

Rev.1.6

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### **GENERAL**

#### **Section 00.04 INTRODUCTION**

### 1. PURPOSE

- 1.1. The procedures set forth in this section are to define miscellaneous processes in the GOM.
- 1.2. The Ground Operation Procedure Manual (GOM) has the following Purposes:
  - a. Provides policies and procedures as well as other materials for the guidance and information of all personnel involved in ground operations and related activities. It has been prepared in accordance with the relevant provisions of IATA, JAR OPS, ICAO, ETCAA and other applicable regulatory publications.
  - b. Provides detail working procedures for high level policies established in the Ethiopian Management Policy Manual (MPM) and other aviation regulations as required.
  - c. Establishes Standard Operating Procedures (SOP) for other objectives not covered by the MPM but is performed by the various Department, Sections and area offices so as to achieve Ethiopian Customer Services objectives.
  - d. Establishes procedures for administrative matters that are applicable to the Ethiopian Ground Services division and not covered by the Management Policy Manual (MPM).
- 1.3. By providing the above procedures, the Ground Operations Manual (GOM) is intended to ensure compliance with Regulatory requirements, enhance safety, standardize work practices, foster employees productivity, and bring trust among employees through transparent decision processes.
- 1.4. Customer Airlines shall be handled as per the procedures which will be endorsed by them. However, in case of its absence, the procedures set forth in this manual will be applicable.
- 1.5. Processes and procedures contained in the Operational Manual for the conduct of ground handling operations are, as a minimum, equivalent to processes and procedures contained in the IGOM

#### 2. REVISION HISTORY

Date	Rev	Change	Reference Section
	No.		
01 December 2013	1.0	Complete	00.04
15 December 2015	1.1	New organizational structure	00.04
31 December 2016	1.2	General annual revision	00.04
31-September 2017	1.3	To comply with IOSA requirement regarding processes and procedures related to minimum Ground Handling requirements	00.04
31-Dec-2018	1.4	General revision	00.04
31-Jul-2019	1.5	General Revision	00.04

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15-Mar-2020	1.6	General annual revision	00.04
		To change manual distribution system in to web based application	item 7.2 (g,h,i)

#### 3. PERSONS AFFECTED

All employees who are using the Ground Operations Procedure Manual and those listed under the distribution list in this section.

### 4. POLICY

- 4.1. Refer the <u>MPM Chapter 00, Section 00.04, Paragraph 4.5.2 (b)</u> for Procedure Manuals Policy.
- 4.2. The Ethiopian Ground Operations Manual shall be used as a general guideline, dealing with detail procedures that are not covered by MPM in order to streamline the administrative processes in the Enterprise.

#### 5. DEFINITION

N/A

### 6. RESPONSIBILITY

- 6.1. It is the responsibility of VP Customer Service to:
  - 6.1.1 Update and distribute this Manual after owner's procedures get approved.
- 6.2. It is the responsibility of all supervisory personnel to:
  - 6.3.1 Assure all employees under their supervision are aware of the procedures set forth and comply with the rules and regulations established in the section
- 6.3. Each holder of the Manual is individually responsible for the security and safeguarding of their copy (or copies) and for maintaining the correct amendment status and is responsible to acknowledge receipt by filling out the confirmation receipt

### 7. PROCEDURES

- 7.1. Transmittal Page Numbering & Revision Date:
  - a. Each revision will be accompanied by a transmittal sheet and all revised pages are to be inserted according to the transmittal instructions immediately upon recipient.
  - b. Each Manual holder is responsible for maintaining the Manual in a current condition.
  - c. Periodically, updated list of effective pages shall be issued and all Manual holders shall review the list and submit their request for missing pages.
  - d. The section number and individual page number are given at the bottom of each page. The revision number and date of the current revision are indicated at the top right side of the GOM title and the Ethiopian Airlines logo.

