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CO-OPERATION WITH DEVELOPED
COUNTRIES IN THE FIELD OF AGRO-INDUSTRIAL
DEVELOPMENT, WITH PARTICULAR REFERENCE TO YUGOSLAVIA^{1/}

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Introduction

The Second World Food Congress pin-pointed the dangers inherent in increased food production lagging behind the increased demand for food, and the world today is already witnessing the consequences.

Food production has failed to keep pace with the steadily rising demand, particularly in most developing countries, which has given rise to innumerable difficulties that impede their economic development.

Agricultural products, important export items and foreign currency earners in developing countries, have been exported in increasingly small quantities by these countries as home consumption outstrips production. Some staple food articles (cereals, for example) have even had to be imported in ever larger quantities. Nearly all the African countries have thus become permanent net importers of food.

Agricultural production lagging behind food consumption has caused food prices to rise rapidly on the home market. In addition to the social and other difficulties resulting from the increased food prices, the comparative advantages in export markets may be lost and exports curtailed. Expensive food reduces the real value of wages and salaries paid to employees in non-agricultural activities, and nominal wage increases become inevitable. Consequently, industrial production becomes more expensive, accompanied by the rising costs of capital investment and services, public (administration, education, health) and others. All these factors jeopardize or decrease the propensity to save and invest.

At least in the first phase of their industrialization and favourable economic development the developed countries enjoyed an abundance of agricultural products, both food and raw materials, and their early development was characterized by cheap food and raw materials of agricultural origin. Thus, agriculture financed the initial stage of industrialization and the establishment of new economic structures and later on, a highly developed economy, rich through accumulation, had to, and was able to, invest in agricultural development.

The developing countries, even at their early stage of development, are confronted with expensive food and raw materials and costly capital investment,

as well as public and other services, literally speaking, in order to survive, they have to develop much faster than the developed countries ever had to in their early stages of development. In view of the above, before establishing a more favourable economic structure, the developing countries have to invest a substantial part of their meagre savings in the development of agricultural sector, in order to meet the growing need for food and agricultural raw materials. Much less savings, if any, remain to be used for the development of the non-agricultural sector, which, as a rule, is a pre-requisite for the development of agriculture.

The Concept of Agro-Industrial Development

The developing countries, in particular the least developed, should produce sufficient quantities of staples at home, (in some cases, these are starchy roots, cereals, etc.) which is generally affected through the development of agriculture. But, if this is to be done in a short period of time and in substantial quantities, it is only possible with crops with tested strains and guaranteed substantial returns. High-yielding varieties of wheat and paddy, properly fertilized, have given considerable yields in the regions of some countries where they were applied ("green revolution"). Unsatisfactory farm structure - predominantly small farms with no facilities for improved ploughing or purchasing better yielding seed, fertilizers, etc. - a characteristic of nearly all developing countries greatly impedes, if not prevents, a rapid increase in food production. Most of these small farms, even if they achieve high yields, have no surplus to market, hence they cannot obtain and utilize bank loans and other facilities, which constitute the substance of the "green revolution".

The measures and policies needed to mobilise and accelerate agricultural development in the traditional sector should not be neglected by the government of any developing country. They increase production, and in turn food supplies, though mostly for the agricultural population, the producers of the food. Moreover, developing traditional agriculture alone does not overcome the food shortage in the country, particularly in respect of the marketable portion. Hence, parallel to the development of the traditional agricultural sector, modern market-oriented farms or complexes - large-scale producers of food and raw materials - should be developed.

Owing to the predominantly agrarian structure of the economy, with a small

proportion of non-agricultural professions in the total population (low incomes and consumption), even a pronounced market shortage of a particular food item does not necessarily mean that large quantities of that item are required to meet the demand. Very often, only a few tons or thousands of tons need be imported, and such quantities can usually be produced on some ten thousand hectares of intensively cultivated land. Only one or two properly equipped and managed agricultural estates can produce the quantity sufficient to decrease substantially, if not overcome, the shortage and substitute the imports. The development of these estates may be effected in less than five years. A loan can be used for the development of the estates and be repaid by the estates themselves, without government subsidies.

