



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

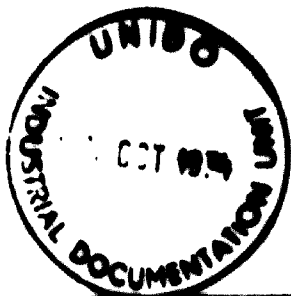
Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

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.151
20 May 1973

ORIGINAL: ENGLISH

05987

REPORT

ON THE SECOND MULTINATIONAL CONSULTATION MEETING
ON PRODUCT ADAPTATION AND DEVELOPMENT FOR EXPORT INDUSTRIES

Brussels, 20-29 November 1973



CONTENTS

	Page
INTRODUCTION	1
Purpose of the Meeting	1
Follow-up	3
I. ORGANIZATION OF THE MEETING	3
II. SELECTION OF PRODUCTS	4
Range of products	4
Tests	5
III. SUMMARY OF THE DISCUSSION	5
Orientation programme	5
Private consultations and display of sample products	6
Proposals for the improvement of products	6
Visits and additional activities	8
Comments by participants	8
 ANNEXES 	
I. SUGGESTIONS FOR FOLLOW-UP ACTION	10
II. LIST OF PARTICIPANTS AND LECTURERS	10
Participants from developing countries	12
Participating specialists and experts from selected European countries	16
List of Lecturers	27
III. SAMPLES OF EVALUATION OF PACKAGING GIVEN BY THE BELGIAN PACKAGING INSTITUTE	28

INTRODUCTION

The Second Multinational Consultation Meeting on Product Adaptation and Development for Export Industries took place from 26 to 29 November 1972 at Brussels. It was sponsored jointly by the United Nations Industrial Development Organization and the Administration Générale de la Coopération au Développement (AGCD) of the Government of Belgium.

The meeting was organized to give participants from developing countries the possibility of meeting specialists, technicians and businessmen from Belgium and other European countries, to discuss the technical adaptation and improvement of their export products in order to take better advantage of European markets. The bilateral talks were based on samples presented at the meeting.

The participants also had the opportunity to take part in a two-day orientation programme with lectures on: adaptation of products and production - a key to export success; product adaptation and the individual manufacturer; and modern techniques in textile production.

Even if various products proved to be basically of good standard, most needed to be changed, adapted and improved. In many cases, manufacturers might be able to overcome the difficulties themselves; in some cases, outside assistance has to be envisaged. Various European participants offered direct assistance. The participants from eight countries suggested follow-up assistance to be provided, if possible, by UNIDO; a list of their requests is attached as annex I.

During the meeting various opportunities arose for subcontracting and even investment promotion (transfer of plants), which had not been envisaged as an immediate aim of the meeting. Some participants reported that direct orders of about \$550,000 were received, not counting trial orders.

Purpose of the Meeting

It has become evident that lack of technical know-how with respect to the design, production, packaging and shipment of exportable goods is to a large extent responsible for the small volume of non-traditional products being exported from the developing countries. Standards and sizes are different in most countries. The requirements for quality vary from country to country; quality must be adapted or improved and strict quality control must be applied. To compete on the world market, the whole production system eventually will have to be reviewed. Tastes vary from country to country and call for different designs. Finally, prices play an important role in the success or failure of export efforts.

These are some of the technical problems that manufacturers face when they turn to exports or look for new markets. Additional problems are that most developing countries are situated far from the importing countries; the lack of frequent or regular communication with importers increases the costs and difficulties of export.

Appropriate product improvements are the main prerequisite for gaining acceptance in the importing countries. Hence, to build successful export industries, the gap in information and communication between developing and importing countries must be bridged.

The basic objective of this meeting - which should not be regarded as a trade fair, a sales exhibition or a conventional conference - was to promote the development of export industries through international industrial co-operation at the company level. Through the contacts established during the meeting manufacturers and technical managers from 15 developing countries received advice from 178 participants from European countries on upgrading their products, improving their production processes and developing non-traditional export products. The advice was given on the basis of product samples which were selected prior to the meeting in the countries of the manufacturers.

Specifically, the meeting gave participating manufacturers the opportunity to learn about:

- (a) Products for which technical assistance could be provided by representatives from developed countries on a company-to-company level;
- (b) Products for which technical assistance would be needed and might be requested from UNIDO by the respective Governments;
- (c) Products needing only minor adaptation which could be undertaken without external assistance by the manufacturers themselves.

An important aspect of the meeting was that through the contacts established and the exchange of information, not only could problems of upgrading products be identified, but such contacts also led to direct technical assistance on a company-to-company basis. Apart from this, the manufacturers had the opportunity to discuss probable needs for technology and know-how, specific arrangements for licensing and subcontracting, joint ventures, and the transfer of production facilities.

Follow-up

The meeting was viewed as a starting-point for further action, in which UNIDO would be prepared to assist, according to requests from Governments and subject to the availability of financial resources. Follow-up action is considered to be the most important part of the UNIDO programme on product adaptation and development. However, as the problems that arise may be complicated and variable, action by UNIDO is left flexible and specific projects are tailored to suit the exact needs of each case.

Requests for follow-up action in the form of technical assistance from UNIDO were put forward at the meeting by the participants from eight developing countries. A list appears in annex I.

Belgium, whose Government agreed to host the Meeting and to contribute to the costs, proved to be well suited as a centrally situated country within the European community.

I. ORGANIZATION OF THE MEETING

The Consultation Meeting was divided into three parts:

- (a) An orientation programme with lectures, discussion panels, and interviews to inform the manufacturers on problems related to product adaptation and improvement;
- (b) Individual bilateral meetings between manufacturers or technical managers from developing countries and experts from the European business community to discuss and identify the adaptation and improvement of specific products;
- (c) Plant visits.