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### **REVISION TRANSMITTAL SHEET**

Revision Number	Chapter/ Section	Effective Date	Cancels and Supersedes (Enter old effective date, if any)	Date Inserted	Entered By

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#### 7.2. Manual Revision Procedure:

- a. Amendment /revisions and /or introduction of new policies and procedures to the Ground Operations Manual are mainly sourced from external organization/Offices such as IATA, JAR OPS, ICAO, ETCAA and other Authorities, the provisions of which have been used in the preparation of the Ground Operations Manual. But, revision or changes to the GOM may be issued by any employee in whose opinion a change seems necessary.
- b. Such recommendation shall be approved by the Department Head of the originating section and shall be approved by other Departments which may be affected by the proposed change for review and comments and must secure final approval by concerned Division Heads as well as VP Customer Services and MD Ethiopian Ground Services.
- c. Revision, addition and/or deletion shall be made frequently enough to prevent large accumulations of changes not properly converted by revision.
- d. All changes affecting the contents of the manual shall be filed in the appropriate section opposite the page it affects.
- e. Revision portion of the Manual shall be marked with a bar along the left hand margin of the printed columns.
- f. Each section of GOM shall be reviewed at least every two years by procedure owner departments to reflect current working procedures, regulatory body requirements and Ethiopian experiences.
- g. Revision date of the manual shall be the date of the revised or newly introduced procedure inclusion in the manual. Revision date shall be indicated on the revision history.
- h. Effective date of the manual shall be the date of the revised or newly introduced procedure implementation. Effective date shall be indicated on the header of the revised procedure section.
- i. There shall be at least 15 days gap between the revision date and effective date of the revised/introduced procedure. (That is the implementation/effective date of the revised/newly introduced procedure shall be at least 15 days after the revision date of the procedure).
- j. Revisions, additions and/or deletions to the Ground Operations Manual, sourced externally or internally shall be produced and distributed by Ground Service Standards & Ground Handling Contracts Management Section.
- k. Retention and obsolescence of policy & procedures from such external sources, once adopted into the Ground Operations Manual, shall assume the retention and obsolescence period prescribed in the Ground Operations Manual except when it is required by Law or an Authority's special request demanding a longer retention, that the exception shall be reviewed and entertained accordingly.
- I. Revised parts of the manual shall be identified by the revision or effective dates and the month and year shall be reflected on each of the affected pages also on the "Revision/Effective Dates" of the manual.

#### 7.3. Distribution of the GOM

- a. Distribution of the GOM is made per Distribution list below. A single copy of the manual shall serve as many employees as possible.
- b. Request for additional Manuals or for specific sections of the manual shall be submitted to the office of VP Customer Services.

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- c. All Ethiopian employees, Ethiopian Senior Managements, Directors and Managers can access this manual in portal. It must be fully accessible to all Ethiopian personnel engaged in the ground operations and related activities at all times including personnel of external ground handling agents (companies).
- d. Copies of this manual shall be assigned to operational offices, Ground Handling Companies and other Ethiopian airlines offices or individual staff via web based application. The manuals shall also be available on ET Portal for internal consumption.
- 7.4. Symbols representing addition, change and cancellation on procedures and terms having high importance are presented below:

Terms	Meaning
must not	This must never be done, this shall never be done, this is not allowed, this is not permitted, this is forbidden.
shall not	anowed, this is not permitted, this is forbidden.
must necessary	This must be always done or observed, this is required, this is mandatory, this is needed, this is necessary, this is desired.
need	
required	
May	This may be done if needed, this is not forbidden, this is allowed, this is permitted, this may be omitted if not possible
need not	or not needed or not desired.
not necessary	
not required	
if possible	These instructions make sense, help you, help others, are recommended, avoid misunderstandings, make handling
whenever possible	easier, but: they need not be observed, if there is time pressure, if there are no facilities, if there are exceptional conditions (heavy traffic, bad weather etc.)
etc.	If the text says "e.g." or "for example", or the last item of a list is 'etc.' (et cetera):
e.g.	One or more frequently occurring situations or items are
for example	shown or listed, but <b>not all.</b> Others are possible and not excluded, but we could not list or show all of them, If none
	of these terms is used in the text or in a list: Other situations or items are not allowed, not possible, or not applicable
Symbols	Meaning
* * * *	Denotes end of the page/section
	Denotes addition of a new item
Δ	Change of an item

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$\otimes$	Cancellation of an item

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### **DISTRIBUTION LIST**

Dept./	Position or Office	Control	QTY	Means of Distribution	
Sec		Number	<b>4.</b> .	НС	SC(CD)
	Chief Executive Officer	01.	1		Х
	Chief Operating Officer	02.	1		X
	Chief Commercial Officer	03.	1		X
	Chief Financial Officer	04.	1		X
	Chief Information Officer	05.	1		X
	General Counsel & Corporate Secretariat	06.	1		X
	MD Ethiopian International Services	07.	1		X
	MD Ethiopian MRO Services	09.	1		X
	MD Ethiopian Ground Services	10.	1		X
	MD Ethiopian Aviation Academy	11.	1		X
	MD Catering Services	12.	1		X
	MD Ethiopian Cargo Services	13.	1		X
	VP Internal Audit & Compliance	14.	1		X
	VP Corporate Strategy, Communications and Alliances	15.	1		X
	VP Marketing	16.	1		X
	VP Flight Operations	17.	1		X
	VP Customer services	18.	1		X
	VP Corporate Human Resources Management	19.	1		X
	Regional Director China, Mongolia & North Korea	20.	1		Х
	Regional Director Sales and Services Europe	21.	1		X
	Ethiopian Civil Aviation Authority	22	1		X