The participants in this Consultation from the developing countries will hopefully present cases showing that a few well-organized agro-industrial complexes or agricultural estates can satisfy a country's needs for a particular product and thus imports can be substituted; sugar in Ethiopia, for example. This has already been adequately demonstrated in Yugoslavia.

Wheat is a dietary staple in Yugoslavia. Owing to the rapid economic development and improved living standards of the population, the consumption of wheat, both per caput and in toto, has swiftly increased since wheat was preferred to other cereals, maize in particular. Despite a substantial increase in wheat production, large quantities have to be imported. From 1958-1961 annual wheat imports averaged 640,000 tons: more than forty per cent of the total needs of the non-agricultural population. Ten years later (1968-1972) only 134,000 tons were imported yearly: only five per cent of the needs of the bread-purchasing population. It should be kept in mind that the total consumption of marketed wheat in the latter period was some thirty per cent higher than that of the first period, and that substantial quantities of wheat are currently used to feed the livestock. During the first period, poorly equipped social large-scale estates supplied the market with about forty per cent of its total requirements; however, in the second period, these estates, now enlarged and well equipped with up-to-date equipment and manpower, supplied some seventy per cent of the requirements of the expanded market. Wheat, however, is not the only agricultural commodity, in the market supply of which the agro-industrial complexes play an important role. In 1971, the socially owned agricultural enterprises, among which agro-industrial combines prevail in terms of area and output, represented some 14.7 per cent of the total cultivated

area of the country. Their share of the market, however, was of the following order:

Production on social holdings (per cent of total production)

Maize	69
Sugar Beet	68
Sunflower Seed	67
Apples	92
Dessert Grapes	78

In the animal husbandry sector, there are nine socially-owned livestock units, their market share being as follows:

Market deliveries (per cent of total market deliveries)

Porkers	34
Fattened Cattle	30
Fresh Milk	30
Milk Products	88
Poultry Meat	86
Eggs	78

Agro-industrial complexes as successful suppliers to major cities

According to UN estimates, urban populations increased in the last decade at a compound rate of 4.6 per cent annually, i.e. doubling in 15 years. The countries' capitals and other conurbations, however, grew much faster, in particular in some developing countries. Supplying the major cities in those countries with food, in particular with milk, meat, vegetables and fruit, has become an acute, if not critical problem.

Large agro-industrial complexes, similar to Yugoslav agro-industrial combines, in which agro-industrial production, processing and trade (including retail trade) are vertically integrated, may be a suitable form, by which food supplies to the rapidly growing major cities can be secured. These enterprises may have one or more "industrially" organized large dairy farms, highly intensive and productive feedlots, industrialized poultry production (eggs and broilers),

as well feed mixing units, dairies, slaughter-houses, cold storage facilities, retail stores, etc. One or two dairy farms with a herd of about 5000 high-yielding cows, can supply a city with about 50,000 litres of milk daily.

The same enterprise may organize an up-to-date milk production on a contractual basis with neighbouring farmers, supplying them with high-grade cows, feed mixtures, veterinary assistance and know-how and purchasing the milk produced, thus substantially increasing the supply of milk. It is extremely risky to embark upon the rearing of high-yielding cows on peasant farms, if they are not supported by an up-to-date enterprise acting as the production organizer and the market outlet for the increased production. Without the assistance of such an organization, small farmers can hardly rear, feed and breed highly productive cows, and are unable to affectively use their productive potential. Even if a special service is established to assist the farmers, it can not be as effective as the service provided by an enterprise which works with the farmers on a contract basis, thus securing raw materials for its own factory or commodities for its retail stores. A special service is also expensive and its costs must be borne by the government. On the other hand, the service within an enterprise, properly equipped, covers its own costs from the increased production and profit, and it is efficient because the salaries of the specialists depend on the results achieved.

In the same manner, an agro-industrial complex, which produces livestock products, can also satisfy the large cities' vegetable, fruit, cereal, and other crop requirements, if soil, climate and other conditions permit. Substantial savings, in terms of transportation, storage, merchandizing and overhead costs, may be effected, if all the above production activities are organized within one complex enterprise, as the same services, facilities and retail store networks could be used and middlemen avoided.

