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OCCASION

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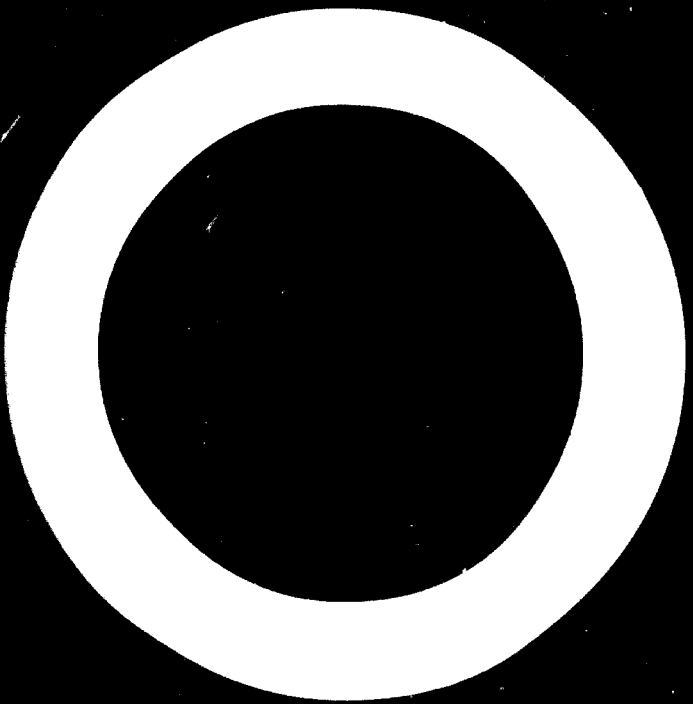
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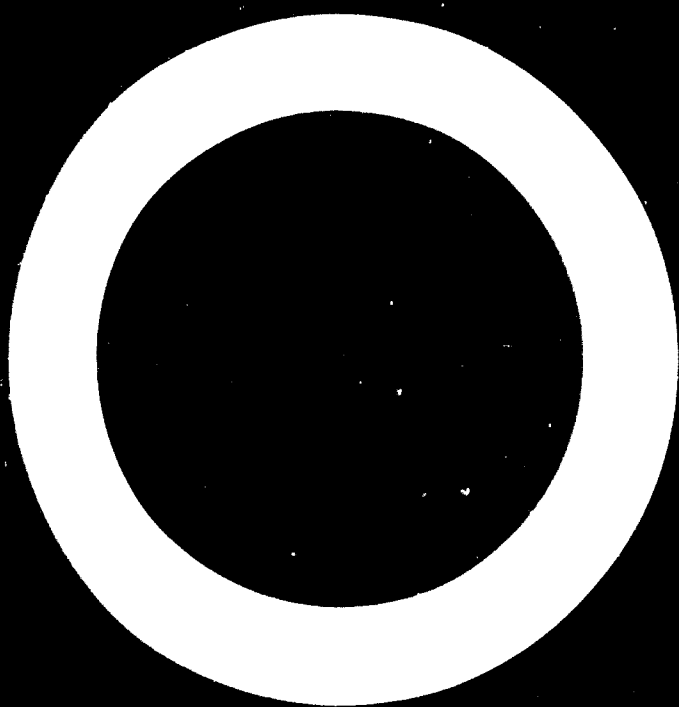
INDUSTRIAL
CO-OPERATIVES

INDUSTRIAL
TRADE FAIRS



UNITED NATIONS





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**UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION
Vienna**

This brochure is one of a series published to inform developing countries of the types of assistance available from UNIDO to advance their industrialization programmes.

Introduction

The United Nations Industrial Development Organization (UNIDO) was established by the United Nations General Assembly in 1966 as an autonomous body within the United Nations to promote and accelerate the industrialization of the developing countries. It was given the central role in co-ordinating all the activities undertaken by the United Nations family in this field. UNIDO came into existence on 1 January 1967 and has its headquarters at Vienna.

UNIDO provides advisory and promotional assistance and training to Governments and organizations in the establishment, reorganization and reinforcement of industrial infrastructure. This assistance is provided by agreement between a requesting Government and UNIDO, and, in most cases, the United Nations Development Programme (UNDP).

