



TOGETHER
for a sustainable future

OCCASION

This publication has been made available to the public on the occasion of the 50th anniversary of the United Nations Industrial Development Organisation.



TOGETHER
for a sustainable future

DISCLAIMER

This document has been produced without formal United Nations editing. The designations employed and the presentation of the material in this document do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations Industrial Development Organization (UNIDO) concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries, or its economic system or degree of development. Designations such as “developed”, “industrialized” and “developing” are intended for statistical convenience and do not necessarily express a judgment about the stage reached by a particular country or area in the development process. Mention of firm names or commercial products does not constitute an endorsement by UNIDO.

FAIR USE POLICY

Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

CONTACT

Please contact publications@unido.org for further information concerning UNIDO publications.

For more information about UNIDO, please visit us at www.unido.org



UNITED NATIONS INDUSTRIAL
DEVELOPMENT ORGANIZATION

Distr.
RESTRICTED
UNIDO/IPPD. 1974
30 August 1974
ENGLISH

05958

REPORT

MISSION TO INDIA, INDONESIA, MALAYSIA, PAKISTAN, PHILIPPINES, SRI LANKA, THAILAND

(19 June - 25 July 1974)

by

G. Bauer
UNIDO Official

Id.74-5562

We regret that some of the pages in the microfiche
/ copy of this report may not be up to the proper
legibility standards even though the best possible
copy was used for preparing the master fiche

TABLE OF CONTENTS

	<u>Page</u>	
I. The Mission's Findings - in condensed form	iv	
A - Participation in the 3rd Consultation Meeting, Tokyo	iv	
B - Other Matters	v	
II. The Mission's Findings - Details	1	
A - Preparation for the 3rd Consultation Meeting, Tokyo	2	
1. Pakistan	2	
2. India	2	
3. Thailand	3	
4. Philippines	3	
5. Indonesia	4	
6. Malaysia	5	
7. Sri Lanka	5	
B - Other Matters	7	
1. Pakistan	7	
2. India	10	
3. Philippines	12	
4. Indonesia	13	
5. Sri Lanka	15	
C - Results Manufacturer Participants in the Second Consultation Meeting on Product Adaptation, Brussels and the one at Stockholm achieved up to now	16	
III. ANNEX I - VII		
	<u>Page</u>	<u>ANNEX</u>
Government Institutions		
Pakistan	1	
India	2	
Philippines	3	
Indonesia	4	
Malaysia	5	
Sri Lanka	6	
List of Contacts and Manufacturer Candidates for the Tokyo Meeting		II
Pakistan	1	
India	3	
Thailand	6	
Philippines	7	
Indonesia	8	
Malaysia	10	
Sri Lanka	11	

TABLE OF CONTENTS (cont'd)

	<u>ANNEX</u>
Tentative List of firms for electric goods - India	III
Tentative list of firms for sport goods - India	IV
Minutes of the Meeting held in Joint Secretary - India	V
Letter from NIFED to Mr. Kastengren	VI
Currency Regulations in Sri Lanka	VII

I. THE MISSION'S FINDINGS - IN CONDENSED FORM

A. Participation in the 3rd Consultation Meeting on PAP, Tokyo

Country	expected manufacturers officially indicated		government official	Remarks	Action Required	Date Carried Out
	nominated during mission	Branch				
Pakistan	6	1 marble/onyx 3 furniture 2 utilities	1		cable reminder to: 1. RR 2. EPB	
India	10	6 electrical appl. 8 sports wear 2 unknown	1	I suggested to possibly nominate some further candidates till early August.	cable reminder to: SIDFA	
Thailand	4	1 furniture 3 wooden prod.	1	Further candidates may be submitted by Mr. Feinberg (UNIDO expert).	cable reminder to: Mr. Feinberg	
Philippines	9	3 sport goods 2 household 4 wooden prod.	1	Some are door manufacturers, a branch not included in the Tokyo meeting.		
Indonesia	7	2 wooden prod. 2 household 3 furniture	1 + 1	Additional candidates may be nominated now also by Ministry of Industry. Deadline set early August.	cable reminder to: SIDFA	
Malaysia	-	Open	open	Government asked for at least 4-6 mos. preparatory time, nevertheless will possibly nominate candidates till 10.8.	cable reminder to: RR on 10.8	
Sri Lanka	3 + 2	1 wooden prod. 1 sport goods 1 household 1 furniture 1 electrical appl.	1	Nomination forms for 3 manufac- turers have been handed over to RR, have however asked for some more since at least one may not be suited.	cable reminder to: RR on 10.8	

B. OTHER MATTERS DEALT WITH DURING THE MISSION

<u>Country</u>	<u>Subject</u>	<u>Code No.</u>	<u>Remarks</u>	<u>Action taken During the mission</u>	<u>Action To be taken</u>	<u>Date Carried Out</u>
Pakistan	Follow-up of consultation mtg. on PAP, Brussels		EPF has asked Ministry of Commerce to request UNIDO's following up assistance.	project document drafted. 38 m/m experts \$95,000. equipment 13,000. misc. 4,200. Min. of Com. will submit request soon.		EIS to TCD 13.8
	Prod. Adaptation	TS/PAX/71/007	Re-scheduling of timetable.			EIS to TCD 13.8
	Prod. Adapt. for surgical instruments		situation very confused. New SIDFA will look into matter.	pds + jd have been re-drafted. Value, 9 m/m \$22,500. approach to EPB. preliminary discussion on basis our proposal of 10.10.73.	reminder to SIDFA. 31.7	EIS to TCD 31.7
	Country programme	IP/PAX/042	new project	proj.doc.drafted together with TDA, Min. of Com. + Min. of Finance + UNDP Value \$519,000. recruitment for CTA. Duration 3 yrs., 2 mos.	correspondence with SIDFA. to cable RR UNIDO's principal approval. to start advanced recruitment for CTA. to transmit CV for Mr.Rettie(possible candidate for CTA) to RR.	EIS to TCD 1.8
India	Prod. Adaptation for selected industries.	IP/IND/74/040	clarifying of problems as outlined our letter 31-5-74.	finalizing of 10 jd.	recruitment to be started. information of specific countries. reminder to SIDFA, when nomination for fellowship, not arrived till 30.8.	July 74
	Follow-up of Cons. mtg. on Prod. Adapt., Brussels	IP/IND/72/045		pds + jd drafted with TDA 15 m/m experts \$37,500.	information to RR + SIDFA about principal agreement.	EIS to TCD 31.7

<u>Country</u>	<u>Subject</u>	<u>Code No.</u>	<u>Remarks</u>	<u>Action taken During the mission</u>	<u>Action to be taken</u>	<u>Date Carried Out</u>
Indonesia	Prod. Adapt. Advisor to Min. of Industry	DP/INS/014	new project	proj. doc. + jd have been finalized. 24 m/m experts \$60,000.	cable authorizing RR to sign. to start advanced recruitment.	31.7.
	follow-up of the Cons. mtg. on Prod. Adapt., Brussels, (assistance to Min. of Industry).		Min. of Ind. asked Bappenas to request follow-up assistance from UNIDO.	pds have been drafted. 11 m/m experts \$30,000.	reminder to SIDFA	27.8.
	assistance to NIFED (Nat. Inst. for expert development) various branches.	INS/74/030	NIFED asked for UNIDO's assistance under its PAP to supplement assistance received from ITC and bilateral German aid.	pds + jd have been drafted. experts 30 m/m \$75,000. tools etc. 7,500. misc. 2,000. subject included in project INS/74/030.	cable informing RR about principal agreement. to start advanced recruitment.	31.7.
	Prod. Adapt. in field of rattan furniture		government has asked for assistance with letter 27.5.74			EIS to TCD 2.8.
Philippines	follow-up of the Cons. mtg. in Stockholm		as recommended once by the government official UNIDO's assistance is further thought necessary.	pds + jd have been drafted together with BOI 7 UNDP experts m/m \$69,475. as a 1st step pds + jd for 27 m/m experts \$67,500. have been drafted.	cable informing RR about principal agreement.	EIS to TCD 13.8.
	assistance to the prod. design center		government authorities asked me to discuss assistance under PAP to the Prod. Design Center.		cable informing RR about principal agreement.	EIS to TCD 31.7.
Sri Lanka	Export Product Adaptation		on the basis of information received during the last board mtg. (evaluation report on activity 32.30.2) the Min. of Industry seeks UNIDO's assistance.	pds + jd have been drafted for 2 experts 9 m/m \$26,500.	cable information about principal agreement. advanced recruitment.	

II. THE MISSIONS FINDINGS - DETAILS

The mission started on 19 June 1974 during which the following countries were visited:

Pakistan (Karachi, Rawalpindi/Islamabad, Lahore, Karachi)	21 June - 26 June
India (New Delhi)	27 June - 5 July
	24 July - 25 July
Thailand (Bangkok)	6 July - 8 July
Philippines (Greater Manila)	9 July - 11 July
Indonesia (Djakarta)	13 July - 18 July
Malaysia (Kuala Lumpur)	19 July
Sri Lanka (Colombia)	20 July - 22 July

The mission had been well prepared by various correspondence. I would like to express my thanks to the various UNDP offices and SIDFAs who helped in organizing my visits in a proper way so that it was possible to conclude the tasks in a minimum period of time. The preparatory work of the various officers has to be especially emphasized since my schedule had to be changed due to unforeseeable circumstances such as e.g. an accident with a UNDP car in India and considerable delays of flights as in Manila 10½ hours which caused a delayed arrival in Djakarta for more than 36 hours due to non-availability of seats on corresponding flights.

Specifically I would like to thank for their extraordinary assistance the SIDFAs Mr. Lascelles and Mr. Kastengren and their assistants Mr. Patterson and Mr. Daems as well as Mr. Malhotra, Programming Officer of UNDP in New Delhi and Mr. Feinberg, UNIDO expert in Thailand.

Interim reports, dictated on tapes, and background information had been continuously sent by pouch to the Export Industries Section. In some cases the pouch took a fortnight to reach UNIDO and the information was not received prior to my return. The tapes with the report on Thailand and the Philippines were lost altogether.

By order of UNIDO cable dated 16 July 1974 I had once more to stop over for another 2 days in India on my return.

