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OCCASION

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17 August 1972

ORIGINAL: ENGLISH

United Nations Industrial Development Organization

Regional Seminar on Machine Tools
for Countries in Latin America

16 to 25 October 1972
Buenos Aires, Argentina

26 to 27 October 1972
Sao Paulo, Brazil

A I D E M E M O I R E

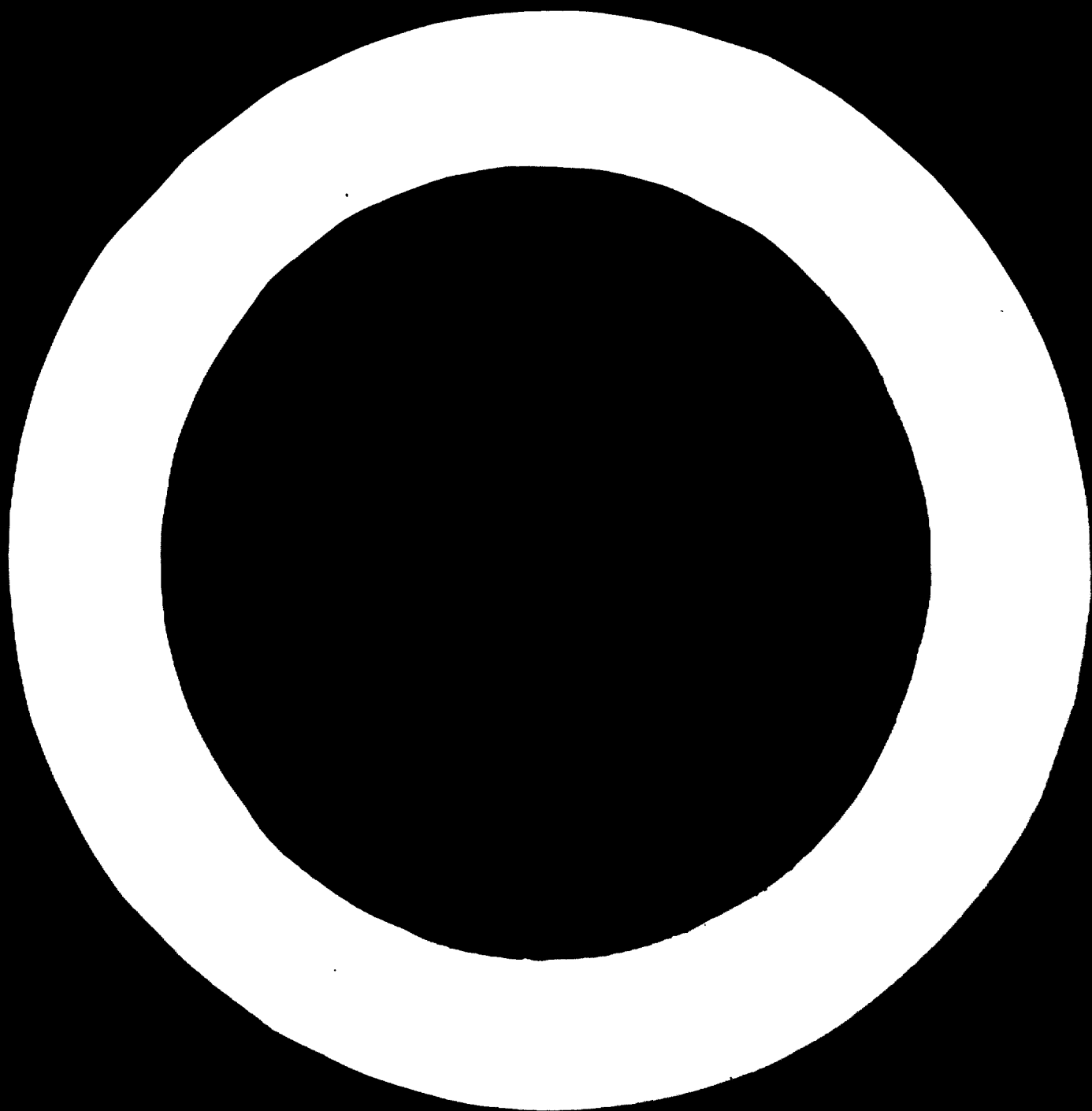
The United Nations Interregional Symposium on the Development of Metalworking Industries in Developing Countries, held in Mosco in 1966, dealt with general problems of metalworking industries in Asia, Africa, and Latin America and drew attention to the different levels of development in these regions. The percentage share of the metalworking industries in the total manufacturing output within the ECLA countries as noted was about 17%. The machine tool industry plays a key role in the expansion of metalworking industries, since nearly all the products are manufactured by metalworking machines. The success of the development of the engineering industry in developing countries depends not only on the stock of machine tools and other industrial equipment but on the way in which these are used in the country, as some of the developing countries have a sufficient stock of equipment which is not being fully and properly utilized. This means an additional expenditure for buying, servicing and maintenance and repair of machine tools and related industrial machinery.