There are many examples in Yugoslavia of agro-industrial combines having a significant, if not decisive role upon important food supplies to large cities. A good example is the Agricultural Combine "Beograd" which started its development on 17,000 hectares of previously flooded area, with the aim of initially supplying the rapidly growing city of Belgrade with milk, meat and vegetables. Even in its first years, when it was still not completely built and equipped, the Combine became an important supplier of milk and meat. In 1972, the well equipped and highly developed combine with its dairy farms in

the vicinity of the city delivered some 210,000 litres of milk daily (including dairy products) and, together with the milk produced in co-operation with neighbouring farmers, some 290,000 litres daily. About 200,000 kilograms of bread could have been baked daily from the wheat produced by the combine in 1972. Most of the other combines in Yugoslavia play an important role in supplying adjacent cities.

Agro-industrial complexes as raw material suppliers to the agro-industrial processors

Agricultural products, as a rule unprocessed, are most important export items in nearly all developing countries. Local industries processing agricultural products are being developed slowly in developing countries (exceptions are industries utilizing raw materials which can hardly be exported, such as sugar cane). Some developing countries even import goods manufactured from the raw materials they usually export.

One reason for the slow development of the industries which could process the agricultural products currently exported, might lie in the scarcity of capital. However, a more important reason is the scarcity of raw materials of the quality need to ensure a steady supply to an optimum capacity plant. There are numerous instances where newly built factories in these countries fail to use their capacities satisfactorily (and some are not in operation at all), thus making their products expensive and uncompetitive. The combine-type enterprise is often the only way to secure raw materials in sufficient quantity and quality. By up-to-date organized agricultural production, it is possible to increase yields per hectare rapidly and to secure high quality produce. The starting point may be a factory with the minimum capacity required for profitable operation, the necessary quantity of raw materials being produced on the complex's farm. This would be especially applicable in cases where the raw material had not previously been produced in the region. After a new agro-industrial complex starts operations (raw material production and processing), it may organize the production of the same raw materials on the neighbouring farms, supplying them with selected seed or seedlings, or grade livestock, and with other necessary materials and services, such as fertilizers, herbicides, mixed feed, machinery services, know-how, etc. all on credit if required. Since the farmers will use the same varieties of seed, seedlings or livestock and apply the same production

practices, they will produce good quality raw materials. Additional quantities of raw materials, thus produced in collaboration with neighbouring farmers, will enable the agro-industrial complex to extend the factory to optimum capacity, hence production costs will decrease and revenue increase. When the agro-industrial complex greatly expands production of the required products on the neighbouring farms, it should produce more quality seed and seedlings, more grade or pure-bred livestock, more mixed feed, etc., in order to satisfy the farmers' needs, letting them produce more of the raw materials required.

Yugoslav agro-industrial combines which were developed on new land commenced with agricultural production and as a rule, constructed industrial plants at a later juncture to process their agricultural products. In many cases, however, existing factories joined up with large agricultural estates in order to secure a better supply of raw materials. At present, the majority of factories processing agricultural raw materials are integrated with agro-industrial combines. The small number of factories which are not integrated generally conclude long-term contracts relating to the supply of raw materials. When expanding their own production or production in co-operation with neighbouring farmers, the combines build up new plants or expand existing processing plants to deal with the additional raw materials. Thus, the process of integration in the agro-industrial complex develops steadily; sometimes the integrators are in agriculture and wish to secure favourable marketing for their products, sometimes they are in industry, and wish to secure additional raw materials for their expanded capacities. Both agriculture and industry are interested in integration with existing trade organizations or the establishing of new associations, in order to close the circle and present their own products to the final consumer, thus avoiding middlemen.

Agro-industrial complexes as producers for export

Developing countries, as a rule, attain low prices for the agricultural commodities, raw or processed, which they export. The most frequent reasons are poor quality, owing mostly to the mixing of commodities of various quality, and large quantitative and qualitative fluctuations of exported commodities from year to year. If one is first to stabilize and then increase agricultural exports in terms of both quantity and quality, it is necessary to shift from the collection of surplus products to the organized production of commodities for export.