The developing countries invited to participate in the Meeting were those that had endorsed the project, or that were approached on the basis of additional information received by UNIDO or by the Belgian Government.

The respective Governments were informed about the Meeting and the product groups it would deal with. They were requested to inform UNIDO if they were willing to participate or not, and to indicate the industrial branches and firms willing to participate and the range of products within the indicated product groups suited for the Meeting.

The following developing countries participated in the Meeting:

Colombia	Ivory Coast	Senegal
Costa Rica	Ghana	Thailand
India	Mexico	Tunisia
Indonesia	Pakistan	Turkey
Iran	Republic of Korea	Venezuela

The participants from the developing countries were manufacturers or managers of plants, and government officials. The manufacturer participants were selected from nominations presented by their Governments. The criteria for their selection were:

- (a) Actual need for adaptation of the products or for improvement of production processes;
- (b) Export-orientation of the company;
- (c) Availability to attend;
- (d) Assurance of dissemination of results of the Meeting.

The majority of the manufacturers had never exported to the EEC countries; most had not been to Europe nor to other industrialised countries. Many expressed interest in starting production of export products.

One government official charged with the promotion of export industries was invited from each participating country. The officials were expected to ensure that the experience of product adaptation gained at this meeting should receive wide dissemination in their respective countries.

A list of the participants from the developing countries appears in annex II.

In addition to participants from the developing countries, 178 specialists and experts from Belgium and other European countries took part in the Meeting.

At the opening session G. Cudell, Ministre de la Coopération au Développement of the Government of Belgium, welcomed the participants.

II. SELECTION OF PRODUCTS

Range of products

Based on information received on suitable products that were manufactured or produced in developing countries, and on discussions with the host country, three categories were selected for the Meeting:

- (a) Travel goods in leather, textiles and plastics;
- (b) Personal articles in leather and textiles;
- (c) Decorative articles in metal, wood and ceramics.

The criteria established for the final selection of non-traditional export products were:

- (a) Necessity for adaptation and/or improvement of non-traditional export products or their production processes in order to meet the requirements of the international market;
- (b) Attractiveness to the target market;
- (c) Interest of manufacturers in exporting to the target markets (in line with national industrial development policies).

Tests

Prior to the Meeting, various technical tests of samples to be presented during the Meeting were made by the laboratory of the Belgian Ministry of Economic Affairs. Many incoming samples were also checked on their arrival by the Belgian Packaging Institute. Lectures were then based on these findings and the results of the tests were communicated to the respective participants.

The attention of the participants was also drawn to the possibility of further tests (outside of the Meeting) and to the pilot programme envisaged for an interregional project on technical test services, for which UNIDO assured the co-operation of various test institutes.

III. SUMMARY OF THE DISCUSSION

Orientation programme

A two-day orientation programme of lectures, discussion panels and interviews with experts dealt with product adaptation problems envisaged from different outlooks - from that of the consumer to that of a manufacturer having a plant both in Belgium and in a developing country.

In general, comment of the participants indicated that the choice of lectures and lecturers was adequate. Many participants felt, however, that the two-day programme at the beginning of the Meeting was too taxing. Participants appreciated most the fact that wherever possible lectures referred to specific situations and products of participating countries and manufacturers, for example:

- (a) With regard to transport packaging, an expert of the Belgian Packaging Institute had been sent to the air terminal to make pictures when the product samples arrived of inadequate packaging procedures. The examples were incorporated into the general aspect and circulated; the pictures with the attached expert's assessment greatly enhanced interest in packaging methods. Again, practical information on how to cope with packaging problems was offered during a one half day visit to the Packaging Institute;
- (b) A lecture on quality control referred specifically to products presented at the Meeting. Illustrations were given of three forms of product adaptations: that imposed by the Government, that imposed by business, and that imposed by the consumer.

The samples of participants were analysed in this respect and episcopes projections were made to illustrate the results of tests such as:

Contents test for cutlery
Dishwash test for wood
Cadmium/lead test for enamel kitchenware
Shrinkage, colour-fast, tenacity, flame-proof tests for textiles, clothes, upholstery and curtains.

The conclusions of the tests were discussed in the light of actual and planned Belgian and EEC regulations.

Private consultations and display of sample products

The second part of the programme was devoted to private consultations among participants from developing countries and specialists from European business firms. The talks centred on a display of sample products from developing countries.

Some visitors suggested that it would be advisable to have all samples present in one single room. It would also be recommendable to have additional separate rooms where discussions and negotiations with the individual manufacturers can take place. Concerning the goods offered the comments were that: "... the selection was good and many items proved to be really adaptable to the market". Some complained about the lines displayed being insufficient. It was advised for the next meeting to have a deeper line of samples, since the discussion on adaptation should be more successful if it went beyond a few articles and covered the whole line of products offered by each firm.

Proposals for the improvement of products

Export packaging

The participants, especially those from Malta and Tunisia, were interested in the ways in which the information and services offered by the Belgian Packaging Institute could be of direct use to them. The Institute had undertaken elaborate testing upon arrival of the samples in Belgium for the various routes - air, sea and land. It also agreed to give detailed advice on ways of coping with problems of product adaptation. It was suggested that UNED should contact the Belgian cooperation services to examine the possibility of co-sponsored interventions in this field. On request of a Government, UNED is prepared, subject to budget, to consider that courses and training in this field can be organized.

Technical adaptation of leather products

Recommendations were made by the visiting specialists on the necessary adaptation of the travel goods displayed, concerning:

- Weight and shape of the goods
- Use of substitute material as inner lining
- Quality of slots.

Quality control

Laboratory analysis and comments of visiting European businessmen indicated the necessity for two forms of quality control:

- (a) To guarantee continuity in order to maintain the same standards;
- (b) To guarantee that each article of a particular line had the same technical characteristics; laboratory analysis of the products of some manufacturers showed great differences in articles of the same line.