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Dept./	Position or Office	Control	QTY	Means of Distribution		
Sec		Number		НС	SC(CD)	
	Regional Director Sales and Services- USA	23.	1		X	
	Regional Director Austria & Eastern Europe	24+.	1		X	
	Regional Director Sales and Services Middle East, Gulf and Asia	24.	1		X	
	Regional Director Sales and Services Southern Africa	25.	1		X	
	Regional Director Sales and Services West Africa	26.	1		X	
	Regional Director Sales and Services Eastern Africa	27.	1		X	
	Regional Director Cargo for Europe	28.	1		X	
	Director Ethiopian Express	29.	1		X	
	Ethiopian Civil Aviation Authority	30.	1	X	X	
	Director Flying and Training	31.	1		X	
	Director In-flight Services	32.	1		X	
	Director Internal Audit	33.	1		X	
	Director Integrated Operation Control Center (IOCC)	34.	1		X	
	Director Addis Ababa Sales	35.	1		X	
	Director Global Cargo Sales & Services	36.	1		X	
	Director ADD-Hub Cargo Traffic Handling	37.	1		X	
	Director Procurement & Supply Management	38.	1		X	
	Director Corporate Quality Assurance, SMS, EMS, Industrial Safety & ERP	39.	1		X	

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Dept./	Position or Office	Control Number	QTY	Means of Distribution	
Sec				НС	SC(CD)
	Head Medical and Health Services	40.	1		Х
	Head IT Application Design & Delivery	41.	1		X
	Head Commercial & Ground Services Training	42.	1		X
	Head Cabin Crew and Catering Training	43.	1		X
	Manager Passenger Schedule & Charter/Lease	44.	1		X
	Manager Online Pricing and Concession	45.	1		X
	Manager Advertising and Sales Promotions	46.	1		X
	Manager Distribution & GSA Administration	47.	1		X
	Manager Customer Loyalty	48.	1		X
	Manager Revenue Management and Pricing- Africa	49.	1		X
	Manager Revenue Management and Pricing- Non Africa	50.	1		X
	Manager Market Research & Route Management	51.	1		X
	Manager National Distribution Company	52.	1		Х
	Manager Global Call Center Quality Assurance	53.	1		X
	Duty Manager Global Call Center Day/Night	54.	1		Х
	Duty Manager Passenger Services	55.	1		X
	Duty Manager Ramp Services	56.	1		Х
	Manager Lounge & Appearance Control	57.	1		Х
	Manager Baggage Services	58.	1		X
	Manager Other Airlines Handling Services and Business Development	59.	1		X

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Dept./	Position or Office	Control	QTY	Means of Distribution		
Sec		Number		НС	SC(CD)	
	Manager GSE/ULD Management	60.	1		X	
	Manager Passenger Services Quality Assurance	61.	1		X	
	Manager Ramp Quality Assurance & Safety	62.	1		Х	
	Manager Flight Dispatch and FMC	63.	1		X	
	Manager Ground Service Standards and Ground Handling Contracts Management	64.	1	X	X	
	Manager In-flight Products Development & Standards	65.	1		X	
	Manager Customer Relations Management	66.	1		X	
	Manager Customer Service QMS & SMS	67.	1		X	
	Manager Cargo Infrastructure Development & Management	68.	1		X	
	Manager Import Cargo Traffic Handling	69.	1		X	
	Manager Export Cargo Traffic Handling	70.	1		Х	
	Manager Cargo Transit Handling	71.	1		X	
	Manager Cargo Sales & Services Europe & America	72.	1		X	
	Manager Cargo Sales & Services Africa & Asia	73.	1		X	
	Manager Cargo Sales ADD	74.	1		X	
	Manager Cargo Market Distribution & Promotions	75.	1		X	
	Manager Ethiopian Cargo Far East	76.	1		X	
	Cargo Manager BOM	77.	1		X	
	Manager Ethiopian Cargo-Gulf	78.	1		X	