A. Preparation for the Third Consultation Meeting on PAP, Tokyo
(the names of manufacturer candidates are listed in Annex I - VI)

1. PAKISTAN

Even if UNDP has not officially been informed, Mr. Skoumal, SIDFA and I were now told by the Ministry of Commerce and Export Promotion Bureau (EPB) that Pakistan wishes to participate in the Tokyo meeting. EPB will probably act again as local counterpart and there it is mainly Mr. Anas, Director General and Mr. F.H. Ahmad, Deputy Director who will, in connexion with Mr. M. Ahmed, Chairman of the Federation of Pakistan Chamber of Commerce and Industry in Karachi, be responsible. The matter has been discussed in detail with them as well as the JETRO representative Mr. Yun Takahata and his Secretary Mr. Saghir Ahmed Khan.

I had also the possibility to outline the purpose and aim of the Consultation Meeting in a meeting with representatives from the Industry and to discuss the preparation of the meeting.

The Pakistani side showed interest to be represented in Tokyo with sport goods (produced in the Lahore area), office equipment (small furniture and other articles) and possibly also household articles. We asked Mr. Anas and Mr. Takahata to further discuss this matter and to establish a preliminary list of suitable products. I asked that this information be sent to me as soon as possible, latest by the end of July. It was not yet finally decided who will be nominated as official.

2. INDIA

TDA and Ministry of Commerce showed great interest to participate in the meeting. An official letter to UNDP is expected in the very near future.

I had the possibility to introduce the aim and the organization of the meeting during a discussion at TDA with various manufacturers and manufacturer organizations who were willing to participate in the Tokyo meeting. (See also Annex II, list of contacts with indication of the branches). A number of candidates provided me with indications of their product lines. A preliminary list of products which according to the Indian opinion could be selected for the Tokyo meeting will be handed over to UNDP at the latest by the end of July. The manager of the local JETRO branch office, Mr. Yamagahi and the Deputy Manager Mr. Singh participated at this meeting as well. He has been asked to assist in indicating suited products but hesitated to give advice before having contacted his headquarter office in Tokyo. I discussed with both the Ministry of Commerce and TDA also the question of a suited government official. A government official however, will not be nominated before September 1974.

3. THAILAND

Thailand has officially nominated 4 candidates, but it was not possible to contact them personally since most of them were, like many government officials, on vacation. In discussions with Mr. Chaiyaroj, Prime Minister's office; Mr. Sawaike, Deputy Director, JETRO branch Bangkok and UNDP, I asked for more nominations since some of the nominees may not be suited (handicraft items!). Mr. Carill, SIDFA asked Mr. Feinberg, UNIDO expert for wooden products and furniture design to co-ordinate the preparation for the Tokyo Meeting. Mr. Feinberg promised to discuss the matter with the Ministry of Industrial Promotion (e.g. Mr. M. Prabpass, Deputy Director General, who was abroad at the time) and Ministry of Commerce and to submit additional candidates.

I raised some doubts if Mr. Malisuan, whom I could not meet, would meet the criteria set for government officials.

4. PHILIPPINES

As expected my visit to the Philippines had been very carefully organized by the Board of Investment (BOI), the counterpart in the former Consultation Meeting in Stockholm.

The BOI is again entrusted to be the local counterpart. During a meeting with the nominated manufacturers and representatives of BOI and of manufacturer organizations the preparations for the Tokyo meeting have been discussed in detail. Since door manufacturers in the Philippines are subordinated to the furniture manufacturers, BOI has also nominated some of them. To my mind however, doors cannot be selected for the meeting. I asked therefore for additional nominations.

Mr. Sanchez, Governor of BOI also wanted to discuss the participation of door manufacturers with the association and the manufacturers since he felt that many of them are highly interested in diversification of their product lines.

Brochures showing the product lines of 7 of the candidates were handed over to me. Two additional manufacturers have already been indicated.

The government official Mr. Sucedo, whom I know from previous occasions, is a highly competent man.

Unfortunately, the representative of JETRO could not attend the meeting and there was also no possibility to contact him.

Future Consultation Meetings

During this meeting Mr. Sanchez emphasized the great interest of his government in the Consultation Meetings on Product Adaptation UNIDO organizes and drew the attention to the good results achieved in Stockholm (see Annex Point C).

He regretted that the Philippines were not invited to the 2nd Consultation Meeting in Brussels, but it was found that this was due to a lack of information within the government about interregional projects.

UNDP is transmitting information about interregional projects only to NEDA, the official counterpart, without informing, as e.g. in case of regional projects, other institutions involved. It was therefore suggested that in future we should send background information about planned projects also directly to BOI. In case of the 4th Consultation Meeting in 1975 I have informed BOI already and BOI will endorse this project.

5. INDONESIA

The Ministry of Industry who was represented by a government official in the Brussels meeting, did, prior to my visit, not nominate neither a government official nor manufacturer participants. Not even after Mr. Kastengren, SIDFA informed them directly. NIFED, the National Institute for Export Development within the department of commerce, has nominated a government official as well as 4 manufacturer participants. I was told by the Chairman of NIFED that he had contacted the Ministry of Industry first who assured that the Ministry of Industry would not nominate neither government officials nor manufacturer participants. The Ministry of Industry however, would now also like to nominate candidates. Two of them were introduced to me. However, till my departure no official information had been received by UNDP.

It is expected that more manufacturer candidates may be submitted by both NIFED and Ministry of Industry since I had some doubts with regards to one or two of the nominees as they already have joint ventures with Japanese firms. It was promised that the new nomination forms will be sent to UNDP and that they reach Vienna by the first week of August at the latest.

In a meeting with nominated candidates and possible additional candidates as well as with the Board members of the Chamber of Commerce and Industry, I explained the purpose of the meeting and we had a lengthy discussion about necessary preparations.

The government representative, Mr. Bain, nominated by NIFED is not a too high ranking official. He is the assistant to the Head of the Industrial Product Center of NIFED. However, he has the full support of the Chairman and therefore he may be suited as government official. The Ministry of Industry wants to nominate Mr. ... as government official whose English is not too good but he speaks Japanese.

I paid also a visit to the JETRO office and had a lengthy discussion there with Mr. Noto, the Chairman and Mr. Yamazaki. I was told however, that the office will not be in a position to assist in the preparation for the meeting too much.

6. MALAYSIA

According to a cable from the Resident Representative I was informed that the visit was cancelled due to no candidates nominated. However, due to flight connections I had to make a stop over in Kuala Lumpur and I used this opportunity for talks with UNDP and upon their advice with the Ministry of Trade and Industry.

The Malay Government has repeatedly supported the projects for Consultation Meetings on Product Adaptation, but it is surprising that there were no candidates ever nominated for previous consultation meetings and none for the upcoming Tokyo meeting. During my discussion I found that the government is really highly interested in these kind of projects.

There is, however, a coincidence of hapless circumstances responsible for non-nominations of participants. One reason seems to be the channeling of information within the government. The Ministry of Trade and Industry became apparently only recently aware of the meeting, too late to keep to the deadline. It may, however, be difficult to overcome this problem in future since I was told that UNDP is not supposed to contact any institution other than EPU, the Economic Planning Unit. One solution may be to send the information to UNIDO experts as e.g. Mr. Iqbal at PIDA.

Miss Nelson, Assistant Secretary of Industries Division of the Ministry of Trade and Industry has asked to extend the deadline for nomination till about 10 August. Export Industries was asked by cable to extend the deadline accordingly.

7. SRI LANKA

The government, as I was told, submitted nominations for 3 manufacturer participants and 1 government official. Since I had objections with regard to one candidate, whose firm is totally foreign owned, I asked for further nominations.

2 additional candidates were already introduced to me. But I was also informed that the government will approach officially UNDP to assure the participation of the foreign owned company.

There is an additional problem for further nominations. The foreign currency regulations which only allow private entrepreneurs to utilize own foreign exchange earnings for travel abroad. See also Annex VI. I have therefore been asked to discuss at home the possibility of financing also the travel (foreign exchange) for such participants who had up to now no export earnings.

The government official, Mr. Murugasu seems to be a very competent man who speaks a concise English.

B. OTHER MATTERS

1. PAKISTAN

a) Follow-up of Brussels Meeting

Mr. Anas, Director General of EPB, informed me that he had transmitted to the Ministry of Commerce the request for follow-up action as recommended in Brussels. (Annex 1 of Brussels report). Mr. Kausar, Joint Secretary at the Ministry of Commerce told me, after that the request could be traced, that an official request can be expected. The draft I sent in March will be slightly altered. The shipment inspection should not be considered the task of government institutions but rather as an improvement of quality control; packaging will be altered into packing.

Mr. Skoumal who was present at the discussions promised to look into this matter after my departure. Mr. Anas promised to send directly to me a detailed programme for the experts requested. Mr. Anas stated his full satisfaction with the Brussels meeting and mentioned also that the manufacturer participants informed him that the follow-up action was very satisfactory. In discussions with some of the participants of Brussels I found out that one participant resulted in getting an order worth about US \$1,500,000., another one got an order of US \$20,000. which kept his 22 workers busy for half a year. Further contacts were achieved which may in the near future bring results. Another mentioned that trial orders worth several thousands of dollars are presently to be shipped to a number of people in Brussels. Most of the participants, however, stated that they are reluctant to indicate those figures in the questionnaire (apparently they do not want to communicate to the government). It has also been stated that the participants often were contacted during the meeting for those products which were not included in the consultation meeting. Orders worth more than US \$100,000. were achieved in addition.

Country Programme Project

The situation with regard to UNIDO's project are everything else than clear. In Pakistan's country programme there are two projects enclosed 041 for UNCTAD/ITC and 042 for UNIDO, the first one with Ministry of Commerce, the second one with Ministry of Techniques as counterpart. Mr. Kamp who was somewhat surprised that the Ministry of Commerce has already been indicated as counterpart mentioned that this indication should not be regarded as final.

It is stated that the two projects should be interrelated and specifically the UNIDO programme should take into account the results of the ITC project. A draft project document for the UNIDO project has been sent from UNIDO to the Resident Representative's office on 10 October 1973. Despite various reminders there was no reaction. I was now informed by Mr. Kamp, Deputy Resident Representative that

during the annual conference of the steering committee, it has been decided that UNIDO's project should be postponed for at least one year. This would be 1.1.76. This surprised me since we had suggested to start the UNIDO project even earlier than indicated in the country programme, the 2nd half of 1974 instead of 1.1.75, since various experiences gained through other projects as e.g. the running programme with Sweden as counterpart and the two consultation meetings, would make it possible to start with.