Combine-like enterprises can contribute greatly to the solution of these problems. It can be observed that on their own land, in their own stables and factories, combines can rapidly develop and stabilize the production of quality commodities which are competitive on foreign markets. Moreover, they can greatly expand production in collaboration with neighbouring farmers who specialize in the production of the export commodity required.

In the highly competitive and sophisticated European meat market from 1965-1970, Yugoslavia ranked as follows among the European exporting countries:

<u>Commodity</u>	<u>Position</u>
Fresh, chilled and frozen meat	5th
Bovine meat (baby beef mostly)	5th
Canned meat and meat preparations	4th

This high rating amongst the meat exporters of Europe is due to Yugoslavia's rapid improvement in product quality, which in turn can be attributed to the agro-industrial combines or similar enterprises, which from the very beginning reared high quality livestock on their own farms and later in collaboration with local farmers. At present, the agro-industrial combines in Yugoslavia produce the best quality beef, owing to the rapid introduction of good cattle breeds and the application of the most modern production technologies. Similar achievements were attained in quality wine production, and other agricultural products.

Agro-industrial complexes as the developers of peasant agriculture

Development of peasant agriculture and rural areas is an arduous problem confronting the developing countries. In addition to the scarcity of capital for investment in agriculture, the unfavourable agrarian infrastructure, the lack of agricultural research and proven innovations with high returns as well as the shortage of experienced staff, all of which are necessary to the development of peasant agriculture, a major impediment to development is the almost complete absence of an appropriate institutional infrastructure, farmers' organizations at grass-root level, a supply and marketing network, institutions producing seeds and breeding stocks, appropriate credit institutions, etc. These are the main reasons why the agricultural services, such as those organized and operating in developed countries, could not and cannot achieve satisfactory results in

developing countries, in particular the least developed.

In the development of traditional agriculture in the developing countries, the so-called "package approach" is being increasingly employed. The scarce means and experienced staff, instead of being thinly spread throughout the country, are concentrated in selected regions ("package projects"), offering the peasants in the region co-ordinated assistance in the form of loans, supplies, marketing, organizational infrastructure and know-how.

The results achieved in the development of peasant agriculture in Yugoslavia point to the invaluable role played by the agro-industrial combines and similar organizations in the evolution of backward traditional agriculture. In the papers, prepared by the Yugoslav authors at this Consultation, the methods used by the combines and similar organizations and the results achieved in the development of traditional agriculture have been explained: however, it should not be forgotten that agricultural output in Yugoslavia doubled in the period 1952/54 — 1969/71. Wheat yields per hectare increased from 1948/52 to 1970/72 by 110 per cent. The main contribution to these increased outputs and yields per hectare has been on the part of the combines and similar enterprises, either directly through their own estates, or indirectly through co-operation with small farmers. In the spheres of organization and distribution, co-operation as a method of development in traditional agriculture was important as was the role played by the farmers' co-operatives, many of which are integrated in agro-industrial combines today. The contribution of the large agro-industrial complexes and their co-operation with small farmers to the increase of agricultural output can be seen in the difference in yields per hectare achieved in 1971, which are presented below in tabular form.

	wheat	maize	sugar beet
	yield per hectare (indices)		
farmers who do not co-operate	100	100	100
farmers who co-operate with combines, co-ops, etc.	144	188	120
combines and similar organisations	178	230	164

One should keep in mind that in the post-war period, parallel to the increase in the yields per hectare achieved by combines and farmers who co-operate, the

yields of farmers who did not co-operate have also grown, because they watch their neighbours and with their assistance, they also, to some extent, apply better means and improved technologies in their farming. 1/

Agro-industrial complexes, as a means of resettling and employing the agricultural population

Many developing countries mostly resettle their agricultural population on newly developed land, aiming at increasing agricultural population and making better living conditions for the resettled population. Very often the planned targets are not reached and the large investments made in land development cannot be fully repaid, and government subsidies are usually required for a long period. This happens mostly because the conditions required to make settlers effective producers of cash crops are not secured.