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Dept./	Position or Office	Control	QTY	Means of Distribution	
Sec		Number		НС	SC(CD)
	Manager Cargo Market Planning & Route Management	79.	1		X
	Manager Cargo Revenue Management	80.	1		X
	Manager Cargo Quality/Services & Assurance	81.	1		X
	Manager Passenger Revenue Accounting	82.	1		X
	Manager Cargo Accounting	83.	1		X
	Manager General Accounting	84.	1		X
	Manager Change & Performance Management	85.	1		X
	Area Manager – Angola	86.	1		X
	Area Manager – Bahir Dar	87.	1		X
	Area Manager – Belgium	88.	1		X
	Area Manager - Benin	89.	1		X
	Area Manager - Brazil	90.	1		X
	Area Manager - Burkina Faso	91.	1		X
	Area Manager – Burundi	92.	1		X
	Area Manager – Cameroon	93.	1		X
	Area Manager - Canada	94.	1		X
	Area Manager – Chad	95	1		X
	Area Manager - Comoros	96	1		X
	Area Manager - Congo Brazzaville	97	1		X
	Area Manager - Congo Kinshasa	98	1		X
	Area Manager - Cote D'Ivoire	99	1		X

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Dept./	Position or Office	Control	QTY	Means of Distribution		
Sec		Number		нс	SC(CD)	
	Area Manager – Djibouti	100	1		X	
	Area Manager - Eastern Ethiopia	101	1		X	
	Area Manager – Egypt	102	1		X	
	Area Manager – Equatorial Guinea	103	1		X	
	Area Manager – France	103	1		X	
	Area Manager – Gabon	105	1		X	
	Area Manager – Gaborone	106	1		X	
	Area Manager – Germany	107	1		X	
	Area Manager – Ghana	108	1		X	
	Area Manager – Gulf	109	1		X	
	Area Manager – Hargeisa	110	1		X	
	Area Manager – Hong Kong	111	1		X	
	Area Manager – India	112	1		X	
	Area Manager – Indonesia	113	1		X	
	Area Manager – Israel	114	1		X	
	Area Manager – Italy	115	1		X	
	Area Manager – Japan	116	1		X	
	Area Manager – Kenya	117	1		X	
	Area Manager – Kuwait	118	1		X	
	Area Manager – Lebanon	119	1		X	
	Area Manager – Liberia	120	1		X	
	Area Manager – Malawi	121	1		X	
	Area Manager – Malaysia	122	1		X	
	Area Manager – Mali	123	1		X	

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Dept./ Sec	Position or Office	Control	QTY	Means of Distribution	
		Number	(1)	нс	SC(CD)
	Area Manager – Mozambique	124	1		X
	Area Manager – Mogadishu	124 125	1		
	Area Manager – Moscow	126	1		
	Area Manager - Namibia	127	1		X
	Area Manager – Niger	128	1		X
	Area Manager – Nigeria	129	1		X
	Area Manager – Northern Ethiopia	130	1		X
	Area Manager - Oman	131	1		X
	Area Manager – Philippines	132	1		X
	Area Manager – Qatar	133	1		X
	Area Manager – Rwanda	134	1		X
	Area Manager – Saudi Arabia	135	1		X
	Area Manager – Senegal	136	1		X
	Area Manager - Seychelles	137	1		X
	Area Manager - Singapore	138	1		X
	Area Manager – South & West Ethiopia	139	1		X
	Area Manager – South Africa	140	1		X
	Area Manager – South Korea	141	1		X
	Area Manager – South Sudan	142	1		X
	Area Manager – Sudan	143	1		X
	Area Manager – Tanzania	144	1		X
	Area Manager – Thailand	145	1		X
	Area Manager – Togo	146	1		X
	Area Manager – Uganda	147	1		X
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Dept./ Sec	Position or Office	Control	QTY	Means of Distribution	
		Number	<b>Q.</b>	нс	SC(CD)
	Area Manager – UK	140	1		X
	Area Manager - Zambia	149 150	1		X
	Area Manager – Zimbabwe	151	1		X
	Area Manager –Ireland	152	1		X
	Area Manager Spain	153	1		X
	Manager Airport Service - BJS	154	1		X
	Manager Airport Services – ACC	155	1		X
	Manager Airport Services – BEY	156	1		X
	Manager Airport Services – BKK	157	1		X
	Manager Airport Services – BOM	158	1		X
	Manager Airport Services – BRU	159	1		X
	Manager Airport Services - CAI	160	1		X
	Manager Airport Services - CAN	161	1		X
	Manager Airport Services – CDG	162	1		X
	Manager Airport Services - DAR	163	1		X
	Manager Airport Services – DLA	164	1		X
	Manager Airport Services - DUB	165	1		X
	Manager Airport Services – DXB	166	1		X
	Manager Airport Services – EBB	167	1		X
	Manager Airport Services – FCO	168	1		X
	Manager Airport Services – FIH	169	1		X
	Manager Airport Services – FRA	170	1		X