I discussed the matter also with Mr. Tayyal Hassan, Deputy Secretary in the Division of Industry and Mr. Kausar, Joint Director of Ministry of Commerce. Specifically Mr. Hassan suggested that the project should be implemented as soon as possible.

Counterpart in the UNCTAD/ITC project is Ministry of Commerce and specifically Export Promotion Bureau, Karachi. A team from ITC has recently been in Karachi to draft the project document together with Mr. Anas. Mr. Anas was very surprised to hear now that there is also a project for UNIDO foreseen in the Country Programme. He mentioned that he would have drafted the UNCTAD/ITC project in a different way if he would have been aware of this fact. In this contents Mr. Anas mentioned that the correspondence with ITC was going on for about one and a half years without any results. He stated if ITC would not have sent a mission nothing would have happened even by now, "unless an expert comes to screen the project document, correspondence will not help."

The question if there would be a fair chance to come to a conclusion through a somewhat prolonged stay of mine in Islamabad has been discussed with the Deputy Resident Representative and Mr. Skoumal, the new SIDFA. It was, however, found appropriate that Mr. Skoumal would have at first further discussions in this matter with the institutions involved and that the project document should be drafted by a mission in the last quarter of 1974.

Since UNDP starts the preparation for the Second Period of the Country Programme, which will start in 1977, in due time it would be perhaps reasonable that, the mission re-drafting the project of the present country programme would also be entrusted with the task to draft proposals for the future country programme.

(Mr. Kamp mentioned that the IPF for Pakistan for the Second Period will be considerably increased).

c) Projects TS/PAK/71/807

I handed over Mr. Lind's report to EPB as well as the UNDP office. At EPB one was surprised that Mr. Lind did not mention the questions of stitching of

basic materials used for shirts and the question of proper lining and designing, a matter which apparently has been discussed with him, We also found that Annex I should be amended in a way that Mr. Anas should be called Director General instead of Deputy Director and that Mr. Tahi Sheik should be deleted from this since he was no more with EPB at this time and that it should read instead of him Sh. Anad. The drafts for follow-up requests have been discussed with EPB but it will need further discussions with the provincial branches as well as the manufacturer associations and individual manufacturer associations before a request can be passed on to UNDP.

I also discussed Mr. Granberg's visit who has been in Pakistan recently. EPB expressed their hope that Mr. Granberg would include in his report recommendations for e.g. wire cutting of rocks, polishing and finishing of marble tiles and expertise of proper tooling for onyx products.

1) Surgical Instruments and Cutlery

There are apparently various associations and even individual manufacturers interested in this project. The request resulted apparently from Punjab of which Lahore is the capital and where the surgical instruments and cutlery industry is situated. As requested by EPB I made a stop over in Lahore to discuss the matter there. It happened by chance that I met there also experts financed from a bi-lateral aid resource and who are apparently also dealing inter alia with this sector. I got therefore, information which enlightened somewhat the situation and made it understood why the request for this project has been delayed from the Pakistani side.

Together with M.S. Islam, Director General of the local EPB, Lahore the project data sheets have newly been formulated. He wanted to discuss the new draft with the manufacturer association in Sialhot and the project data sheet will then be transmitted to EPB, Karachi and from there to the Ministry of Commerce in Islamabad. A copy of the draft is attached. The expert will be requested for a duration of 6 - 9 months.

2. INDIA

a) Country Programme project DP/IND/74/040

Duration - 1.3.75 to 30 August 1978

Project budget - US \$519,000.

The project document as well as the job description had been drafted at my first stay there together with TDA and UNDP. UNDP has however suggested to stop over at Delhi again on my return. At this occasion the project document has been discussed with Miss Majundar, Secretary, Ministry of Commerce and Mr. S. Santhi, Economics Division of Ministry of Finance and has been slightly redrafted accordingly. (Minutes of the last meeting are attached as Annex).

The projects included now a Chief Technical Adviser (CTA) for 3 years, who is intended to organize as a kind of project co-ordinator, the missions for 9 different product groups with 45 consultants involved, and to assist in placing fellowships and the technical experts.

It has to be kept in mind that the 9 short term missions have to be carried out by high caliber consultants who are active members of their business community. These experts are different from the experts UNIDO normally recruits, therefore it will hardly be possible to find suitable experts in these cases in the UNIDO roster. Only direct personal contacts may help. The CTA is therefore envisaged to assist in finding suitable consultants.

It was agreed by the Ministry of Commerce, TDA and UNDP that the normal clearing procedures have not to be applied for these short term consultants. These procedures also would not apply to the consultants for the bicycle and electronics missions of project

b) Project DP/IND/72/045.

The CVs should in future however, be sent on blank paper instead of using the P.13 forms. The SIDFA will then discuss with TDA the candidatures and TDA will decide upon them finally.

TDA suggested that provisions should be made so that the technical experts may be entrusted with following up the project after their return.

Electronic mission within project DP/72/045

The job descriptions had been drafted there and recruitment procedures have been initiated immediately.* TDA promised to assist in finding suitable candidates with the help of their local branches in Frankfurt and New York. A tentative list of firms to be visited by the mission has been established (attached as Annex II).

*initiated on 19 July 1974, based on advanced information.

Sport Goods mission within project DP/72/045

Also for these experts the job descriptions have been drafted together with TDA and recruitment procedure has been initiated as well, while I was still on mission.

A tentative list of firms to be visited by the mission has been established and is attached as Annex II.

Fellowships within projects DP/IND/72/045 and 74/040

It has been agreed that the fellowships for the running projects as well as for future projects should be placed on¹, after the respective missions have been finalized. It is therefore foreseen that in 1974 only the fellowship for the sports goods sector may be placed. Nomination forms will be handed over by TDA to UNDP in the very near future. I asked TDA to assist through its local branches in finding suitable places for those fellows. TDA expressed the hope that UNIDO does not have to channel these fellowships through Geneva. The fellowships for bicycles will only be agreed on after the bicycle mission has been finished and the same applies to the fellowships in the electronic sectors.

TDA agreed completely to my point of view, as outlined in our letter of 31 May 1974 with regard to the various stages and different types of missions regarding experts. This means that "Identification missions" will be organized for the bicycle and electronics sectors, while technical experts have to be recruited for the sports goods sector, since in this case already an identification mission has been carried out earlier.

c) Follow-up of the Consultation Meeting, Brussels

During the Brussel meeting, suggestions were made for further UNIDO assistance to improve the export industries of India. TDA agreed to these recommendations. The draft for a project request as well as for the job descriptions were put forward to the Ministry of Commerce who has to approach the Ministry of Industry before an official request can be channeled through the Ministry of Finance to UNDP. This draft includes 3 experts for 15 m/m with a budget of US \$37,500.

TDA raised the question if it would not be possible that future projects for consultation meetings foresee the assistance of a consultant to assist in following up the Consultation Meeting on Product Adaptation. An official approach in this matter is expected.

3. PHILIPPINES

Follow-up of the Consultation Meeting, Stockholm

Mr. Sanchez, Governor of the Board of Investment (BOI) handed over to me an "assessment of the results of the Product Adaptation Meeting held in Stockholm", which has been organized by me.

The report shows that the manufacturers adapted their products e.g. in:

- colour fasteners (with 3rd part assistance from a Swedish firm)
- workmanship (garter attachment, stitching)
- improvement of quality (with 3rd part assistance of a Swedish firm in one case and with own research in another)
- new shapes and design of shoe lasts, moulds and fittings
- diversification of kinds
- improvement of the production process to reduce the costs

It is reported that after the adaptations have been completed, which took sometimes more than a year, the products received now very satisfactory and encouraging comments from importers abroad. US \$561,000. orders have been received in the meantime from participants in the Stockholm meeting and altogether a doubling of the turnover of 3 of the Filipino participants show the results achieved.

However, BOI and the manufacturers feel that they would need now UNIDO's assistance in the furniture sector to achieve the expected results.

A project document as well as job descriptions have been drafted together with the BOI, the furniture association and UNDP for 25 m/m experts and a budget of US \$69,475.

As asked by government authorities, I had also talks with the newly founded Design Center and as requested drafted there together with the Executive Director Mr. Luz, project documents and job descriptions for 3 experts, 27 m/m with a budget of US \$67,500.

4. INDONESIA

The Resident Representative and Mr. Kartengren, SIDFA expressed satisfaction that I arrived in Indonesia at the right moment to assist in the discussion with governmental authorities about further assistance. I was therefore asked to prolong my stay which was originally scheduled for only 2 days. Even if I arrived in Indonesia later than expected, mainly due to delayed flight connexions, the extension was possible since the UNDP office in Kuala Lumpur asked to cancel the planned visit there. My flights were several times considerably delayed, i.e. between Manila and Singapur for 10½ hours which caused a total delay of 36 hours since there were no seats available in parallel flights to Djakarta.

a) Follow-Up of the Second Consultation Meeting on Product Adaptation, Brussels

With regard to follow up technical assistance to be provided by UNIDO, Mr. Drs. Sukarno, Director in the Ministry of Industry mentioned that the project data sheets and the job descriptions as drafted by me on the basis of the recommendations of the Brussels meeting and as transmitted with our letter of 28 February 1974, found his full support and that he now suggested to the Director General to request the technical assistance from UNIDO under its programme on product adaptation and development for export industries. I was told that a letter was with the Secretary General of the Ministry of Industry to be sent to BAPPENAS, the central planning authority for outside assistance. The request may cover expertise of altogether 11 m/m with a budget of US \$30,000.