The agro-industrial complexes can reach an effective utilisation of newly developed lands, costly structures and equipment in a relatively short period of time and under reasonable repayment terms. More than that they will more gainfully employ their labour than if they are mere settlers.

Nevertheless, if a settlement of the agricultural population is planned, it is advisable to develop a combine-like agricultural enterprise before settlement starts. The combine will produce the seed, grade livestock, feedstuffs etc., necessary for the new settlers; make experiments to test and identify the most suitable varieties of crops and agricultural practices for the region; supply settlers with machinery, services, transport, fertilizers, maintenance and other services, as well as know-how. The combine may also serve as a grass-root organisation helping farmers with loans and acting as their efficient supply and marketing organization, supervising the cash crop production for the needs of the processing plants or retail trade. Finally, it can organize supplementary activities and thus gainfully employ settlers in the off-season. By developing processing industries based on agricultural products, organizing intensive

1/ Farm sizes and structures in Yugoslavia, except for socially owned estates which possess 14.7 per cent of the total arable land, are very unfavourable. Of the total arable area in the country, 85.3 per cent is in possession of small farms possessing no more than 10 hectares (25 acres) of arable land consisting on an average of 6.5 plots per farm. 75 per cent of these farms are less than 5 hectares (12.5 acres). Some more data on the agrarian structure of Yugoslav agriculture are to be found in the annex.

agricultural production, and by arranging supplementary activities and necessary services, both directly and indirectly, substantially more population can be gainfully employed than by settlement alone. Thus, a viable economic entity can be developed, capable of repaying all development investments and accumulating funds for further development.

The combine-like enterprises, which rapidly increase production and develop processing, produce an increasing quantity of commodities which have to be transported, sorted, packed and sold to the final consumer, thus consuming large quantities of fertilizers, chemicals, fuel, etc. as well as utilizing a great number of various machines, which also have to be produced, packed, transported, sold, maintained, etc. They thus create conditions providing employment to a much larger number of people than would ever be possible by developing settlements based predominantly on subsistence agriculture. Modern agro-industrial complexes act in the development context in a manner similar to industrialization: they generate income, employment and savings as well as contribute to progressive changes in the economic structure, which are essential to the further successful economic development of a country.

Properly planned and developed agro-industrial complexes, skillfully managed, may be excellent centres for in-job training of managerial and other professional staff, an essential item which developing countries lack and one indispensable to the development of modern enterprises and production, based on application of up-to-date technology.

Properly and realistically prepared, an agro-industrial complex is a good bankable development project, for which it is much easier to secure the necessary loans and capital than for the classic development of peasant agriculture where grants and subsidies are more common than loans. An agro-industrial complex enterprise may be developed in stages, and thus the quantity of capital to be borrowed is reduced, as the savings in one phase can partially finance the next.

Assistance to the development of agro-industrial complexes in developing countries

From the above, it can be seen that agro-industrial complexes can contribute in various ways to a rapid development of the agro-industrial sector in a developing country. Properly planned agro-industrial complex enterprises can:

- increase rapidly and substantially the production of scarce agricultural

- products, thus reducing or entirely removing the need to import;
- produce on a large scale food items for the supply of rapidly growing cities
 - produce on their own farms or in co-operation with neighbouring farmers, raw materials in the required quantities and required quality to supply optimum-size processing factories;
 - organize the production, on their own farms as well as on smaller farms, of high-quality export products able to compete in terms of price and quality on world markets;
 - contribute effectively to the rapid development of the rural community and traditional agriculture;
 - utilize effectively newly developed lands and ensure the successful development of new settlements;
 - create conditions for industrial development through the large-scale consumption of agricultural inputs for industry;
 - generate employment opportunities for the local population at a relatively high rate;
 - decrease substantially the need for grants and subsidies for the development of traditional agriculture and rural regions;
 - attract capital and generate investment interest in the agro-industrial sector and through successful operation generate capital needed for the further development of the sector and economy as a whole.

The development of agro-industrial complexes, like all other kinds of modern enterprises, require substantial capital and numerous skillful staff. In most cases, the developing countries lack both, and thus require the assistance of the developed countries.