Guidance in the field of merchandising

The participants felt strongly that training for staff members of their factory with professionals in the field of merchandising (establishing norms ranging from technical requirements to design and packaging) would be most helpful in adapting their output to the requirements of importing countries. A basic agreement for collaborating in this area was obtained from a leading Belgium firm. On the request of Governments, UNIDO is willing to envisage sponsorship of this type of initiative, subject to approval within the United Nations system.

Product adaptation guide-books

It was strongly felt that a guide-book would be most valuable if it covered the field of technical requirements of industrial export goods as the professional buyer formulates them. It was suggested that UNIDO might get in touch with leading importing firms that would be prepared to contribute such guidelines. On request of participating Governments and with respect to the branches of industry not covered at the Brussels meeting, UNIDO indicated its willingness to examine the financial support of such activities.

Visits and additional activities

The third part of the programme consisted of visits to plants and further lectures and demonstrations on the spot.

Plant visits were made to:

Belgian Packaging Institute
Departmental stores
International furniture fairs.

At the Belgian Packaging Institute, participants followed with great interest a lecture on:

Standards for packaging
Methods for testing (physical, mechanical, chemical, moisture, climatological)
Recommendations for solving defects.

Comments by participants

At the conclusion of the Meeting participants were asked for their comments.

The participants felt that the programme had been well arranged, and that it had covered a wide area in ten days, including lectures, products display and the opportunity for extensive consultations. Most of the manufacturers from developing countries found the exchange of information with members of the European business community of great value and utility, and the results quite positive. The Meeting, they thought, gave an insight into the trend in tastes and the market requirements in Belgium and the other European countries represented with respect to quality, production system, design, packaging and costing of products. Most of the participants expressed the view that fruitful new contacts had been established with the business community in Belgium, which may lead to future business relations with them, including possibilities of subcontracting.

With regard to the length of the Meeting, the opinions of the participants differed. While many felt that the lectures should have been spaced out over at least three days to avoid strain on the listeners, others felt that two days were sufficient. Some representatives stated that the time available for the bilateral consultations could be reduced to four days. One representative suggested that the meeting should last one week only, from Monday to Friday.

The lively discussions that had followed the lectures showed that these were of great interest to the participants. Additional subjects proposed for future meetings were: quality control, new production techniques, pre-shipment inspection, substitution of natural materials, subcontracting and joint ventures.

The arrangement of the display area was found satisfactory in general. However, three representatives stated that the space made available to them was not adequate.

Some participants were of the opinion that the number of staff detailed to provide assistance in the bilateral talks was not adequate. It was suggested that one staff member for five to eight manufacturer participants should have been assigned for better results.

It was recommended that in future meetings other product groups besides textiles and textile products should be included, for example, handicraft items such as brass and copper ware, wood ware, onyx and marble products, fashion garments, surgical instruments, cutlery and sporting goods.

Some representatives sought the assistance of UNIDO in promoting their export industries and offered to furnish the necessary information in this respect to the Export Industries Section of UNIDO.

On the basis of the deliberations and recommendations of the Meeting, follow-up action in the form of technical assistance was considered necessary. It was suggested, therefore, that UNIDO should try to obtain funds from Special Industrial Services (SIS) or other sources for financing projects.

The work relating to product adaptation is a continuous one. In order to achieve tangible results it was considered imperative that the Consultation Meetings should be held regularly and repeatedly in different countries offering to host them. Japan, Brazil, the Federal Republic of Germany and others were mentioned in this connexion.

Annex I

SUGGESTIONS FOR FOLLOW-UP ACTION

The participants at the Second Multinational Consultation Meeting on Product Adaptation and Development called attention to the need for a number of projects for follow-up action in the form of technical assistance, to be financed, if possible, through UNIDO.

<u>Country</u>	<u>Field of Assistance</u>
Costa Rica	<ol style="list-style-type: none">1. Advice and assistance to the Export and Promotion Centre in establishing a proper system of quality control2. One expert to assist the Export and Promotion Centre in the field of transport packaging3. A team of experts to assist the Export and Promotion Centre in in-plant training of Costa Rican managers in the field of production techniques and cost accounting4. Testing of Costa Rican products to find out if they meet basic requirements of importing countries. (Further suggestions are expected after the testing of further samples)
Colombia	<ol style="list-style-type: none">1. Testing of further products, and their adaptation according to the advice received during the meeting, in European test institutes2. An expert to assist the Federation of Chambers of Commerce in organising proper quality control techniques in plants of various branches3. One textile technician for approximately four months to assist in adapting products for export
India	<ol style="list-style-type: none">1. Commodity experts for textile garments and leather goods with long experience in these areas to assist TDA in technology and design to adapt products to specific markets2. Assistance within UNIDO programme of international sub-contracting
Indonesia	<ol style="list-style-type: none">1. One consultant attached to the Ministry of Industry/Director General of Light Industry and Handicrafts for about six weeks to advise on strategy for the promotion of export industries2. A team of two experts to assist the same Ministry with regard to technology and the improvement of productivity and design

<u>Country</u>	<u>Field of Assistance</u>
Ivory Coast	<ol style="list-style-type: none">1. One garment technician/designer for about four months2. Scholarships for training courses to enable local staff members to acquire full knowledge of new techniques
Mexico	<ol style="list-style-type: none">1. Expert assistance in the field of quality control for ceramic and leather products2. One expert to assist in developing products suited for export of ceramic and leather products
Pakistan	<ol style="list-style-type: none">1. One expert in the field of packaging small industrial products for a period of up to six months2. Advice and assistance in setting up institutions/organisations for centralised costing and pre-shipment inspection of export goods to ensure proper quality control3. A team of experts for training high and middle management of industrial units especially in the fields of planning, organisation and production
Tunisia	<ol style="list-style-type: none">1. Seconding of a team of technicians to instruct in certain necessary adaptations, such as quality, finish and packaging in the textile, leather, shoes and tanning industries, to reach the levels recommended during the meetings2. Advice and assistance in establishing a centre for standardisation and control of packaging for export products