It seems that Mr. Sukarno who was the government official at the Brussel meeting had not had too many contacts with the Indonesian manufacturer participants in the Brussel meeting since then. Since most of the participants are situated in other parts of the country I could not contact them as well. Details of their results of the Brussel meeting were therefore not available.

b) Long-term product adaptation advisor to the Ministry of Industry - TP/INS / 14

About a year ago a team of experts to advise the Indonesian government in policy matters has been under consideration. However, for some reasons the Indonesian government felt that they do not need such a group headed by a project manager. They suggested instead to split this group in individual experts. Drafts of new requests have been sent to UNIDO just prior to my arrival in Djakarta. One of these individual experts should be a product adaptation adviser attached to the Secretary General's office for external relations in the Ministry of Industry. The draft project document for this expert has been discussed and redrafted during my stay together with Mr. Palunjar and Mr. J. Sudjati from the Ministry of Industry and Mr. Kartengren and Mr. Daems from UNDP. The new draft foresees one expert for 24 m/m as well as some short term consultants and tools for demonstration purposes with a budget of US \$60,000.

c) Short Term Consultants (NIFED)

NIFED has approached UNDP to be assisted by short term consultants. This matter has in detail been discussed with NIFED and the heads of the two advisory teams, the ITC one as well as the bilateral German one. The reason for the request is apparently that NIFED does not get on the ITC project all the assistance it expected. The Resident Representative as well as the SIDFA felt that NIFED should be supported and that UNDP office would be ready to approve the 5 short term consultants for altogether 13 m/m and with a budget of US \$84,500. under SIS. The ITC project manager has suggested that the UNIDO advisors should be supervised by him. He based his suggestions on the view of the former Res. Rep. that all UN experts to NIFED should be attached to the ITC project manager, a view which seems not to be shared by the present Res. Rep. Apparently also the Chairman of NIFED does not favour such a decision. It is therefore foreseen that the UNIDO experts will work directly under the Chairman of NIFED, but in close co-operation with both advisory teams.

d) Joint UNIDO/ITC Project

The possibility of a joint UNIDO/ITC project was discussed with both Mr. Kastengren and the ITC project manager. Both felt that a joint approach would be a great advantage for the country. It was however regarded as being too premature at present to draft a project document. I am expected to keep in contact with Mr. Kastengren in this matter.

e) Product Adaptation Seminar

In connexion with a representative from the German government to the Djakarta Fair, with NIFED and the Ministry of Industry, it was suggested that a kind of a product adaptation seminar should be organized parallel to the wood processing equipment fair in Hannover in early May 1975. NIFED is expected to contact Mr. Kastengren, SIDFA on this matter and to request that UNIDO should seek for the German assistance to organize such a seminar.

f) Other Matters

During my stay I had also the possibility to visit one evening the Djakarta Fair guided by Mr. Suka-no. Here I could get good views on products produced in Indonesia as well as of those already exported.

I also had a lengthy discussion with some of those UNIDO advisers attached to the Ministry of Industry.

5. SRI LANKA

a) Assistance to the Ministry of Industry

1. During my visit I could also continue talks with Mr. Sivanathan, Permanent Secretary of the Ministry of Industry, which were initiated at the last Board Meeting in Vienna. Mr. Sivanathan suggested now that his Ministry should be assisted within UNIDO's Programme on Product Adaptation by 2 experts for 6 respective 3 months helping to upgrade the rubber product export industry. The project document with a proposed budget of US \$26,000. and the job description as drafted there is expected to be submitted to UNDP in the very near future. Mr. Sivanathan asked to start immediately advanced recruitment action.

2. The possibility of future assistance to the Ceylon Institute of Scientific and Industrial Research has also been discussed and it has been agreed to correspond about it.

b) Assistance to the Export Promotion Secretariat

I may mention that there was a very good co-operation with the present ITC Project Manager, Mr. David Rettie. Mr. Rettie expressed his point of view for a closer co-operation in the field between ITC and UNIDO and that he would suggest to ITC a joint UNIDO/ITC project there. Even in the present stage Mr. Rettie feels that UNIDO's assistance would be of great advantage for his own project and it may be expected that the Export Promotion Secretariat of Sri Lanka to which he is attached, might in the near future request UNIDO's assistance for activities related to the ITC project.

C. Results Manufacturer Participants in the Second Consultation Meeting on Product Adaptation, Brussels and the one at Stockholm achieved up to now

In discussion with:

- 6 manufacturer participants (out of 56) of the Brussels meeting revealed that they resulted up to now in orders of US \$1,900,000., some trial orders after adapting products are presently shipped; and
- with 4 participants (from 6) in the Stockholm meeting: they received orders of \$561,000. from firms met during the meeting. Another manufacturer is told to have got some \$200,000. - 250,000. orders. The turnover of 3 of them doubled since the meeting,
- another one stated he has received now many enquiries from Europe after having implemented the adaptation measures suggested during the Stockholm meeting (as e.g. 1 initial order of 100,000 pairs of sport shoes and another order of 300,000 pairs of basketball shoes). It has also been mentioned that the government official is initiating through contacts indirectly established during the Stockholm meeting, 3 joint ventures.

N.B. Annex I contains descriptions of the government authorities and institutions relevant to UNIDO-EIS.

Government Institutions, relevant to EIS and the decision making process in:

PAKISTAN

The following Divisions (Division stands for Ministry) or Governmental institutions may be of interest for UNIDO:

- Division of Industry (responsible for private enterprises)
- Division for Production (responsible for public enterprises)
- Division of Commerce

Within the Central Government it is the Division for Economic Affairs which finally may decide the proposal and request the assistance officially from UNDP.

The Country Programme is reviewed by a "Steering Committee" which according to information meets on an annual basis.

- The Export Promotion Bureau, Karachi with provincial branches (the Export Promotion Bureau (EPB) is related to the Ministry of Commerce),
- Investment Promotion Bureau, Karachi (related to the Ministry of Industry),
- Federal Chamber of Commerce and Industry in Karachi,
- Small Scale Industry Co-operation e.g. Punjab Small Scale Industry Co-operation (PSIC)

It seems that the tasks of the various institutions are very often overlapping. The Export Promotion Bureau (EPB) is for instance also dealing with the improving of the Export Industries and therefore not only the Ministries of Industry or Production but also the Ministry of Commerce may be involved.

Project proposals may be suggested:

- by one of the 4 regional provinces, respectively their Governments
- by provincial government institutions through their Federal headquarters (i.e. from the provincial Export Promotion Bureaus via Export Promotion Bureau, Karachi to Ministry of Commerce in Islamabad).
- from central governmental institutions such as the Federal Export Promotion Bureau, Karachi
- by other institutions or organisations i.e. manufacturers organisations.

INDIA

According to Mr. Lascelles and Mr. Paterson, both of UNDP, the Trade Development Authority (TDA) is the best suited governmental organization for counterparts in projects of EIS of UNIDO. In spite of its name, TDA hardly deals with ITC and UNCTAD; it is however involved in SIDA projects. TDA has also the possibility to take care of the improvement of the export industries. TDA is linked to the Ministry of Commerce. Requests for technical assistance have therefore to be channelled through the Minister of Commerce and to the departments of economic affairs of the Ministry of Finance. This department is then corresponding directly with UNDP. In cases where the provisions are made in a project for the Ministry of Industry and Development may also be involved.

In TDA, it is mainly Mr. Pande and Mr. Rau, both Directors of the Division who may be the counterparts of Export Industries projects. Mr. Pande is dealing with country programme projects while Tokyo meeting is handled by Mr. Rau.

In the Ministry of Commerce it is Miss R. Masumdar, Joint Secretary who would be responsible for the country programme projects. Mr. Dikshit takes care of meetings, etc. in Asia i.e. the 3rd Consultation Meeting, Tokyo.

In the Department of Economic Affairs it is Mr. Santhi, Director of the Department who is handling UNIDO projects.

THE PHILIPPINES

The only counterpart for Product Adaptation projects in the Philippines was up to now the Board of Investment (BOI). Its tasks are described in my report of 14 March 1972 of the mission to the Philippines to prepare for the Consultation Meeting in Stockholm. BOI is headed by a Chairman, who became now also Vice-President of the newly created Department of Industry (established June 1974) and 4 Governors. Each of the governors is also responsible for one of the 4 divisions.

Governor Sanchez (the official representative in the Stockholm meeting for the Export Division). The newly created ITC supported Institute for Export Development (IED), has also been attached to him.

Governor Tordesillas (for the Industry Division which is sub-divided in Department of Industry - Chief: Mr. Salcedo who is nominated as government official for the Tokyo meeting - and the Department for Metals and Mining Industries - Chief: Mr. Arizadal.)

Governor Linsoco (for the Legal Division)

Governor Lawuza (for the Agricultural Division)

During my first visit to the Philippines I was told by many people that BOI is one of the most efficient governmental institutions there. This has also been proved in the past e.g. in preparing missions on the participation in consultation meetings. (The creation of the ITC-supported IED, was the reason why BOI was up to now not requesting UNIDO's assistance in following up the Stockholm meeting. Mr. Sanchez showed now great interest, however, in receiving this assistance.

The newly established Department (Ministry) of Industry is now supervising the BOI. Up to now BOI could approach the National Economic Development Authority (NEDA), the principle economic planning body directly with regard to outside assistance. NEDA is also finally deciding about requests for outside assistance. It seems that in future such suggestions and requests have to be channelled through the Department of Industry first.

The tasks of the Design Centre, founded in September 1973, as an autonomous agency under the Department (Ministry) of Trade are not limited to only designing, but now also product development and adaptation. As I have been advised by its Executive Director (Mr. Luz) they are specifically interested in assisting manufacturers in developing and adapting products for export.

Even if there is no official link between BOI and the Design Centre there seems a close co-operation at least between Mr. Sanchez and the Design Centre.

INDONESIA

The Department (Ministry) of Industry is headed by a Secretary General. A few sections as e.g. the Section for external relations, are attached directly to his office. To some extent these sections are apparently duplicating or overlapping the tasks dealt with by the five divisions which are headed by Director Generals. These Director Generals are said to be largely independent.

The Department (Ministry) of Trade is similarly organized; it is also supervising the independent National Institute for Export Development (NIFED). This institute is headed by a Chairman, presently by the very efficient Mr. Atmono Suyo (brother of the former UNIDO staff member and now adviser to the Vice President, Mr. Suyo). This institute seems to be very efficient perhaps due to the fact that 27 professionals (from altogether 88 staff members) are assisted by 11 experts from ITC; mainly working in the institute and by - presently - 3 experts from the German bilateral aid.

Since the Ministry of Industry cannot presently provide the technical support to the export industry, NIFED feels that it has to go into this field as well. Product development is included in its terms of references. Under the present situation NIFED is therefore suited to be assisted under UNIDO's Product Adaptation Programme and to act as counterpart. This is also the opinion of the UNDP office. Nevertheless, the co-operation with the Ministry of Industry should be enforced since the new Secretary General is to be said quite efficient.