In order to prepare properly complex agro-industrial projects, implement them and manage their operations successfully, it is necessary to :

- study thoroughly data and conditions and prepare a realistic pre-investment study; assess market demands and requirements; select the appropriate location; make field and soil investigations; plan an optimum production schedule and the requisite technological programme; design infrastructure and the necessary structures; select machinery and equipment appropriate

to the programmed technology; programme the research and development service and the training of requisite staff, schedule the optimum stages of development, and propose appropriate financing etc. with a view to finding an optimum solution;

- secure in time the capital necessary for the construction and later for the operation of the established complex,

- elaborate the project and blueprints based on the approved pre-investment study and make any further investigations necessary;

- select an appropriate contractor and choose a capable consultant to ensure that the project is properly implemented in terms of time, structural standards and costs. At least at the beginning of construction, it is advisable to select a group of experts to supervise the construction who will later constitute the management of the completed enterprise;

- select well in advance the requisite professional and other basic staff, giving them theoretical and practical training in the management and operation of the new enterprise;

- ensure all pre-requisites for the efficient operation of the projected enterprise (infrastructural, communal and legal factors).

Developed countries can and should assist developing countries in carrying out all the above operations and other necessary jobs. Without any doubt, assistance in the form of loans and capital is necessary, but also in know-how, starting with the identification of potential projects through pre-investment and investment studies; the development of projects and training of requisite manpower to the standards needed for the effective management of the complex; the application of appropriate technology to production; the organization and conducting of research and development; organization of supply and marketing.

This paper will not dwell upon the questions of how developed countries or international and national development agencies can assist developing countries in the development of agro-industrial complex, as the participants from developed countries and international agencies will discuss this problem. However, an indication is given below of how Yugoslavia and its enterprises and organizations can assist developing countries in the development of agro-industry.

Co-operation between Yugoslavia and the developing countries in the development of agro-industrial complexes

Yugoslavia is also a developing country and thus also requires and receives assistance from developed countries in many fields. At the same time, Yugoslavia also co-operates, according to its means, with other developing countries, assisting them in their economic development. Yugoslavia has acquired experience in the development of the agro-industrial sector that might be of benefit to other developing countries wishing to utilize this experience.

As a developing country, Yugoslavia can offer only limited capital assistance. However, this does not mean that in selected cases some Yugoslav enterprises would not participate in the development of joint ventures with interested partners in developing countries.

Yugoslav enterprises and agro-industrial organizations - exporters, commercial banks, trade organizations, insurance organizations - have established The Export Credit and Insurance Fund, which provides loans for the export of capital goods of Yugoslav origin and insures Yugoslav exports against non-commercial and commercial risks. The Fund finances the export of equipment, ships and civil engineering works in foreign countries which are backed or executed by its members. Repayment terms for the loans granted by the Fund vary according to the category of equipment and type of work financed: serial machines 2-5 years, individual machines, equipment and plants 3-7 years, ships 3-8 years, complete industrial and other plants and civil engineering works 5-10 years. The Fund at present charges an interest rate of 5 per cent on financing extended to the banks, whereas they charge the exporters a slightly higher interest rate. The least developed among the developing countries may enjoy more favourable conditions than those described above.

Individual Yugoslav agro-industrial combines, their associations and other Yugoslav consulting firms, can offer substantial assistance to their partners in developing countries, in exploratory surveys and the identification of potential projects, in the conducting of pre-investment studies and the elaboration of investment projects, in the construction of 'turn-key' projects, in consultancy on and supervision of the implementation of approved projects, and particularly in on-the-job training of staff and the management of new

enterprises until they are fully operational and can be handed over to the partners. The Yugoslav partners are ready to guarantee the achievements of the projects and to accept all responsibility.