ANNEX II

LIST OF PARTICIPANTS AND LECTURERS

Participants from developing countries

COLOMBIA

B. Moreno Escobar
Secretary Director
Girardot Chamber of Commerce
Girardot

J.A. Cardenas
Maoles Periquita
P.O. Box 1637
Bucaramanga

D. Castaneda Leal
Castvel Ltd.
43 A No. 22 D 18
Bogota

J. Tenayo
Cristaleria Milan
P.O. Box 0075
Bavigado, Ant.

COSTA RICA

Maria Lourdes Quiros
Jefe, Dept. de Evaluacion
e Investigacion
Centro de Promocion de Exportaciones
e Inversiones
P.O. Box 5418
San Jose

R. Barona
Presidente
Industrias Barona
P.O. Box 1262
San Jose

J.B. Schachner
Presidente
Iluminacion Centroamericana S.A.
P.O. Box 5388
San Jose

INDIA

Jagabata Ghosh
Chief Marketing Manager
State Trading Corporation
of India Ltd.
11, Jangal
New Delhi

INDIA (continued)

A.K.A. Abdus Samad
General Exports (India)
23, North Beach Road
Madras 600020

H.S. Gupta
Hiralal and Sons
20, East Park Area
Karol Bagh
New Delhi 5

Billy Nanda
Managing Director
Intercontinent (Travancore)
Private Ltd.
6, Pratap Buildings
New Delhi

Kishan K. Shah
Director
Eastern Silk Mfg. Co. Ltd.
26 A, Hanuman Lane
New Delhi

Rohan Shah
Director
Indian Silk Mfg. Co.
265, Kalvadevi Road
Bombay 2

Rohanjit Singh
Executive Director
Rajfin Agencies
12/3 Anaf Ali Road
New Delhi

INDONESIA

Gilmaro
Minister for Development,
Light Industry and Handicraft
Government of Indonesia
Jalan Keban Dinkembang III/8
Jakarta

P. Albi Harun
P.O. Lembang Jaya
Jl. Sumatera VI/194-J
Jakarta

INDONESIA

Nudi Dharmawan
Director
Piso Furniture Ltd.
Jl. Manapahit 264
Semarang

Hendarto Gunawan
Managing Director
The New Asia Industries Co. Ltd.
22, Jalan Jembatan Dua
Djakarta

Kartosoewaga
P.T. Lassar Jaya
Jl. Kemurnian VI
Djakarta

Suselismyo Soemihardjo
Director
Giri Cengana
15 A, Jl. Mangkuyudan
Jogyakarta

Bambang Oetoro
Bambang Oetoro Batik
Art Gallery
P.O. Box 34
Jogyakarta

IRAN

Rehman Tumeni
Director
International Co-operation Bureau
Export Promotion Centre
17, Karamand Ave.
Tehran

Abad Shchini
Shara Steelness Steel Co.
Jahan Arangh Koushek Noghdel
Bakr 14
Tehran

Steeny Baren
Handicraft Centre of Iran
in Belgium
Fursten
91-93, Ave. Louise
1070 Brussels

IRAQ

Thabit H. Al-Jader
Commercial Director
State Organisation for
Textile Industries
Baghdad

Ibrahim Mones
Al-Khayar Textile Co.
Baghdad

Sedik Marwan Al-Raw
Chief Superintendent
State Organisation for Leather
and Cigarette Industries
Baghdad

IVORY COAST

J.E. Wiley
Director
Centre Ivoirien du
Commerce Extérieur
B.P. 864
Abidjan

Frédéric Abié
Director
Manufacture Ivoirienne de
Confection Infantine NICE
B.P. 20417
Abidjan

P. Bailloux
Abidjan
Abidjan

ISRAEL

Francis Green
British Potteries (Haifa) Ltd.
70 Gali, Haifa

Charles Sicalief
Charles Sicalief Leather
Stuffs Ltd.
14, Sussel Street
Tel-Aviv

David Sicalief
The Coach
Rishon Road
Rappara

MEXICO

Hugo Cordero Ramirez
Jefe, Seccion Oferta Nacional
de Articulos de Piel
Mexican Institute for Foreign Trade
Mexico, D.F.

PAKISTAN

Mohammed Aziz
Deputy Director General
Export Promotion Bureau
Government of Pakistan
Karachi

Nashoor Akbar
Export Manager
Ultra Modern Furnishers
Somerset

Syed Zafer Abbas Rizvi
Installation Manager
M/s Pak Carpet Industries Ltd.
P.O. Box 1247
Dundas Street
Sadar Karachi

Abdul Qadir
Service Industries Ltd.
Talibury
Lahore

S.A. Shafi
Bank Commercial Corporation
16-B, Bapuzhale House
P.O. Box 1191
Lahore

Abdul Qadir Khan
Export Consultant Industries
Sadar Zone Estate
Talibury Road
Lahore

THAILAND

San-Young Jung
Ministry of Commerce and Industry
1-7 Sanitayudhaya
Bangkok

Samy Sornchai
Siam Siam Co. Ltd.
Bangkok

Samy Sornchai
Siam Siam Co. Ltd.
Bangkok

THAILAND

Anand Kammererion
ROGITER

THAILAND

Sirichai Saiphatana
Government Export Promotion Officer
Promotion Industrial Department
Ministry of Industry
Rama VI Road
Bangkok