This Seminar will follow a similar Regional Seminar on Machine Tools for Developing Countries of Europe and the Middle East which was held in Bulgaria in October 1971.

Purpose of the Seminar:

The Seminar is expected to:

- (a) Give an analysis of the present status of machine tools and identify their demand in accordance with the future development of metalworking industries in the countries of this region;
- (b) Make recommendations on selection, utilization, maintenance and repair of machine tools, problems of their design, manufacture, quality control and testing, and the introduction of numerically controlled machine tools into the industry of these countries;



- (c) Determine means of co-operation of the developing countries with the developed countries and UNIDO regarding selection, development, marketing, and utilization of machine tools.

The main items which will be discussed are:

1. Role of Machine tool industry:
 - background of the development of the machine tool building industry in countries of the Region;
 - expected demand for machine tools in the Second Development Decade.
2. Selection and utilization of machine tools:
 - definition and selection of machine tools;
 - stock of machine tools;
 - proper application of machine tools.
3. Production, utilization, maintenance and repair of machine tools:
 - production and pre-requisites for the production of machine tools;
 - under-utilization of machine tools and its causes;
 - maintenance and repair;
 - rebuilding.
4. Prospects opened up by integration or complementary agreements for the production of machine tools:
 - governing policies and plans for the development of machine tools;
 - investment and co-operation with foreign partners;
 - marketing;
 - after sales services.
5. Introduction of advanced machine tools
 - application of numerically controlled machine tools in the industrially developed countries;
 - introduction of numerically controlled machine tools in the countries of the region.
6. Technical assistance required from UNIDO
 - (a) Selection and application of machine tools;
 - (b) Utilization;
 - (c) Rebuilding, maintenance and repair;
 - (d) Design.

Investment Promotion Programme

A part of the Seminar is allotted specifically to this programme which provides opportunity for the promotion of specific industrial projects in countries of Latin America and related to the industrial branch covered by the Seminar. Local proponents of projects seeking external resources will be arranged to meet potential foreign partners from industrialized countries and directly discuss prospects for their co-operation in carrying out those project.

The promotion of projects concerning the design, manufacture and utilization of machine tools, dies and jigs, as formulated by local sponsors, may imply various forms of foreign contribution, whether it be financing, technology, supply of equipment, management, joint export marketing or others, not necessarily involving direct capital investment.

The Programme will be implemented according to the arrangement under Programme and Procedure below.

Organization

The Seminar is being organized by the United Nations Industrial Development Organization and the Government of Argentina, acting as the host country, in co-operation with the Instituto Nacional de Tecnologia Industrial and the Economic Commission for Latin America (ECLA), on a regional basis.

The following Seminar officials have been appointed:

ON THE PART OF UNIDO:

Director

Mr. N.K. Grigoriev, Director
Industrial Technology Division

Technical Secretary

Mr. N.N. Krainov
Industrial Development Officer
Engineering Industries Section
Industrial Technology Division

For running the Investment Promotion Programme responsibility will rest on Mr. E. Blaszczyzyn from Industrial Financing and Investment Promotion Section, Industrial Policies and Programming Division.