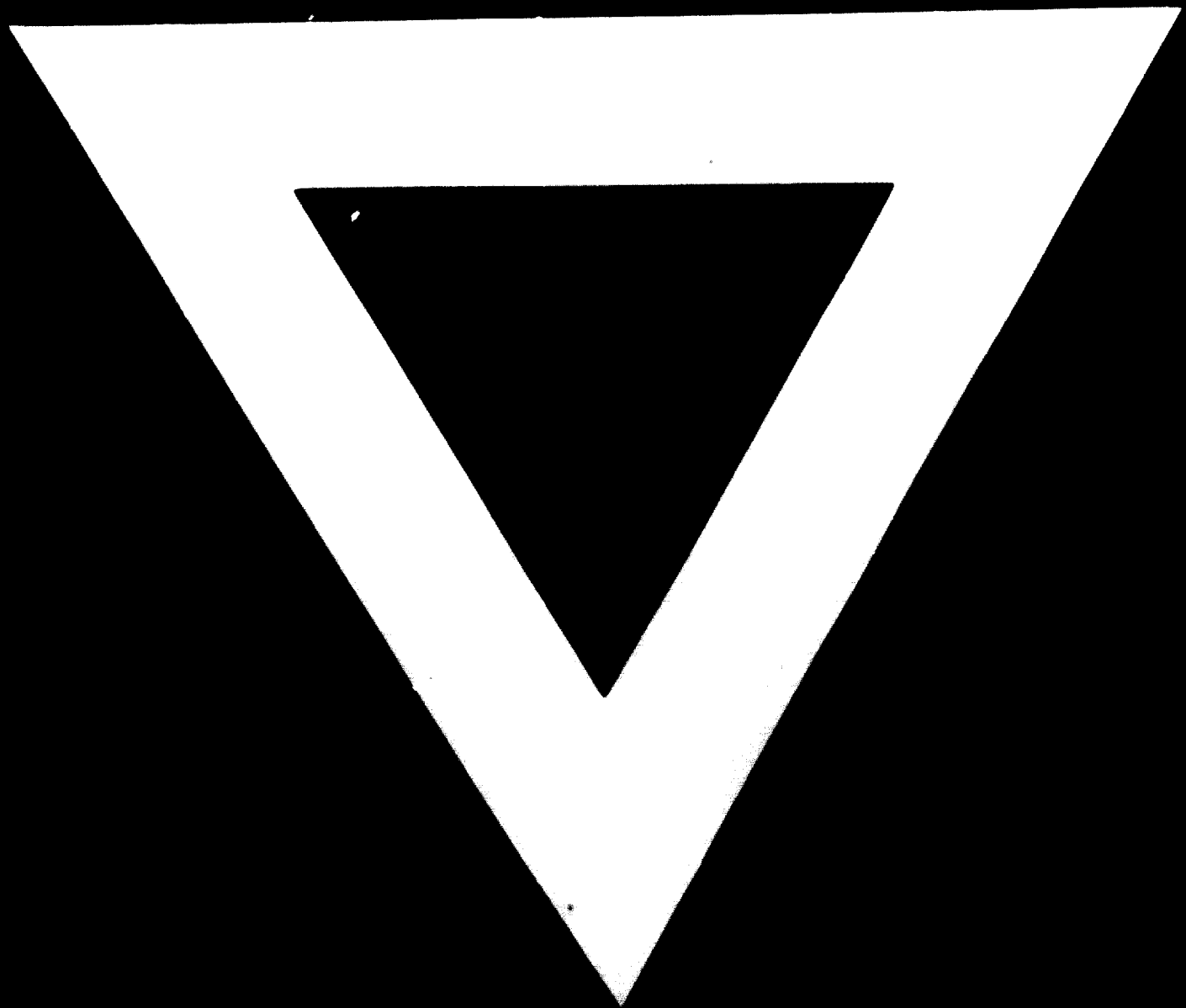
In view of the achievements of the Yugoslav agro-industrial combines in production and other activities, it can be assumed that they dispose of adequate skilled manpower resources. More than 8,500 university graduates, 12,000 technicians and 35,000 skilled workers are engaged in the agro-industrial combines of Yugoslavia. This large staff, rich in theoretical knowledge and practical experience, is able to prepare studies, projects and design, to construct and develop modern complex enterprises, to manage, operate and work in up-to date large-scale agro-industrial complexes as well as to develop further agro-industrial technologies and operations in these kinds of enterprises.