Requests for outside assistance have to pass through the respective Secretary General. In our case, either through the Department of Trade or the Department of Industry. They are transmitting their requests then to an institution called BAPPENAS and it is said the BAPPENAS is carefully checking all requests to avoid duplication or international aid. An authority called OOITC will finally approve the requests and direct them to UNDP.

MALAYSIA

The Economic Planning Unit (EPU) is attached to the Prime Minister's office. This is the central unit which decides finally about requests for outside technical assistance. But UNDP as well as the Embassies are expected to contact the government only through EPU. As I was told it is therefore, e.g. not possible that UNDP would give even inofficially advanced notice about a meeting like the Tokyo meeting to one of the ministries directly.

From the various Ministries of the Federal government it would be the "Ministry of Trade and Industry", (headed by a Secretary General) which would be the possible counterpart for PAP projects.

This Ministry is sub-divided into an industry division, in a division for international trade (founded in 1972) with 22 trade commissioners in overseas offices and in the division for domestic trade. Attached to this ministry is also the semi-autonomous Federal Industry Development Authority (FIDA). The divisions are headed by directors.

But each province has its own government which are often originating requests for technical assistance. These governments are sovereign! A UNIDO expert, whom I met, thought that it would be an advantage if these authorities, specifically the provincial state development authorities, could be contacted during specific missions. (Such a possibility could be e.g. the selecting missions for a meeting like the Tokyo meeting).

SRI LANKA

There are 3 ministries which may be related to UNIDO's activities:

- Ministry of Planning and Economic Affairs, headed by the Prime Minister. This Ministry has a key function for outside assistance and is the official contact point for UNDP.

A department of this Ministry is the Export Promotion Secretariat (EPS) which is organized as an autonomous institute. It is headed presently by the Prime Minister's brother who is also Vice President of the Ministry of Planning.

The EPS which tasks are to plan, identify and to co-ordinate requests for foreign assistance (while the requests are formulated by the respective Ministry) is headed by a Director General, Mr. Ratwatte and has presently 6 professionals out of a staff of 12 and is assisted by 1 ITC expert. The 4 divisions of EPS are marketing, finance, planning and trade information.

- Ministry of Industry which is responsible for manufactured goods, is supervising the Ceylon Institute of Scientific and Industrial Research (CISIR).
- Ministry of Internal and Foreign Trade is responsible for commodities and attached to this Ministry is the very independent Bureau of Standards (which co-operates to some extent also directly with the EPS).

There exists also a Council of Ministers for Export Promotion, which met in the past only on annual basis.

LIST OF CONTACTS IN PAKISTAN

Mr. A.S. Kausar	Joint Secretary	Ministry of Commerce	Islamabad
Mr. Tayyal Hassan	Deputy Secretary	Ministry of Industry (Industrial Division)	Islamabad

Officials of the Export Promotion Bureau, Karachi

Mr. Mohammad Anas	Director General
Mr. Syed M.A. Wasti	Director
Mr. S.H. Ahmad	Deputy Director
Mr. Mohammad Anwar	Deputy Director
Mr. M.Y. Bhutta	Deputy Director
Mr. I.H. Ghauri	Investigator

In Lahore

Mr. Yasdani Khan	Managing Director
Mr. M.S. Islam	Director General

Punjab Small Industry Corporation, Lahore

Mr. S. Hameed	Deputy Managing Director
Mr. Bahan Ull Haq Wutt	Secretary
Mr. P. Lienecke	Adviser
Mr. Yasdani Khan	Managing Director
Mr. Dr. Wienecke	Expert for Light Engineering, G.P.A. Advisory Group
Mr. Udo Goedderz	Expert for Light Engineering, ICPA Advisory Group
Mr. Bashir Sheikh	Deputy Director
Mr. Zahid Saeed Shaikh	Joint Director

Federation of Pakistan Chamber of Commerce and Industry in Karachi

Mr. M.M. Ahmed	Member of Managing Committee
----------------	------------------------------

JETRO

Mr. Yun Takahata	Director
Mr. Saghir Ahmed Khan	Secretary

Representatives of Manufacturer Organisations

Mr. Ismail Yusufi	M/S Marble Industries Ltd.	1/2/1 Fatima Jinnah Rd. Karachi
Mr. Mashkoor Ahsan	Ultra Modern Furnishers Export Manager	Somerset St., Saddar, Karachi 1
Mr. Syed Jafa Abbas Misvi	M/S PAK Carpet Industries Ltd.	P.O. Box 7242, Karachi

Candidates for the Tokyo Meeting

Mr. A. H. Arif Khansada	Arkan International Corp.	Alliance Bldg., N.W. Tower P.O. Box 4571 Karachi 2
Mr. Farooq Osman	M/S Osman Bros.	Osman Chambers At Iqbal Haroon Rd. Karachi 1
Mr. S. Ghulam Mohammad	M/S Gujrat Steel Production Sales Manager	Karachi
Mr. K. Ghulam Ali	M/S Kashmir Corner	Zaibunissa St. Sadar, Karachi
Mr. A. Ismail	M/S Sind Small Industries Corp.	Government of Sind Near Regal Bus Stop Karachi

UNDP Office in Islamabad

Mr. Kamp	Acting and Deputy Resident Representative
Mr. Skoumal	SINPA
Mr. Gebi	Officer

CONTACTS IN INDIA

Ministry of Commerce - New Delhi

Miss R. Mazumdar	Joint Secretary
Mr. V.K. Dikshit	Deputy Secretary
Mr. P.P. Singh	Section Officer
Mr. G.S. Grewal	Section Officer

Ministry of Finance

Mr. S. Santhi	Director, Department of Economic Affairs
---------------	---

Trade Development Authority (TDA)

Mr. Banerjee	Executive Director
Mr. V.G. Pande	Chief, Research and Analysis
Mr. D.K. Khanna	Market Analyst
Mr. G. Chakerverty	Market Analyst
Mr. K.K. Dwivedi	Chief of Merchandising Division
Mr. Gulati	Deputy Chief of Information
Mr. Roy Chowdhury	Assistant merchandising
Mr. Shri C.B. Rav	Director

Ministry of Industrial Development - New Delhi

Mr. Shri C.B. Rau	Director
-------------------	----------

JETRO

Mr. Udoo Singh	Deputy Manager
Mr. K. Yamasaki	General Manager

Federation of Indian Export Organizations

Mr. P.K.K. Vidar	Secretary
------------------	-----------

The Sports Goods Export Promotion Council

IE/6, Jhandewala Extension New Delhi 110055	Mr. D.N. Budhreja Secretary
--	--------------------------------

Federation of Indian Chamber of Commerce and Industry, New Delhi

Dr. Ram Gopal Agrawal	Secretary (Economic)
-----------------------	----------------------

ANNEX II

- 4 -

INDIA

UNDP

Mr. G. Grisegono

Acting Resident Representative

Mr. K. Lascelles

SINPA

Mr. G.D. Patterson

Assistant Resident Representative

Mr. N.R. Malhotra

Programme Officer

Manufacturers/Candidates for Tokyo Meeting

<u>Name of Participant</u>	<u>Name of Company</u>	<u>Items</u>
Raghubir Singh	Rejee and Co. Patiala	sports goods, cricket, rugby, hockey, tennis and balls
M.L. Jain	Jain Industries 483 Hartan Market Sadar Bazar Delhi 6	electrical appliances, hot plates, etc.
Mohinder Singh	Electrical Appliances Manufacturing Assn. 29 Malka Ganj, Delhi	electrical appliances
M.C. Sapsra	Universal Electrical Industries B-214 Narain Industrial Area, Phase I, New Delhi	electrical appliances, tanning oven, iron teapots, kettles
Joginder Singh	Dits Electrical Ltd. 29 Malka Ganj Road Subzi Mandi, Delhi 6	electrical domestic items, kettles, storage heaters, hot plates, etc.
I. Sharan G.C. Mathur	Bajaj Electrical Private Ltd. 1/10 Anaf Ali Rd. New Delhi	domestic appliances, fans, and non-heating electrical fans, etc.
Raj Kumar Kapoor	Himalaya Electrical Industries 8711 Rocharara Rd. New Delhi 7	electrical heating, domestic and domestic appliances
K.P. Sethi	Escoold Appliances Private Ltd. Vandana 12th floor 11 Tolstoy Marg New Delhi	electrical appliances, heating elements, water heaters, kettles, heat exchangers, boilers, auto irons, waste
Anil Chandra	Ashoka India Inter- national	sportswear

In addition participants from the following firms are expected to be nominated

Kamraj Bhajan and Sons	
Bari Bros.	sports goods
Universal Advertisers	office equipment

Manufacturers/Participants at Brussel Meeting

J. Ghosh	The State Trading Corp. of India Ltd. Chandralok, 5th Floor, (East) 15, Jangpeth, New Delhi 110001
H. Singh	Balfin Agencies 10/3 Anaf Ali Road New Delhi

CONTACTS IN THAILAND

Mr. F. Power	Resident Representative
Mr. M. Del Carill	SIDFA
Mr. van Eindhoven	Assistant
Mr. W. Feinberg	UNIDO expert
Mr. Chaiyaroj	Deputy Director, Prime Minister Office
Mr. Kun Narindar	Manufacturer
Mr. Sawaike	Deputy Director, JETRO

The following manufacturers are nominated as participant for the Tokyo meeting:

Mr. Chamnan Malisuwan	Department of Commercial Relations, Ministry of Commerce
Mr. Jans Vipavapanich	Hawaii Furniture and Construction Co.Ltd.
Mr. Sanan Angubolhul	Sri Thai Superware Co.Ltd.
Mr. Vinai Suttharoj	Thai Arts and Crafts Co.Ltd.
Mr. Seri Pattanapanchai	Thai Bamboo and Wood Products Co.Ltd.

Persons Present During the Meeting on Product Adaptation
Thursday, 11 July 1974

Board of Investment (BOI)

Governor Conrado Sanchez, Jr.

Jordan Tongson

Senior Analyst

Jonathan de la Cruz

Consultant

Supremo Limbo

Consultant

Ignacio Salcedo, Sr.

Director, Processed Industries

Design Center

Al de Lance

Design Director

Ricardo L. Aranas

Research Director

Obi Nagu, Jr.