ON THE PART OF THE GOVERNMENT:

Director

Ing. Mario G. Bâncora
National Director for Research
and Technical Services, INTI

Technical Secretary
and
General Coordinator

Ing. Roberto Henning
Adviser to the President, INTI

DURATION:

Twelve days from 15 to 27 October 1972

PLACE:

Ministry of Industry and Mining
(Ministerio de Industria y Minería)
Av. Julio A. Roca 551
Buenos Aires, Argentina, 15 to 25 October 1972
Sao Paulo, Brazil, 26 to 27 October 1972

PROGRAMME AND PROCEDURE:

The first part of the Seminar programme, from 16 to 20 October 1972, will serve the discussions of the various items set forth in the agenda.

Under the part of the Seminar reserved to the Investment Promotion Programme confidential person-to-person, pre-arranged interviews between parties interested in discussing the promotion of specific industrial projects will be held at the same place as the Seminar.

The procedure for this Programme will be as follows:
The local sponsors of projects in countries of Latin America are invited to send to UNIDO, after clearance of their Government, information on the specific projects they would like to promote or other matters of industrial co-operation in the industry in question they would like to discuss with industrialists and businessmen concerned with machine tools industry from Europe, North America and other regions. For each of the projects submitted with specific data UNIDO will prepare a Project Information Sheet to summarize the project's techno-economic particulars and the basic incentives for investment and/or co-operation the project is expected to be granted by the Government.

The industrialists in the said regions will be advised by UNIDO of this Programme well in advance and supplied with the lists of participants and information on projects and other proposals for co-operation submitted. Industrialists on the other hand are also welcome to present their own proposals for industrial projects and co-operation which they deem to be of interest to the participants from Latin America. Upon their positive response, and on the basis of their requests for appointments with participants at the Seminar, arrangements will be made for the interested partners to meet and discuss specific projects or other matters of mutual interest, during the promotion part of the Seminar. The necessary services will be provided for these meetings.

The second part of the Seminar programme, from 23 to 25 October 1972 will be devoted to plant visits in Buenos Aires followed by plant visits in São Paulo, Brazil, from 26 to 27 October, 1972. A plenary meeting will be held at the end of the plant tour programme to make a review of the plants visited.

Working Language:

The official working language of the Seminar will be Spanish with simultaneous translations into English and if need arises, into Portuguese.

Participants:

A total of approximately thirty persons from less industrialized and industrialized countries are expected to attend the Seminar.

(a) Participants from less industrialized countries

Participants from less industrialized countries invited by the United Nations Industrial Development Organization to attend the Seminar should be directly concerned with the subject of the meeting and qualified in the technical field to be able to participate in the proceedings of the meeting.

1/ will be issued as amendment to this Aide Memoire at a later date

These participants are expected to prepare an outline on the actual state and plans for the selection, utilization, maintenance, repair and development of machine tools in their countries. In addition, they are expected to participate actively in the discussions and assist in the preparation of the report of the Seminar.

These participants can act as local sponsors of projects and of industrial co-operation proposals which may be included in the promotion meeting programme. It is expected that also other local sponsors of projects willing to participate in the promotion programme will attend the Seminar at their own expense.

(b) Participants from industrialized countries:

Experts from industrialized countries will attend the Seminar and contribute papers, films and studies on specific subjects. In addition, the experts will act as discussion leaders at the work sessions and offer comments and suggestions and otherwise assist in the preparation of the report of the Seminar.

Representatives of industrial and business organizations from industrialized countries are also expected to attend the promotion meetings.

Documentation

A draft final report will be prepared by a consultant appointed by UNIDO outlining the papers presented and the particular problems for discussions. The papers to be presented to the Seminar will be in Spanish and English. It is envisaged that all papers and information sheets on projects for promotion will be distributed among participants prior to the Seminar.

Report

The report of the Seminar will be based on the agenda and the deliberations of the working sessions. It is expected to be in the form of a manual summarizing countrywise the steps and procedures which should be followed by each country in the development of the engineering industry.

