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## Export networking challenges and opportunities for manufacturing firms from developing countries

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RIJKSUNIVERSITEIT GRONINGEN

EXPORT NETWORKING CHALLENGES AND OPPORTUNITIES FOR  
MANUFACTURING FIRMS FROM DEVELOPING COUNTRIES: THE  
CASE OF ERITREA

**Proefschrift**

ter verkrijging van het doctoraat in de  
Bedrijfskunde  
aan de Rijksuniversiteit Groningen  
op gezag van de  
Rector Magnificus, dr. F. Zwarts,  
in het openbaar te verdedigen op  
dinsdag 21 oktober 2003  
om 13:15 uur

door

**Goitom Tesfom Tsegay**  
geboren op 5 december 1968  
te Mekelle (Ethiopië)



To  
My wife Yihdega Araya and our daughters Meron and Rodas



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## Acronyms

AATH	Allied Afri-Trading House
ACP	African Caribbean and Pacific
ASEXMA	Chilean Export Manufacturers Association
ASMIMAD	Association of Small and Medium Sized Enterprises in Chile
CAD	Computer Aided Design
CBE	Commercial Bank of Eritrea
CBI	Centre for Promotion of Imports
CEA	Canada Export Association
CIF	Cost Insurance and Freight
COMMESA	Common Market of East and South Africa
ECU	European Currency Unit
BTTG	British Textile Technology Group
EDDC	Ethiopian Domestic Distribution Corporation
EFPA	Eritrean Footwear Producers Association
ETMEX	Ethiopia Import and Export Corporation
ESPA	Eritrean Sweater Producers Association
EU	European Union
EPO	Export Promotion Office
GSP	General Systems of Preferences
HAGLE	Horn of Africa and Great Lakes Marketing Company
HEART	Human Employment and Resource Training
HS	Harmonized Coding System
INTRES	International Retail Support Services
ISO	International Standard Organization
JAG	Joint Action Group
JAMPRO	Jamaican Public Development Agency
MIT	Ministry of Industry and Trade
MNCs	Multinational Companies
OETH	L'Observatoire Européen du Textile et de l'Habillement
PEMD	Program for Export Market Development
PROFO	Proyecto de Fomento (Development projects)
SERCOTEC	Chilean Government Export Promotion Agency
TCA	Transaction Cost Approach
TCS	Trade Commissioner Service
SGS	Societe Generale de Surveillance
SMEs	Small and Medium Size Enterprises
SPSS	Statistical Package for Social Sciences
UNIDO	United Nations Industrial Development Organization
USAID	United States Agency for International Development
VAT	Value Added Tax
V&D	Vroom and Dressmann