PROMO/EIU Director

Arturo Las

Executive Director

Rose Ma. Pacheco

Deputy Executive Director

Private Sector - Candidates for 3rd Consultation Meeting, Tokyo

Edwin B. Duncio

Assistant Manager

Design Products Mfg.

golf bags, accessories

Maude L. Cusanan

Manager

Radclife Industries

ceramics

Leonardo B. Pugoso

L.B. Pugoso Enterprises

sporting goods,
(balls, nets, etc.)

P.S. Bautista

Managing Director

Wood Aggregate

wood products

Samy Villacruis

Office Manager

Forma Furniture

wood products

Willie Braganza

Jelenk (Phils)

sports wear

Zeri Bona

Export Manager

Chan C. Bros.

plastic products
(lamps and lighting)

Dan Tinio

President

Vinta Wood

wood products

Albert Morales

President

Morales Industries

wood products

"

President

Chamber of Furniture Industries

Participants of the Stockholm Meeting

Mr. Gedeon Guevara

Plant Manager

Gonsalo Puyat and Sons, Inc.

Mr. Yu U. Chiu

General and Export
Manager

Rubber World (Phil.) Corp.

Mr. J. Halgar

Production Manager

Pure Foods Corp.

Mr. Rodolfo Ancheta

President

Rang-Ay Wood Products

Mr. Sewani

Mr. H. Morales

UNEP Office

-

Mr. Bergstrom, Resident Representative

Mr. Milford, Deputy Resident Representative

LIST OF CONTACTS - INDONESIA

1. Ministry of Industry

Mr. Sukarno	Director
Mr. Sumatri	Assistant Director
Mr. M. Pulungan	Chief of Bureau for foreign and public relations, Dept. of Industry
Mr. K. Soejima	UNIDO expert
Mr. R.S. Sharma	UNIDO expert
Mr. Jogisudjahi	Chief, Bureau of Foreign Relations

2. National Institute for Export Development (NIFED)

Mr. M.A. Aamono Surgo	Chairman of NIFED
Drs. Asyils Ali	Chairman of Industrial Product Centre
Mrs. Suwarnilah	Chairman of Craft Product Centre
Mr. G.Lange	Expert on Marketing (German bi-lateral aid)
Mr. Walter	Expert on Marketing
Drs. Gofar Bain	Staff member of Industrial Product Centre (Economist)
Mr. W. Sendel	German bi-lateral aid
Mr. H.H. Henrichsen	Chief Export Promotion Adviser

3. BAPPENAS

Mr. H. Tilaar	Co-Ordinator for Technical Assistance
---------------	---------------------------------------

4. Chamber of Commerce

Mr. S. Soekendar	Chairman
Mr. N. Amin	Executive Council, Chairman, Office for Regional Government Enterprises
Mr. E. Kowara	Vice-President
Mr. S. Muljono	Chairman for Transportation
Mr. S. Sardadi	Chairman for Monetary
Mr. H.S. Topobroto	Chairman for Organization
Mr. J. Tahija	Chairman for Investment
Mr. N. Amin	Member of Board
Mr. N. Thamin	Member of Board
Mr. A. Baramuli	President, Poleco Group

5. JETRO

Mr. I. Noto	Director
Mr. K. Yamasaki	Assistant

LIST OF CONTACTS - INDONESIA (cont'd)

5. MANUFACTURERS (Candidates for the Tokyo Meeting)

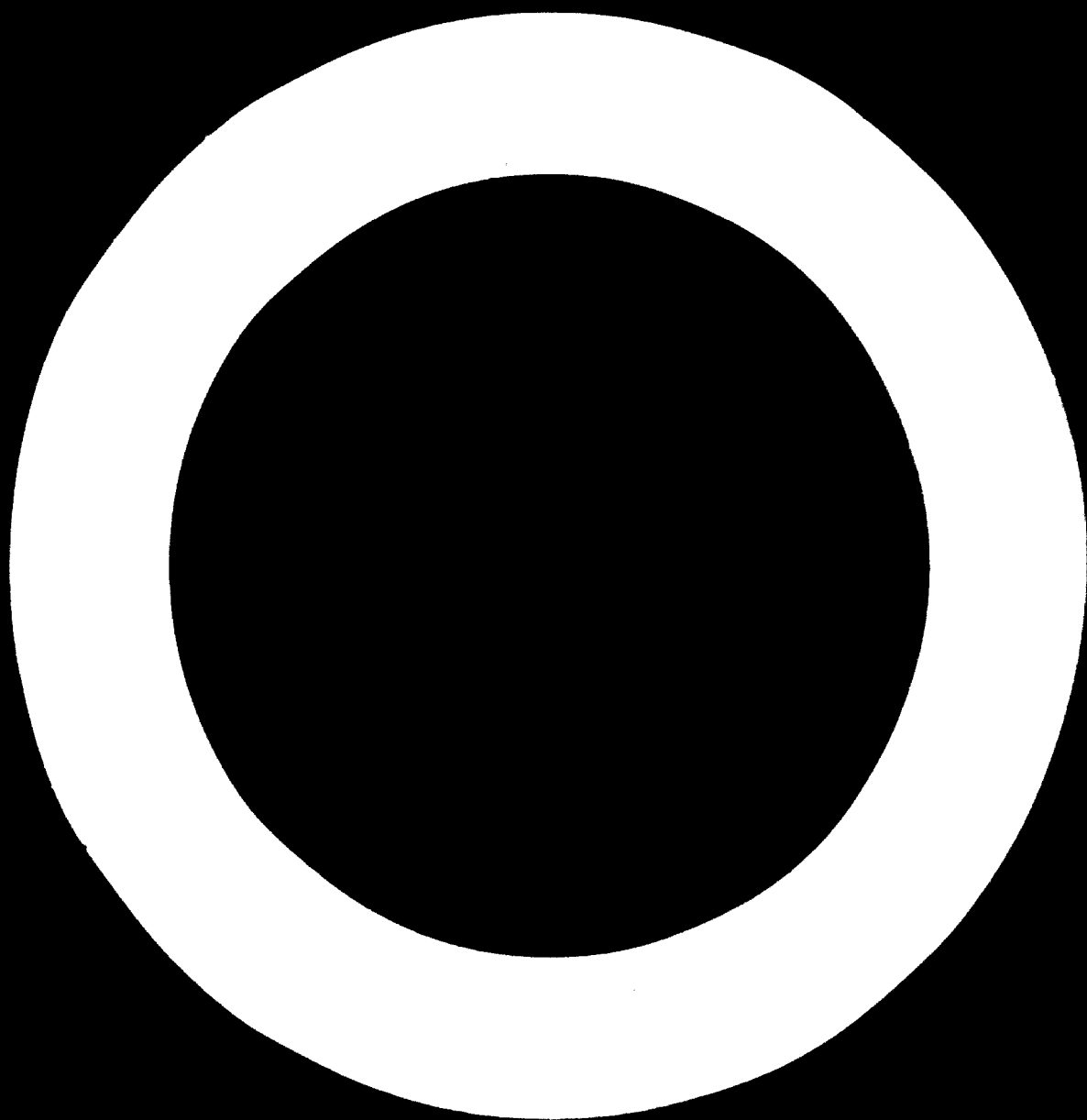
Drs. D. Darianto	Manager	PT ARTOP Wood Industries Menteng Raya 29, Jakarta
Mr. A. Dasuki	Production Manager Director	NSM Industrial Group Jl. Bandengan Utara 89-91 Jakarta
Mr. R. Wannanata		PT. Ensicon Indonesia (furniture and interiors) 7C. Daan Magot 92
Mr. N. Djalal Kamal	Sales Manager	Jl. Listrik Negara No.111 Duren Tiga Kalibata, Jakarta
Mr. J. Mintahir	Pres. Director	Handicraft Village Pulogadung (Km.18) P.O.Box 63-JNG, Jatinegara
Mr. Jr. Achmad Sjorfai		Departemen Perindustrian Jln. K.H. Hasyim Asyhari 6-12 Jakarta
Mr. Suharto	Technical Staff	P.T. Chandra Dirgantara Jalan Melawai 8/6 Kebayoran Baru, Jakarta

6. UNEP

Mr. Garcia	Resident Representative	
Mr. G. Kastengren	SIDFA	
Mr. P.H. Burns	Assistant SIDFA	

CONTACTS IN MALAYSIA

Miss C. Davis	Deputy Regional Representative
Miss Kalson	Assistant Secretary Ministry of Trade and Industry
Mr. F. Iqbal	UNIDO expert, Advisor on Project Evaluation, FIDA
Mr. E. Cain	Programme Officer for UNIDO and UNDP
Miss M. Chiew	Programme Officer for fellowships and seminars at UNDP



TENTATIVE LIST OF FIRMS TO BE VISITED
BY UNIDO MISSION ON ELECTRONIC COMPONENTS

I. EXPERT ON INTEGRATED CIRCUITS

1. Bharat Electronics Limited, Bangalore
2. Hindustan Conductors (P) Limited, Gujarat
3. Continental Devices, Delhi
4. Electronics and Computers India Limited, Uttar Pradesh