Lurette Pritchard
Managing Director
Pritchard Ltd.
1031 Ploenchit Road
Bangkok

Somjai Suanthai
Manager Thai
S.P.S., Silom Road
Bangkok

TUNISIA

Eustache Ghaleb
Direction de l'Industrie
Economic Nationale
Tunis

Abdelkrim Ben Fathi
Chef de Service Commercial
Office National de l'Exportation
Sud-Sud

Lephi Bouri
President Directeur
Sud Nationale de Ligne
12, rue de Hollande
Tunis

H. Bougaren
Directeur Commercial
SUDSUD
14, rue des Tanneurs
Tunis

H. Ghari
Directeur
Centre National de Commerce
et d'Industrie
Tunis

H. Ali Benhabib
President Directeur General
SUD SUDSUD
14, rue de Hollande
Tunis

YEMEN (continued)

H. Kawan
Director
Centre de Promotion des exportations
19, rue d'Allemagne
Nais

S. Khassari
Chef Division B l'Agence de promotion
des investissements
Nais

H. Saadun
Président Directeur Général
SOCIETE
14, rue des Tanneurs
Nais

YEMEN
Saeed Youssef Gharbi
Trade Manager
Sheikh Youssef Al-Masoudi
Nais

Al. Ayman
Marketing Manager
Saeed
Cathaynet Sub. 711
Nais
Ishtab

Yemen Sales
Plant Manager
and Wholesale and Distribution
Partners
Communicator P.O. Box 10
Saeed
Ishtab

Yemen Sales
Plant
Manager
and Wholesale and Distribution
Partners
Communicator P.O. Box 10
Saeed
Ishtab

ZAMBIA

Ado. Pona Mtrera
Ministerio de Fomento
Asesor Economico
Cereales

Errique Maramba
Asociacion Venezolana de Ingenieros de Tercera
Categoría
Ave. Urdaneta 11.
P.O. Box 111
Cereales

J. Carlos Santana
Industrias Construcción y Manufactura
Cereales

Fabian S. Matar
Cereales
Cereales
P.O. Box 214
Cereales

P. Gonzalez
Cereales
Cereales
P.O. Box 1791
Cereales

DECLASSIFIED DOCUMENTS AND OTHERS FROM SELECTED EUROPEAN COUNTRIES

Belgium

Genevieve Raissa Dejardin
85, rue du Prince Royal
1050 Brussels

Mrs. Uliens de Schooten
Mrs. Van Straelen
P. Uliens

Paul Améric
55, rue St. Georges
1050 Brussels

Rob. Dier

Alain S.A.
12, rue de Nicomache
1070 Brussels

B. Alain
Dr. Janssens

Estelle
50, rue Roguet
1050 Brussels

Dr. Estelle

Geide Brunette
38, rue St. Servais
1150 Brussels

G. Brunette
Dr. Binstertien

Clotilde de Schmitt
57, rue d'Alger
1050 Brussels

G. de Schmitt

René Dupontier
Brussels

B. Dupontier

René Day
Sart Tilman
1051 Brussels

B. Day

René
61, rue de Jandou
Brussels

Dr. Valler

René Groot
rue de la
1050 Brussels

Dr. de Groot

René
rue de la
1050 Brussels

B. René

René
rue de la
1050 Brussels

B. René

Captair Commercial et Industriel apr1
35-36, ave. de la Couronne
1070 Brussels

R. Breen

Continental Carpet Co. Rev.
Greenstreet 330
6400 Essen

R. Gansere

Sta. B. Clairambour
12, rue Haute
4330 Brasschaat

B. Clairambour

Cellier
22, rue N. de Bruxelles
1070 Brussels

T. Genter

B. and A. Gervierand S.A.
77, Avenue de Forest
1070 Brussels

Dr. Gervierand

Green-Pass
Calle Castellana 41
1000 Madrid

B. Green-Pass
Dr. J. Green-Pass

Dr. Jacques apr1
Calle Vera 107
4700 Valladolid

Dr. Breen
Rue de la Couronne, 41
1070 Brussels

Dr. Breen

Dr. Breen
Rue de la Couronne, 41
1070 Brussels

B. de Breen

Dr. Breen
R. de la Couronne
1070 Brussels

J. Gilling

Dr. Breen
R. de la Couronne
1070 Brussels

B. Gilling

Dr. Breen
R. de la Couronne
1070 Brussels

Dr. Breen

Dr. Breen
R. de la Couronne
1070 Brussels

B. Breen

Extension Textile sprl 14, rue des Boverds 1000 Brussels	Mr. and Mrs. Deiroe
Firme d'Import-Export Oresterionism 1640 Boize	J. Goo
Proyner S.A. St. Pieteroviet 2000 Antwerpen	Y. Van der Cruyssen
J.B. Enterprises N.V. Ter Borchdijk 4 2530 Blijden	Mr. Isaac P. Dreyfus P. Debaerte S. Pays J.B. Gallien Y. van de Borne
Galeries Anspach 84, Anspach 1000 Brussels	L. de Bock
Genex 57, rue de Bortem 1070 Brussels	G. Corleu Dr. Schelle
Dr. Jean Jillem 88, rue de la Pictorie 1030 Brussels	Dr. Looze
Plan Gossens Bourgeois 4 Tinne	G. Gossens
Grand Epicerie 62, Quai de Gros Tonne 1200 Ghent	S. Vuthyren
Albert Burt and Pils quai 62 62, rue Louis Braille 1170 Brussels	A. Burt
Ed. Buisson Lange Bourgeois 11 Bussel	Dr. Looze
Belgische Bank 77, Avenue Louise 1050 Brussels	Dr. Buisson
Edo Belgien	S. Van der Broucke