Postal Information

From 16 to 25 October 1972:

UNIDO Regional Seminar on Machine Tool Industry in Latin America
(Seminario Regional de ONUDI sobre la Industria de la Máquina-Herramienta
en América Latina)

Libertad 1235, Buenos Aires, Argentina

T.E. 44-0011/6

Telex: 0121859 AR INTIBAIRES

Cables: INTIBAIRES

From 26 to 27 October 1972 ^{1/}

^{1/} Address will be given later

(c) Before and after the Seminar:

Mr. M. N. Krainov
Industrial Development Officer
Engineering Industries Section
Industrial Technology Division
UNIDO
P.O. Box 707
A-1010 Vienna, Austria

Telephone: 4350-349

Cable address: UNIDO, Vienna

Shipment of Material

Participants who may wish to present films and/or informative material to the Seminar are recommended to bring this material personally with them, or, if impracticable, to forward this material well in advance of the meeting. As a rule, it takes about two weeks to have air-shipments cleared through customs.

Shipments should be addressed as follows:

UNIDO REGIONAL SEMINAR OF MACHINE TOOL INDUSTRY IN LATIN AMERICA
(Seminario Regional de O.UDI sobre la Industria de la Máquina-Herramienta en América Latina)

c/o Dr. Miguel Albornoz

Representante Residente de las
Naciones Unidas
25 de Mayo 459 8º Piso
Buenos Aires
Argentina

Travel Arrangements

Participants are requested to arrive in Buenos Aires in the late afternoon of 15 October 1972, and as close to that time as airline schedules will permit. On arrival at Ezeiza Airport about thirty miles from the capital, the recommended procedure is to take the airport bus to the town terminal and then proceed by taxi to the hotel.

Passport, Visa and Immunization Requirements

Before leaving their home country for Argentina and Brazil, the participants are requested to contact the nearest diplomatic or consular office of the countries concerned to obtain the visa if required and also arrange for any health or immunization requirements needed in connexion with their travel.

Accommodations:

- (a) For the period 15 to 25 October 1972 participants (unless contrary advice) will be accommodated at:

Hotel Nogaró
Av. Julio A. Roca 562
Buenos Aires
T.E. 33-0091
Cable address: NOGARO

Note: By special arrangements a 25% price reduction has been attained.
The prices for rooms are: Single: US\$ 9.00 plus 3% or \$a 90 plus 3%
Double: US\$13.00 plus 3% or \$a130 plus 3%

- (b) For the period 25 to 28 October 1972, information will follow

Local Transportation:

Transportation will be provided in accordance with the plant tour programme. The hotel is located within a short walking distance from the site of the Seminar.

Registration:

Registration of participants will take place from 8.00 a.m. to 8.45 a.m. on Monday, 16 October 1972 at the conference place. The first meeting (inaugural session) will commence at 9.00 a.m.

Financial Arrangements

Those participants who are invited at the expense of UNIDO will be provided with an air ticket, economy class, from the airport of departure of their home countries to Buenos Aires and São Paulo and back, and local transportation in accordance with the programme of the Seminar. In addition, they will receive a daily subsistence allowance at the normal UNDP rate for the duration of the attendance at the meeting.

Participants invited to attend the Seminar at their own expense will receive local transportation in accordance with the programme of the Seminar.

UNIDO will accept no responsibility for the following expenses incurred by the participants as these are the responsibility of the participants themselves or their Governments:

- All expenses in the home country incidental to travel abroad, including expenditure for passports, visa fees, inoculations and other such miscellaneous items and internal travel to and from the airport of departure in the home country;
- Salary and related allowance for the participants during the period of the Seminar;
- Travel and costs incurred by dependents who may accompany participants;
- Travel and any other costs which may be incurred by travel, other than by direct route and authorized mode;
- Costs incurred by participants with respect to excess luggage, travel insurance, accident insurance, medical bills and hospitalization fees in connexion with their attendance at the Seminar;

- Compensation in the event of death or disability of participants in connexion with their attendance at the Seminar;
- Loss or damage to personal property of participants while attending the Seminar.

Currency:

Argentina: The monetary unit is the Argentine peso, replacing the old peso moneda nacional which is still in circulation and duly accepted.