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Dept./ Sec	Position or Office	Control QTY Dis	ОТУ	Means of Distribution	
			НС	SC(CD)	
	Manager Airport Services – IAD	171	1		X
	Manager Airport Services – JED	171 172	1		X
	Manager Airport services – JIB	173	1		X
	Manager Airport Services – JNB	174	1		X
	Manager Airport Services – KRT	175	1		X
	Manager Airport Services – LAD	176	1		X
	Manager Airport Services – LFW	177	1		X
	Manager Airport Services – LHR	178	1		X
	Manager Airport Services – LOS	179	1		X
	Manager Airport Services – LUN	180	1		X
	Manager Airport Services – MBA	181	1		X
	Manager Airport Services – MQX	182	1		X
	Manager Airport Services – MXP	183	1		X
	Manager Airport Services - NBO	184	1		X
	Manager Airport Services - Shanghai	185	1		X
	Manager Airport Services – ZNZ	186	1		X
	Regional Manager Nordic & Baltic Countries	187	1		X
	Traffic & Sales Manager - ABK	188	1		X
	Traffic & Sales Manager – ABV	189	1		X
	Traffic & Sales Manager - AMH	190	1		X
	Traffic & Sales Manager - ASO	191	1		X
	Traffic & Sales Manager - AWA	192	1		X

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		Number		НС	SC(CD)
	Traffic & Sales Manager - AXU	100	1		X
	Traffic & Sales Manager – BLZ	193 194	1		X
	Traffic & Sales Manager – CAN	195	1		X
	Traffic & Sales Manager – CPT	196	1		X
	Traffic & Sales Manager – DEL	197	1		X
	Traffic & Sales Manager - DEM	198	1		X
	Traffic & Sales Manager – DMM	199	1		X
	Traffic & Sales Manager - DSE	200	1		X
	Traffic & Sales Manager – DUR	201	1		X
	Traffic & Sales Manager – ENU	202	1		X
	Traffic & Sales Manager – FBM	203	1		X
	Traffic & Sales Manager - GDE	204	1		X
	Traffic & Sales Manager – GDQ	205	1		X
	Traffic & Sales Manager - GMB	206	1		X
	Traffic & Sales Manager – GOM	207	1		X
	Traffic & Sales Manager – HGH	208	1		X
	Traffic & Sales Manager - HUE	209	1		X
	Traffic & Sales Manager - JIJ	210	1		X
	Traffic & Sales Manager – JIM	211	1		X
	Traffic & Sales Manager – JRO	212	1		X
	Traffic & Sales Manager – JUB	213	1		X
	Traffic & Sales Manager – KAN	214	1		X

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Dept./ Sec	Position or Office	Control	QTY	Means of Distribution	
		Number	-	НС	SC(CD)
	Traffic & Sales Manager – LAX	215	1		Х
	Traffic & Sales Manager – LLI	216	1		X
	Traffic & Sales Manager – MBA	217	1		X
	Traffic & Sales Manager - NLA	218	1		Х
	Traffic & Sales Manager - NSI	219	1		Х
	Traffic & Sales Manager – PNR	220	1		Х
	Traffic & Sales Manager – RUH	221	1		Х
	Traffic & Sales Manager - SHC	222	1		X
	Traffic & Sales Manager - SZE	223	1		X
	Traffic and Sales manager - EWR	224	1		X
	Traffic and Sales manager - ORD	225	1		
	Traffic and Sales manager – Manchester	226	1		
	Traffic and Sales manager – Victoria Falls	227	1		
	Traffic and Sales manager – Bones Aires	228	1		
	Traffic and Sales manager – Nose Be	229	1		
	Traffic and Sales Manager MBUJI-MAYI	230	1		
	Traffic and Sales Manager KISANGANI	231	1		
	All Ground Handling Companies	The respective Station/Ar ea office number			Х

**Key: HC** = **Hard Copy** 

SC = Soft Copy, CD = Compact Disk

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