Ste. Huyghebaert
Belmonte
Brussels

Mrs. Huyghebaert

S.K. Import-Export
12, av. de la Croix Noire
1050 Brussels

Mr. van
Mr. Baibatra

Innovation-les Marchés
Centre International Rodier
1000 Brussels

Mr. Dinant Mrs. Pavlochevitch
Mr. Jullien J. Jullien
Mr. Stantzer

Interglobe
103, Bd. Auguste Reyers
Brussels 1050

Mr. and Mrs. G.E. Jansen - Duffin

International Institute for Cotton
Rambouilletstr 10
Brussels 4

P. Fournier
C. Pieters

Japan Beer Trading Co.
Nambouilletstr 41
1050 Brussels

Mr. Van Bruggen

Labonne
25, av. de la Toison d'Or
1050 Brussels

Mrs. Franky

Ste. Laurent-Guilten
19, av. Dupuis
Brussels 1

Mrs. Guilten

Lemay
28, rue des Combines
1050 Brussels

Mrs. E. Brochez

Leyens
First Building
Brussels

B. Green Mr. Lenoir
Mr. Van den Broek
Mr. Van Lintenberg

Ste. Ley
15, rue de Louvain
Brussels

Mr. and Mrs. Jansen

Marthe P. P. P.
1, rue Jean
10 Brussels

P. Van der

Marthe P. P. P.
Brussels 10
1050 Brussels

P. Brochez

Ste. de Ley
15, rue de Louvain
1050 Brussels

Mr. Brochez

Marius pyba Olijfstraat 19 2000 Antwerpen	Mr. Luc de Rolencour
Martens Nieuwstraat 12 Arlant 9300	E. Martens
N.V. Ritoni and Co. (Belgium) S.A. A.G. Building Pl. du Champ de Mars 5 1050 Brussels	J. Bodart
Ass. Ste. Beene Kromstraat 3 3145 Eigenbilsen	G. Timmermans G. Timmermans
Nigertien 55, rue de Bayeur Châtelet	Mr. Jans
Nigon's Import-Export 251, ave. de la Couronne Brussels 1070	Mr. and Mrs. Janssi
Obray 100, Chaussée de Jette 1000 Brussels	G. Obray
Office de Diffusion Belgo-Française 211, rue Royale 1000 Brussels	T. Obour
Olympe Fashion S.A. 71-81, rue Sire 1070 Brussels	Mr. Zytolaj Mrs. Baumgarten
Parlong's Diffusion Coudenberg 39 0700 Brussels	Mr. Buchstel
Paul Plan Bourdon 100 Louvain-la-Neuve	E. Plan
P. J. P. P. P. J. P. P. Louvain-la-Neuve	G. P. P.
Paul Pender pyba, and St. Jansstraat 10 9100 Brusselengen	J. Pender
Paul Pender pyba Graf van Landstraat 20 Louvain-la-Neuve	A. Pender

Firma Pol van Damme
23, square de l'Aviation
1070 Brussels

Mrs. van Damme
Mrs. Pirrotte

N.V. Pop-Art International
Kantoorstraat 20
Rupelmonde 2026

B. De Noen

Sto. Roggen et Sto. Lense
136, ave. Nuart Hameir
1030 Brussels

C. de Becker

Sto. Neese
12, Chaussée de Forest
1060 Brussels

H. Noese

L. Rossee-De Regel
Stankinstraat 10
1000 Gent

L. Rossee

J. Smith S.A.
91-93, rue de France
1070 Brussels

Miss Hirsch L. Leit
Mr. Monjardin Mr. Thirion
J. Thunus

Suzanneite
Pl. du Champ de Mars 1
1050 Brussels

D. Van Eys

Schenker and Co. (Belgique) S.A.
Lange Klarenstraat 23
2000 Antwerpen

J. Engel

Soliction
Eugéniestraat 10-12
Bruges

G. de Leenhout

Pierre Snyman
49, rue de Saint Jean
1000 Brussels

P. Snyman

Le Ghelst opt
7-8 Charles Agne
Brussels

Mr. Fayet

Shopping Centre St. Hubert
St. Hubert-Stras

L. de Ganser

Stevens Snyman
161, rue de Plandre
1000 Brussels

Mr. Gallibert J. Laboye
& Simonis
B. Verbruggen

Staelle S. and G.
Coudenbergstraat 45
1000 Brussels

B. Staelle

de Strandjutter Boetiek
Westendestraat 8
8460 Koksijde

K. Dieusaert
R. Dieusaert

Texinco
50, ave. des Arts
1050 Brussels

J. Goes

N.V. Uco S.A.
Belle-Vue
Ledeberg
B-9002

Mrs. D. D'Aout

V-R Centre Import Export
429, Galeries de la Toison d'Or
1050 Brussels

A. Rabbani

Van den Borre
700, Chaussée de Mons
Brussels

Miss Debret

Sta. L. Vander Linden nvba
St. Gillis-Waas

H. Vander Linden

Art Vietnam
78, Chaussée de Charleroi
1060 Brussels

Mrs. Daung-t-Bui

Denmark

Henris R. Henriques A/S
Norrvegade 7
1165 København K

C. Bonne

Federal Republic of Germany

Bundesanstalt für Aussehenhandels-
information
7000 Wilm 1
Blumbach 13

Mr. Leonhardt

Altona GmbH
6021 Hohenschäftlarn

R. Besscher

Ganda International and Co.
Friedrichsstr. 71
Bonn

G. Petach

Gleberth Flugge vdi
35 Hannel-Str
Sichelsteiner Weg 17

G. Flugge
Mr. Loewmann

Federal Republic of Germany (continued)