The peso is issued in the following dominations:

	<u>New</u>	<u>Old</u>
coins	\$a 0,01	m\$n 1
	\$a 0,05	m\$n 5
	\$a 0,10	m\$n 10
	\$a 0,20	m\$n -
	-	m\$n 25
	\$a 0,50	m\$n 50 (note)
bank notes	\$a 1	m\$n 100
	\$a 5	m\$n 500
	\$a 10	m\$n 1000
	\$a 50	m\$n 5000
	\$a 100	m\$n 10000

Addenda: Telephone rate: \$a 0,10 (m\$n 10) per call (public telephones)
Underground: \$a 0,30 (m\$n 30) per trip (any length and combination)

Microbuses (collectivos)
and buses: minimum fare: \$a 0,32 (m\$n 32)

Taxis: start \$a 1,00 (m\$n 100) plus
\$a 0,10 (m\$n 10) each 150 metres

Climate: Buenos Aires

Expected temperature in October

minimum 15° C = 63° F
maximum 33° C = 92° F

Utilities: Buenos Aires

Electric current 220 Volts AC, 50 cycles

(Appliance plugs follow German 220 V standards).



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26 September 1972

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Buenos Aires, Argentina

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Sao Paulo, Brazil

AIDE-MEMOIRE

Addendum

PROVISIONAL TOUR PROGRAMME

ARGENTINA

Friday, 20 October 1972

Departure 8.00 p.m. By night train from Buenos Aires to Córdoba, 800 km from Buenos Aires

Saturday, 21 October 1972

Arrival 7.30 a.m. Córdoba where the delegates will be met by representatives of the FIAT company

9.00 a.m. Visit of the factories (first part)

2.00 p.m. Visit of the factories (second part) followed by an excursion through Córdoba city

Sunday, 22 October 1972

Visit of the surroundings of Córdoba city

Departure 8.00 p.m. By night train to Buenos Aires

Monday, 23 October 1972

Arrival 8.00 a.m. Buenos Aires railway station

Departure 9.00 a.m. Hotel Nogaró

Arrival 10.00 a.m. Delpiano y Río Negro - Manufacturers of eccentric presses

Departure	11.15 a.m.	
Arrival	11.30 a.m.	Normatic S.A. - Manufacturers of grinding machines (medium size)
Departure	1.30 p.m.	
Arrival	2.00 p.m.	Técnica Toledo SACI - Manufacturers of pneumatic and hydraulic control and actuating element
Departure	3.30 p.m.	
Arrival	4.00 p.m.	Turri SAIC - Manufacturers of lathes and milling machines
<u>Tuesday, 24 October 1972</u>		
Departure	8.00 a.m.	Hotel Nogaró
Arrival	9.00 a.m.	Berardi Argentina S.A. - Manufacturers of production machines (transfer etc.)
Departure	0.30 p.m.	
Arrival	2.00 p.m.	Automación Micromecánica S.A. - Manufacturers of logic circuits, hydraulic and pneumatic control and actuating devices
Departure	4.15 p.m.	
Arrival	5.00 p.m.	DAISA SAICYA - Manufacturers of bending presses and shears
<u>Wednesday, 25 October 1972</u>		
Departure	8.00 a.m.	Hotel Nogaró Participants who are taking part in the tour programme to Sao Paulo (Brazil) are kindly requested to check out of the hotel and to take their luggage with them.

Arrival	9.00 a.m.	INTI <u>1/</u>
Last meeting		Review of plant visits
Departure	1.30 p.m.	To Ezeiza Airport
Departure	3.00 p.m.	Re-scheduled Aerolinas Argentina flight AR 222 to Sao Paulo

1/ INTI is an autonomous governmental organization devoted to give technical assistance to Argentine industrialists in solving specific problems encountered when performing their duties.