II. EXPERT ON TANTALUM CAPACITORS

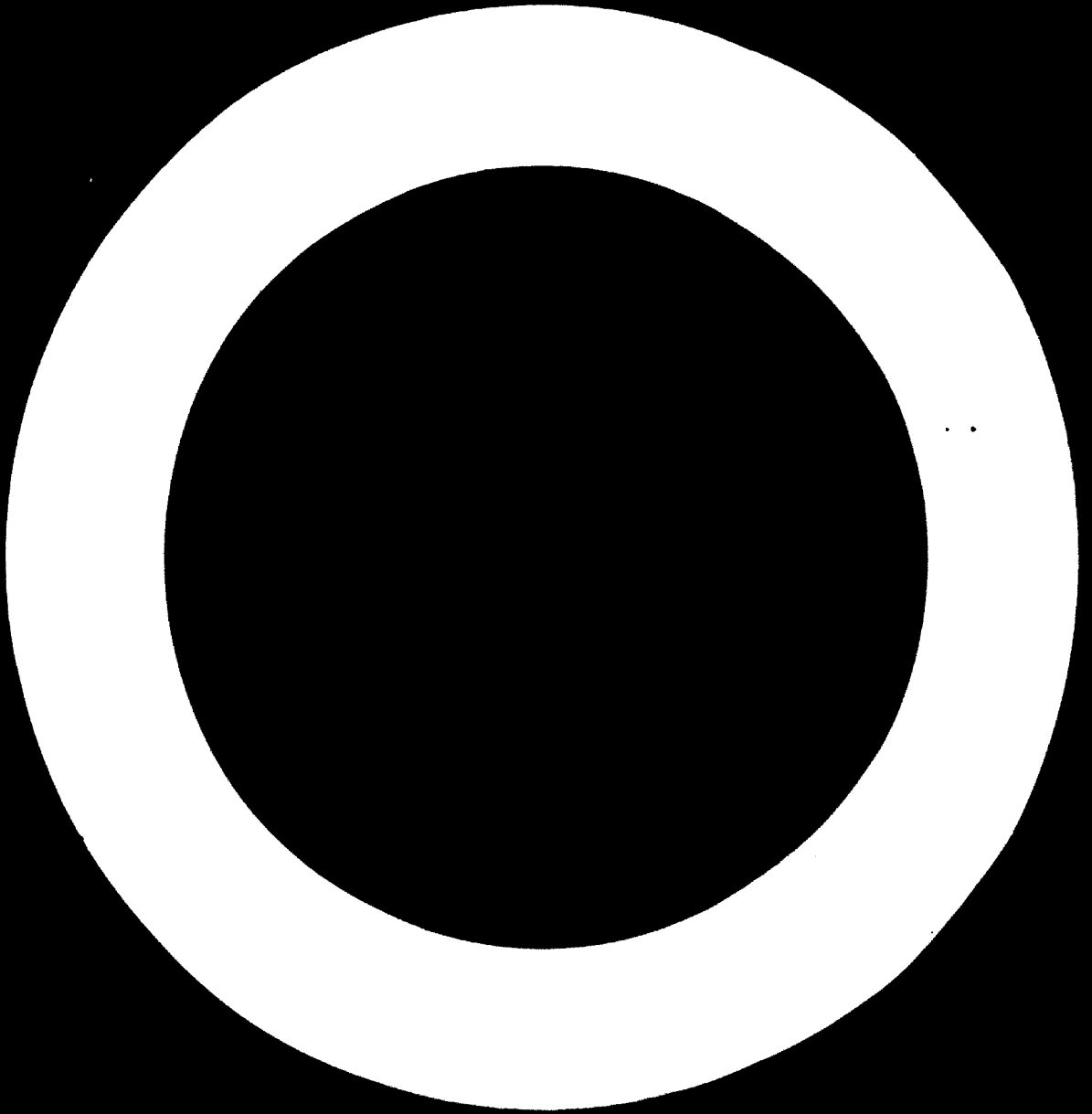
1. Electronics Corporation of India Limited, Hyderabad
2. General Trading Corporation, Hyderabad

III. EXPERT ON METAL FILM RESISTORS

1. Electronics Corporation of India Limited, Hyderabad
2. Tamil Nadu Electronic Components (P) Limited, Tamil Nadu
3. Expo Electronics, Bombay

IV. EXPERT ON TRANSISTORS AND QUALITY CONTROL EXPERT ON SEMICONDUCTOR DEVICES

1. Semiconductors Limited, Poona
2. Hindustan Conductors (P) Limited, Gujarat
3. Bharat Electronics Limited, Bangalore
4. Continental Devices, Delhi
5. Electronics Corporation of India Limited, Hyderabad



TESTATIVE LIST OF FIRMS TO BE VISITED
BY UNIDO SPORTS GOODS MISSION

I. EXPERT ON LEATHER TANNING (SPORTS GOODS)

1. Jullundur Tannery Works, Jullundur
2. Central Leather Research Institute, Madras
3. Light Leathers Private Limited, Madras
4. Eastern Traders, New Delhi
5. Pioneer Sports Works, Jullundur
6. Hansraj Mahajan and Sons, Jullundur

II. EXPERT IN THE QUALITY CONTROL OF FOOTBALLS

1. Eastern Traders, New Delhi
2. Regoe and Company, Patiala
3. Pioneer Sports Works, Jullundur
4. Hansraj Mahajan and Sons, Jullundur
5. Jendial and Company, Meerut

III. EXPERT IN THE MANUFACTURE OF TENNIS RACKETS

1. Symonds and Company, Allahabad
2. Pioneer Sports Works, Jullundur
3. F.C. Sondhi and Company, Jullundur
4. Hansraj Mahajan and Sons, Jullundur
5. Best All Sports, Jullundur

IV. EXPERT IN THE MANUFACTURE OF PROTECTIVE EQUIPMENT

1. Greenlands Sports, Meerut
2. F.C. Sondhi and Company, Jullundur
3. Hansraj Mahajan and Sons, Jullundur
4. Robert Legard Works, Meerut
5. Sports Syndicate, Meerut

Minutes of the Meeting held in Joint Secretary,
Miss R. Majumdar's Room on UNDP Project Product
Adaptation for Selected Industries with Export
Potential

PRESENT

- | | | |
|----|-------------------|---|
| 1. | Mr. G. Bauer | UNIDO Industrial Development Officer |
| 2. | Mr. M.R. Malhotra | Programme Officer, UNDP |
| 3. | Miss R. Mazumdar | Joint Secretary, Ministry of Commerce |
| 4. | Mr. S. Santhi | Director, Department of Economic Affairs
Ministry of Finance |
| 5. | Mr. K.K. Dwivedi | Chief, Merchandising Division
Trade Development Authority |

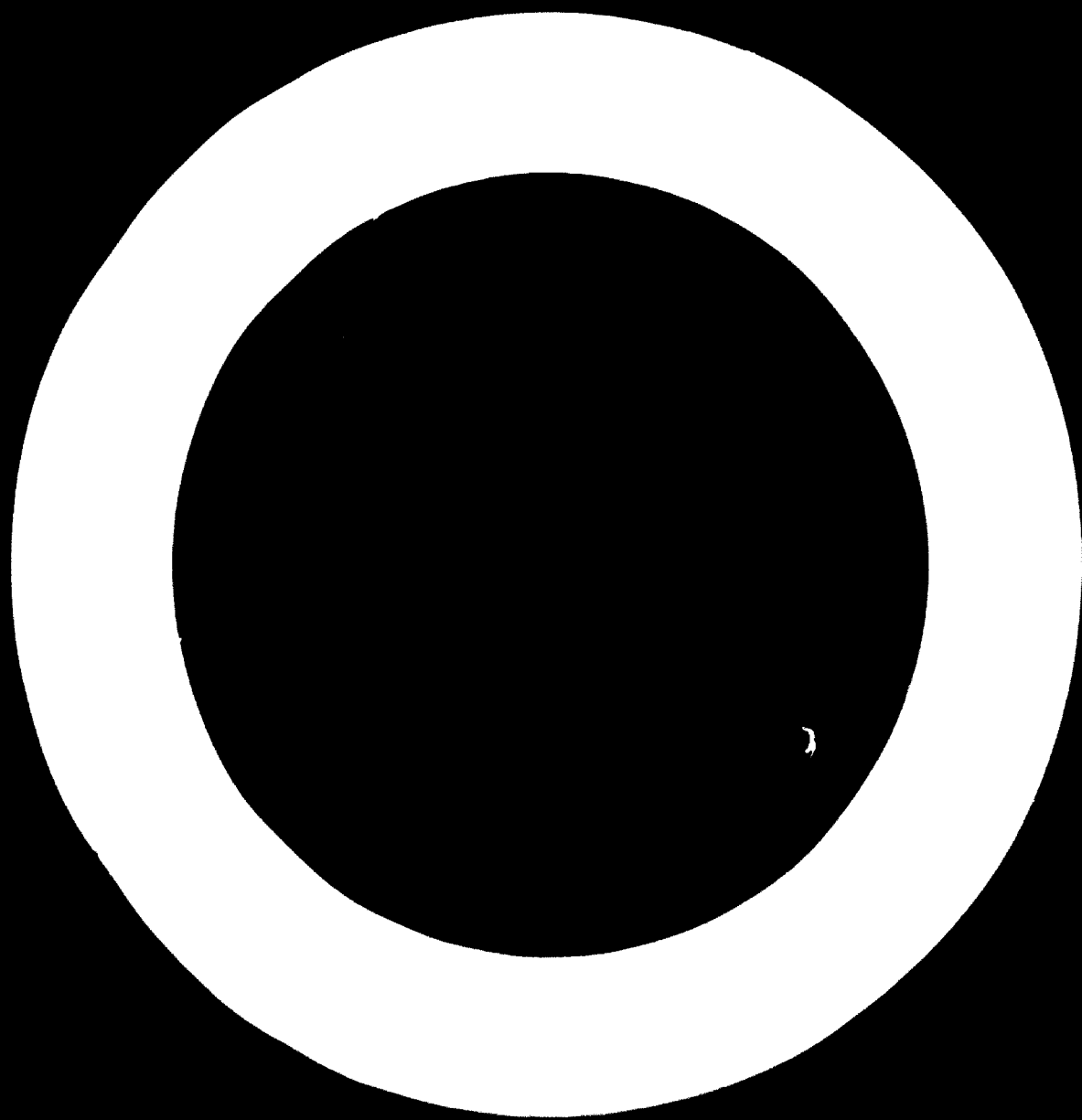
Mr. Bauer referred to the revised work plan of the project which was evolved after discussions with TDA during his visit from 27 June 1974 to 2 July 1974. The earlier work plan for 1974, 1975 and 1976 had a UNDP input of US \$3,99,260 which was revised to US \$4,58,500 apilling over the period 1975, 1976 and 1977. The features of the revised work plan were the inclusion of the Chief, Technical Adviser and the exclusion of miniature bulbs from a total of 9 products chosen for export promotion.

Mr. Bauer explained that the services of a Chief, Technical Adviser were essential in view of the magnitude of the project, involving selection of 45 members of the various missions to visit India.

Mr. Santhi agreed to the appointment of Chief, Technical Adviser for the Project. It was also agreed that miniature bulbs should be retained in the product list.