Werner Lindemann
D-6050 Offenbach am Main
Stauffenbergstr. 11

W. Lindemann

Nowak Import
433 Milheim a.d. Ruhr
Gracht 17C B

S. Nowak

Peter, Anton, Paul and Co.
6053 Obertshausen bei Offb.
Friedrichstr. 13

P. Ott

Rappel and Sohn
D-822 Traunstein

S. Rappel

Planungsgruppe Ritter
D-624 Königstein
Wiesbadenerstr. 92

A. Kornfeld

Schreiber
6050 Offenbach/Main
Bettinastr. 15

W. Neumann

France

Jeanne de Goeyse
3, rue des Roses
06 - Biot

Mr. and Mrs. de Goeyse

Import-Export
15, rue Guy Raquet
75017 Paris

P. Hafk-Adira

S.A. Industrie Cotonnaire
93, rue Réaumur
Paris 24

L. Theiller

Compagnie Olivier
25, rue d'Anterg.
Paris 8

P.H.F. Rouillé

Rault Freres
38, rue du Pré-Chevaux
St. Etienne

Mr. Rault

BOUYER
68680 Mischwiller Les Vaux

A. Kaeufferlen

The Netherlands

Borghaus N.V. Koningin Wilhelminaplein 2-4 Amsterdam	W. den Toon
Canda International Karl Dujardinstraat 61-67 Amsterdam	Mr. Wehmeyer
Centrum Tot Bevordering van de Import Uit Ontwikkelingslanden Coolingsingel 58 - Beursgebouw 214 Rotterdam	I.G. Roos
Confectiebedrijf Max Abram N.V. Prinseneiland 123-137 Amsterdam - C	H. Abram Mr. Steenvorden
Dobrefa Fashion for Men Rijksweg 54 Hoog-Koppel	Mr. Dofa
Eljgenraam and Co. Textiles Jas. Fortkiaan 20 Marlian-N.	P. Eljgenraam
de Gruyter BV 's-Gravenhage van Taldenstraat 13	J.M.M. Nuisaerts J.H. van Poecke
Euna BV Bryndaelstraat 49 Amsterdam (Z)	E.N. de Vos
Hoba/Pam Walburgeweg 130 Rotterdam	J.D. Jongma W.P.A. Kuijt B.A.J.H. Nitsens
Handelsmaatschappij "Hian Gum" Nederland B.V. Nieuwe Burgrecht 11 Amsterdam	B. Zegerius K. Zuidema
Loonhi G.A. Gr. Markt 21 Brno	G. Loonans
Ontwikling Beleg De Linde 15 Lisse	Mr. Hout Mr. Spaschoff
Overland Service, Inc. Oudekruisweg 30 P.O. Box 7500 Rotterdam	J. B. Burtrick

The Netherlands (continued)

Simpson Bay Trading Company
Plesmanlaan 87
Amsterdam

R.S. Gotlieb

Van den Eeckhout
Sport-en vrijetijdskleding p.v.b.a.
Nieuwstraat 20
9420 Mere

F. Van den Eeckhout

Etn. Pierre Van Dijk
Prins Boudewijnlaan 1
Kontich-Antwerp

P. Van Dijk

Ets. Van Moer S.A.
Vaartstraat 16
Hulshout

H. Van Moer

Vroom and Dreesmann
Spaklerweg 52
Amsterdam

B.J.M. Cleerdin

WGEA
Voorstraat 40
Asperen

Kenos bv
's-Hertogenbosch
Havensingel 12

K. van der Burg

Sweden

Anarkali
Chalmeragatan 29
Göteborg

O. Asberg
R. Asberg

A.G. Pehrson AB
Heliumgatan 5
P.O. Box 113
431 22 Söndal

Per-Olof Pernvik

Switzerland

Cardas
10, rue de Bourg
Lausanne

Mrs. C. Daester

United Kingdom of Great Britain and Northern Ireland

Condax (Agencies) Ltd.
Boardman House
17-26 Wakley Street
London, EC1V 7LT

G.D. Inbar

John Michael Ltd.
18-19 Savile Row
London W.2

John Innes

URS Group Ltd.
Marble Arch House
66/68 Seymour Street
London W1A 2BY

Dr. Harot
Mr. Sandler

LISTE DE MEMBRES

Patrick Cornelius
Directeur Général
Institut Belge de l'Éboulage

Euro Couvreur
Fonctionnaire
Service Section
Union Ouvrière, CMI

Jean-Étienne Goubel
Conseiller
Chef de Service
Ministère des Affaires Économiques

Joseph Des
Administrateur Général
Firme d'Import-Export

Julius Longin
Président Directeur
Coopérative d'achat

Ernst Adler AG
Bielefeld (FRG)

François Boulin
Chargé de Mission
Bureau de Plan

Paul Richely
Directeur
Organisation des Commerçants

Jean Giron
Chef de Division
Entreprise de Distribution

Auguste Fagniez
Industriel

Victor Vanh
Directeur de Laboratoire
Ministère des Affaires Économiques

Robert Verheyen
Ingénieur
Grand Export

Robert Gierstede
Ingénieur Général
Ministère des Postes

ANNEX III

**EXAMPLES OF EVALUATION OF FOREIGN MARKS BY THE
UNITED STATES PATENT OFFICE**

The external packaging is of good quality and well made but the internal wrapper is quite inadequate. In the case of soft pills, the capsules are unprotected and the rubber stoppers which are used to close about certain openings, therefore require further changes.

The internal packaging is completely inadequate for drug transport, especially since the only small amount of padding provided is in the form of strips of paper. There is no protection against shock and humidity, a fact that is all the more glaring since there are also serious leaks in the lid of the container.



Page 40



Exhibit No. 1

Content: Clothes

The package is round (triple-walled corrugated board). The contents are well protected by polyethylene bags but the inadequate padding, as photo No. 1 annexed shows, is a temptation and there is danger of theft.