Toward this purpose several laboratories covering different fields are located at Miguelete, in the outskirts of Buenos Aires, covering 15.000 m² of a plot of land of 30 hectares:

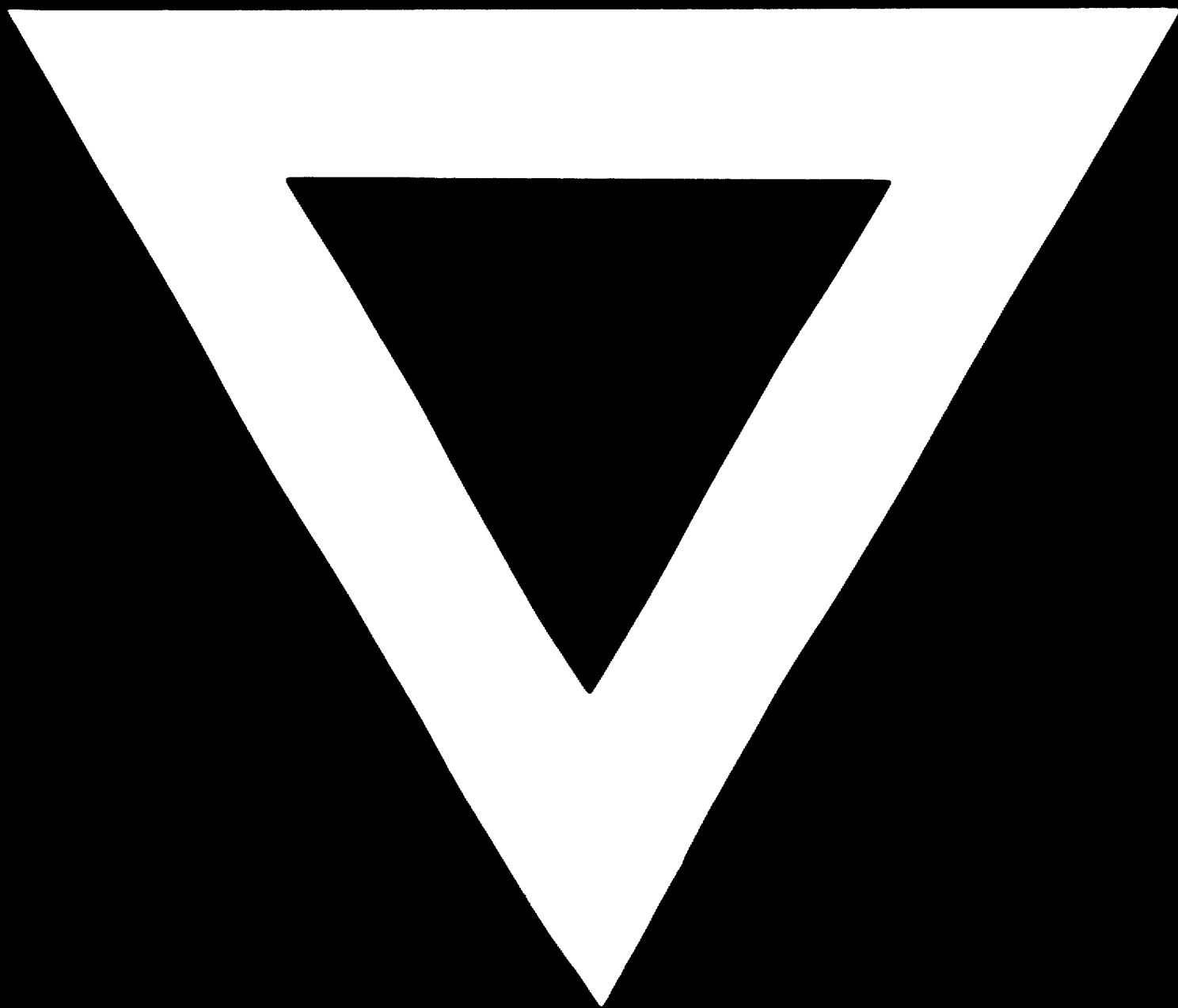
Physics: electricity, electronics, accoustics, lighting, metrology both fundamental and dimensional, thermal behaviour of building materials, etc.

Chemistry: organic, inorganic, analytical and qualitative: chromatographic, infrared spectographic analysis, etc.

Materials behaviour: destructive and non-destructive techniques applied to metallurgic and non-metallurgic materials; ore dressing; textile, plastic, rubber, cellulose and paper, etc.

INTI's action is performed either directly or through the Research Centres of the System, devoted each one to specific purposes for ex.: rubber, textile, building, leather, metals, ores technology, managerial activities, computing techniques, etc.





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