Despite the fact that Yugoslavia cannot offer any substantial grants in aid to other developing countries, their enterprises, organisations and agencies can render assistance in the completion of above mentioned jobs through their experienced staff, with the assistance and loans granted by international financial institutions and agencies or financial sources mobilized elsewhere. The teams of specialists assigned to the individual projects, are, and will be, selected from the staff of the successful enterprises in the given field, i.e. from those professionals who have a good theoretical knowledge and rich practical experience gained in the course of studying, planning, developing and managing large-scale agro-industrial complexes of the type established in Yugoslavia.

DATA ON PRIVATE FARMS, 1969

<u>Share of groups in: (% Total=100)</u>	<u>Farms size groups, in hectares</u>				
	<u>up to 0.5</u>	<u>0.5-1</u>	<u>1-2</u>	<u>up to 2</u>	<u>2-3</u>
Number of farms	12.1	9.3	17.9	39.3	15.2
Population on farms	10.3	7.9	16.2	34.4	14.7
Total farm area		2.7	7.0	9.7	10.1
Area under wheat	0.4	1.3	7.6	9.3	12.4
Production of wheat	0.8	0.7	5.3	6.8	9.0
Total sales	2.7	2.7	9.3	14.7	11.5
<u>Number of plots per farm</u>	1.9	3.7	5.2		6.5
Cereals	5.5	9.6	13.5		16.0
Other crops	49.8	34.9	31.5		24.3
Fruits and wine products	9.5	17.4	13.3		10.5
Livestock and products	35.2	38.1	41.7		49.2
<u>Sales of wheat</u>					
Quintals per ha	6.0	11.5	3.0		4.2
% of produced quantity	42.6	11.2	20.8		23.7
<u>Sales of milk, % of produced</u>	15.5	14.0	16.2		17.0
<u>Family members per farm</u>	3.9	3.9	4.2		4.4
Employed outside farm as % of total farm population	21.6	17.7	14.4		12.2
<u>Workers per farm (activ.pop.)</u>					
Total	1.9	2.0	2.3		2.5
In agriculture only	1.0	1.4	1.7		3.0
<u>Farms with employed</u>					
Outside, % of total farms	68	56	49		43
Income per holding up to 2 ha = 100		100			109
Family members, up to 2 ha = 100		100			101
Money income, % of total		78.7			74.4
Income from farm % of total		30.8			46.4

3-4	4-5	2-5	5-6	6-8	8-10	5-10	10-15	15-20	over 20	over 10
10.9	8.9	35.0	6.7	8.1	5.1	19.9	3.8	1.1	0.9	5.8
11.2	9.5	35.4	7.2	9.4	6.1	22.7	5.0	1.4	1.1	7.5
10.0	10.7	30.8		24.2	11.6	35.6		23.7		23.7
12.3	12.9	37.6	11.6	16.8	14.0	42.4	8.1	1.7	0.9	10.7
8.7	11.6	29.3	11.4	20.3	22.6	54.3	8.1	0.5	1.0	9.6
10.9	11.6	34.0	10.5	15.0	13.9	39.4	8.3	2.1	1.5	11.9
77.3	8.1		9.0	9.6	9.8		10.9	10.7	11.3	
14.2	17.1		17.4	19.6	23.3		13.9	3.4	6.7	
21.8	19.6		18.7	17.2	20.0		16.5	21.4	15.6	
12.0	10.2		9.5	8.1	5.9		9.5	10.0	9.3	
52.0	53.1		54.4	55.1	50.8		60.1	65.2	68.4	
4.3	4.2		5.4	5.9	7.2		9.6	6.0	1.8	
23.1	28.4		31.3	37.6	47.5		34.0	12.5	32.1	
18.0	21.6		21.1	22.7	25.4		23.8	26.9	28.3	
4.7	4.9		5.0	5.4	5.5		6.0	5.9	5.7	
10.2	8.9		7.7	7.2	6.1		6.5	7.5	7.1	
2.7	2.8		2.9	3.1	3.1		3.4	3.3	3.1	
2.3	2.4		2.5	2.7	2.8		3.8	2.9	2.7	
38	35		31	31	26		29	34	31	
	120		138				158			
	103		109				113			
	69.5		67.8				68.6			
	53.7		65.5				65.5			



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