Exhibit No. 2

Content: Clothes

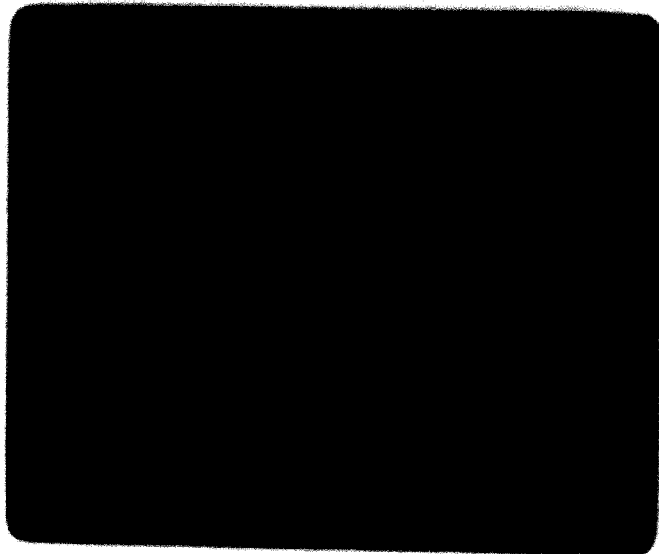
A carton containing clothing previously packed in polyethylene bags. The carton is wrapped up in jute covering, which is also seen in photo No. 2 annexed.

In view of the nature of its contents, this package can be considered as being very good.

Page 01



Page 01

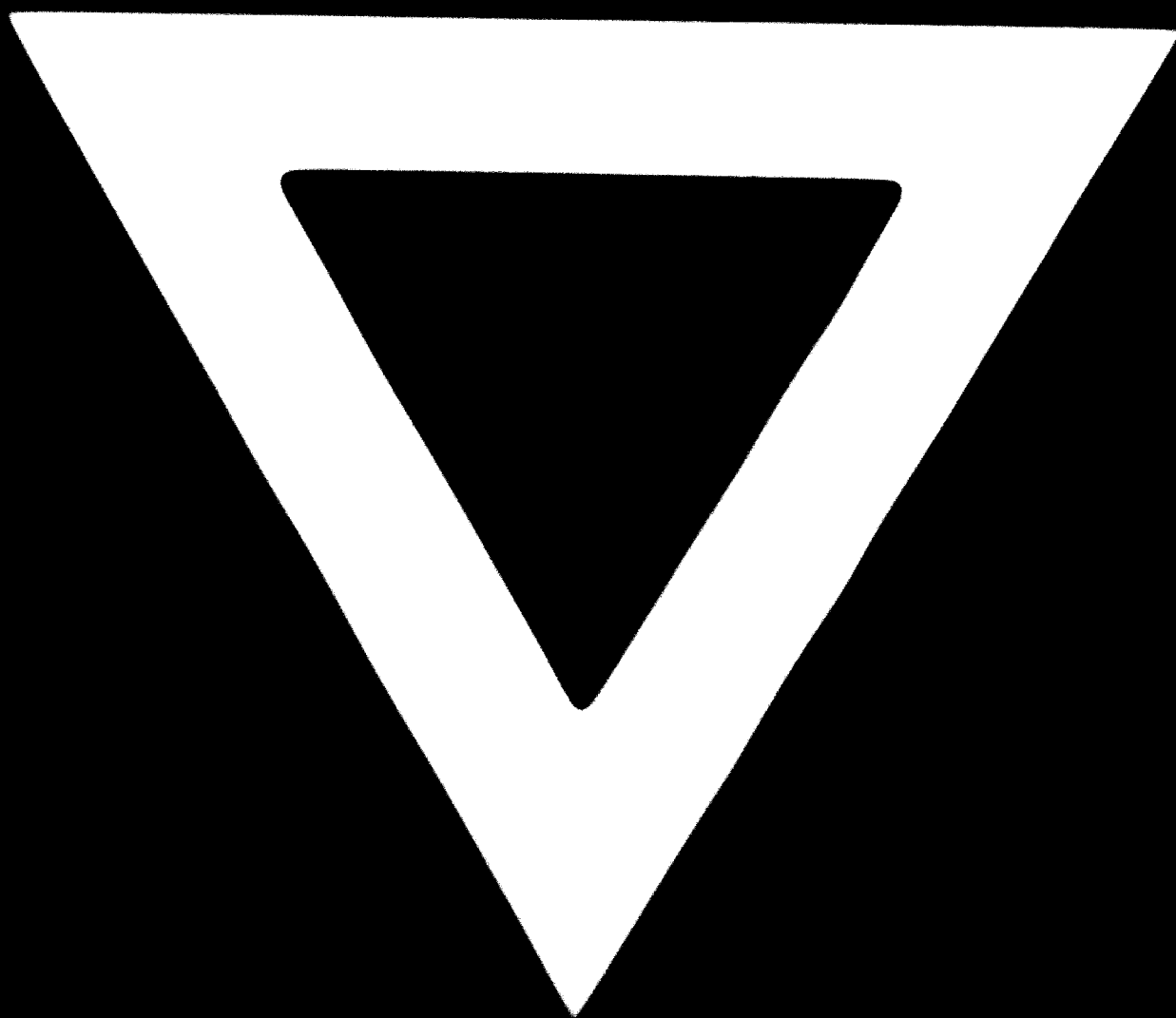


Contents Book

The packages seem to be in good condition, they are made of corrugated board and are wrapped in sheets of paper and tied with string. This mode of packaging is satisfactory for air transport but, for sea transport, there is no protection against water and humidity.

All these mail packages should be returned in a commercial container case sufficiently protected against humidity and water.





76 . 06 . 29