? HOW DO WE NEGOTIATE, WHAT STRONG POINTS SHOULD BE PUT FORWARD? ACQUISITION? IMPLEMENTATION? MANPOWER PARTICIPATION... etc.

IN A NUTSHELL DISCUSS 1- JOINT OWNERSHIP 2- JOINT USE OF AIRCRAFT 3- JOINT USE OF CAPACITY 4- ROYALTY PAYMENT 5- COMPREHENSIVE STUDY ON CHARTER - CONTRACT, MANAGEMENT - FINANCE LEGAL - OPERATIONAL, OTHERS etc. etc.

6- FIND OUT PER SAMPLE OF COSTING THAT YOU HAVE ON HAND - THE COST/RETURN ANALYSES ON ① B707 COMBI (MAX/ CARGO) ② B737 COMBI ③ F 27 ④ ATR 42 ⑤ B757/67. ⑥ DASH 5/6 - TO JUSTIFY DECISION MAKING ON PROJECT.

7- SEE IF THEY HAVE A COPY OF DOCUMENTATION ON THE ABOVE FLEETS - " ENGINEERING ORDERS + MANDATORY MODIFICATIONS LISTING ISSUED BY FAA.

8- HOW THE BUYER COULD ADVERTISE (PUBLICATION) IF WE WANT TO BUY THE ABOVE FLEETS etc.

THANK YOU FOR YOUR USUAL COOPERATION AND GOOD NIGHTS YOUR PV



Special programme of ERITREAN RELIEF ASSOCIATION - Registered as a Charity No. 860 543. A/C No. 01031341