Mr. Bauer gave the revised figures with the inclusion of miniature bulbs, the work plan being distributed during 1975-78. The statement of the previous and new UNDP inputs is given below:

US \$	1973	1974	1975	1976	Sub- total	1977	1978	Total
Previous work plan	60,150	1,29,500	1,29,880	4,59,410	-	-	-	4,59,410
			1,39,880					
New work plan	60,150	-	52,000	3,03,600				6,19,800
			1,91,450	2,29,050			87,150	





LEMBAGA PENGEMBANGAN EKSPOR NASIONAL
(NATIONAL INSTITUTE FOR EXPORT DEVELOPMENT)

INDONESIA

ADDRESS: C.T.C. BUILDING, 1RD FLOOR, 84 86 KRAMAT RAYA, JAKARTA, INDONESIA

AS:SK

Mr. G. Kastengren
 Senior Industrial Development
 Field Adviser
 UNIDO
 JAKARTA

UNIDO
18 JUL 1974
REF. [unclear]
ACTION [unclear]
CC:Y

July 18, 1974

Dear Mr. Kastengren,

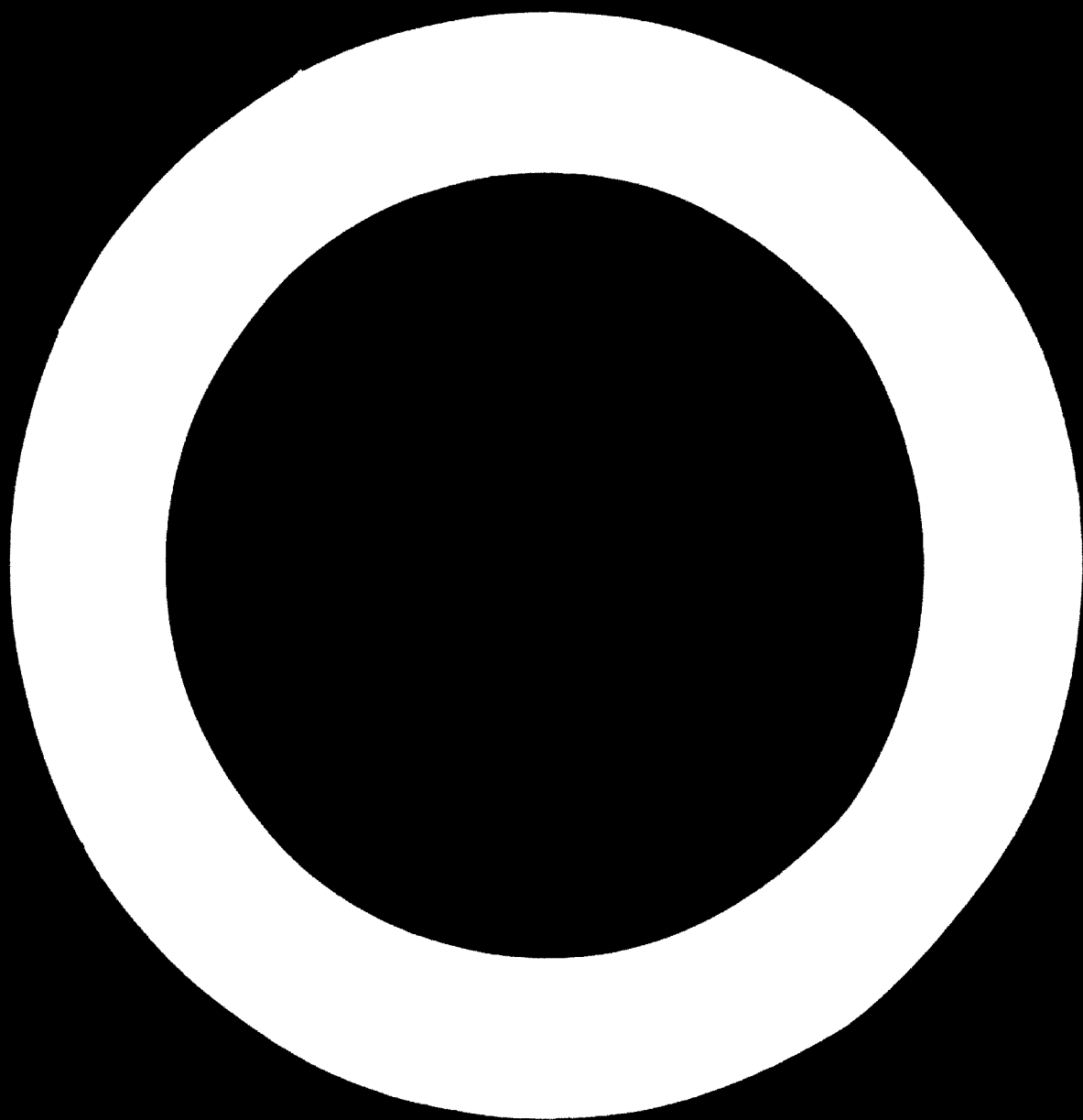
Reference is made to my letter of July 12 and July 16 as well as to the discussion I had with you and Mr. Gerhard Bauer yesterday, the 17th July.

Attached please find the project data sheets and job description for five short-term consultants within UNIDO's programme on product adaptation and development of export industries. It is expected that these projects could possibly be financed under SIS. As has been explained to you, I am presently taking up the question of these consultants to the Secretary General of Trade in order to ensure that a formal Government request is made to you through the normal procedures and channels.

Yours sincerely,

ATHMONO SURYO
 Chairman

AMTEL VI
 INDONESIA



Foreign Exchange for Business Travel and
Promotional Work Abroad

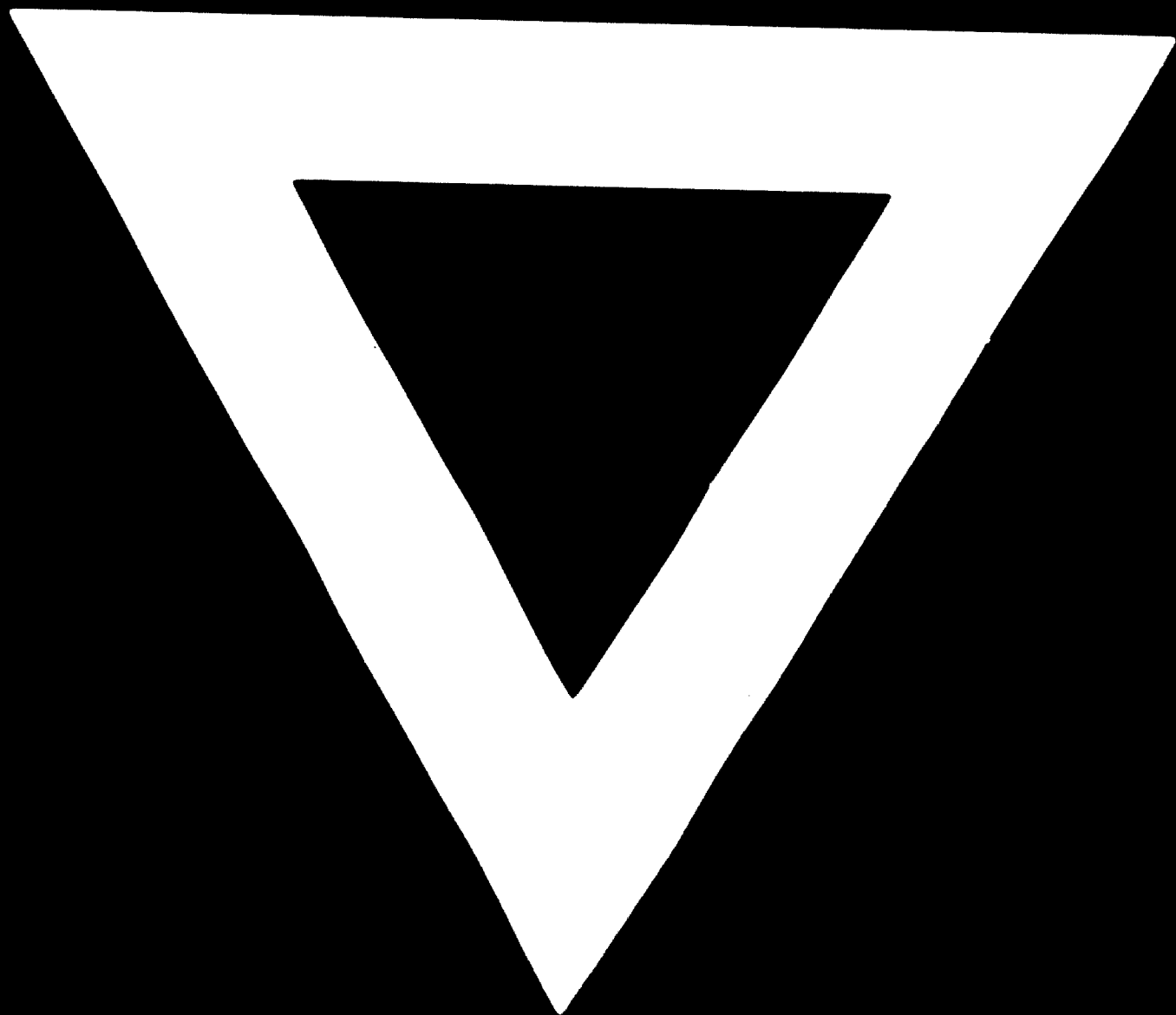
All proposals involving expenditure of foreign exchange require prior approval by Exchange Control. Due to the very severe foreign exchange position facing the country, it has been found necessary to limit the facilities available to private entrepreneurs for utilising the country's free foreign exchange resources for purposes of business travel abroad or other promotional work.

According to the present package of incentives for the promotion of exports, exporters are entitled to retain a percentage of the foreign exchange earned from the export of non-traditional products for utilization for certain limited purposes. These include travel abroad and promotional work. (Such funds are called Convertible Rupee Account Funds. Details of scheme are attached.)

It has been ruled that participants in the above Seminar would not be eligible to free foreign exchange to finance their travel and other costs involved in participation. Consequently, participants have had to be restricted to exporters who had accumulations of C.R.A. funds to their credit. This has necessarily restricted the range of firms who could be represented at this Seminar. A number of firms who would otherwise have been eligible and whose products had great potential for export and could benefit from technical advice regarding product adaptation and development were not able to participate in the Seminar because they had no C.R.A. funds to their credit; either because the present volume of their exports were too small for a sufficient accumulation of funds or because C.R.A. funds to their credit have already been exhausted by other purposes such as the import of raw material to feed their industries.

If alternative arrangement could be made regarding the financing of Participants, a more representative selection could be made.





76.05 .20