The contribution of UNIDO to technical assistance projects may take many forms depending on the requirements of the requesting Government and the size of the project. Projects may include:

Provision of experts

Provision of fellowships for individual training or for participation in group training programmes organized by UNIDO or other institutions

Provision of equipment

Short-term (one month or less) exploratory or advisory missions by UNIDO headquarters staff members or consultants

Any other form of assistance mutually agreed upon between the Government and UNIDO

Accelerated industrialization requires a deep commitment on the part of the industrial and business community in a country. It also requires the establishment of an effective institutional infrastructure through which the business community—whether organized on a private, co-operative or public basis—can undertake concerted activities to assist in achieving the specific industrialization goals of individual industrial branches and enterprises.

The effective development of such infrastructure will often require the establishment of new or the reorganization or reinforcement of existing institutions that serve groups of industrial enterprises. The relevant institutions are:

Chambers of commerce and industry and associations of industrialists

Industrial co-operatives and their associations

Industrial fairs

Chambers of commerce and industry and associations of industrialists

In some developing countries specialized institutions have already been established to provide industry with the services that most enterprises need and do not have the capability of providing. However, a few additional services are needed that are not being provided by any of the specialized institutions. At the same time, industry is not always aware of the type, content and value of the services that specialized institutions already provide.

In other developing countries where the level of industrialization does not justify the establishment of specialized institutions and the resources to establish them are lacking, the basic industrial services are provided inadequately.

Chambers of commerce and industry and associations of industrialists can play an important role in industrial development by filling most or all

of the gaps mentioned above UNIDO is interested in strengthening chambers and associations so as to provide them with the capability to fill the existing gaps in the industrial services infrastructure.

Industrial co-operatives

Industrial co-operatives can provide a larger segment of the population with the opportunity to invest in industrial projects and to contribute thereby to the financing of industrial development; provide the means by which a fuller and more effective participation of the population in industrial development is assured; contribute to the decentralization of industry, thus promoting balanced urban and rural industrial development; provide common services to small-scale producers, thus enabling them to make use of larger-scale technologies, and make possible the utilization of traditional productive abilities of particular groups of the population.

It is the aim of UNIDO to foster this form of industrial production by promoting and assisting the development of co-operative industrial enterprises that are technically and economically sound.

Industrial fairs

The transfer of technical know-how and industrial processes to developing countries can be accelerated by providing opportunities for those who are looking for technical and financial assistance for specific industrial projects in developing countries to meet businessmen from industrialized countries who can fulfil such requests.

Fairs and exhibitions provide "neutral" grounds where representatives of Governments and industrialists from developing and developed countries can meet to explore the possibility of undertaking

joint ventures and to negotiate management, training and turn-key contracts, the licensing of technology, the transfer of know-how, the supply of equipment and financial assistance, and so on.

UNIDO not only organizes promotional activities at fairs in industrialized and developing countries, but it works to strengthen and improve the fairs in developing countries as well as institutions responsible for the participation of developing countries in other international fairs. It provides various types of technical assistance such as: carrying out feasibility studies, advising on organizational, operational and promotional aspects and training of staff. The aim is to establish an efficient vehicle in developing countries for promotion of their socio-economic development, particularly in the industrial sector.

Examples of technical assistance provided by UNIDO

Small-scale projects

Advisory missions have been sent to three Middle Eastern Countries to examine the industrial activities and services provided by the Chambers of Commerce and Industry to their members, to propose new services that the Chambers could provide to promote industrial development, and to assist in formulating an outline for the establishment of an industrial development unit in each Chamber that would be charged with providing the new services proposed and improving the existing ones. The units would serve as a link between institutions providing specialized services and the industrial enterprises using these services.

An advisory mission to a Latin American country investigated possibilities for industrial co-operative services and marketing, assessed the benefits from the co-operative form of industrial production to the over-all industrialization of the country and assisted in formulating a national

programme of industrial co-operative development, particularly for small and medium-sized industries.

An in-plant group training programme in industrial co-operatives is organized annually in Poland in co-operation with the Polish Central Union of Workers Productive Co-operatives. The aim of the two-month programmes is to upgrade the practical knowledge of government officials and leaders from developing countries in the promotion, organization and operation of industrial co-operatives. Fifteen participants from Latin American countries were trained in the programme held in 1974.

Advisory missions sent to assist the Governments of two Central American countries, one African and one Asian country suggested measures to improve and expand industrial fairs.

Large-scale projects

UNIDO is assisting one African, one Asian and one Latin American country in all phases of the physical planning, organization and initial operations of new industrial fairs.

Sources of finance

Technical assistance projects, or their preparation, can be financed from several sources, as shown in the table below.

TYPE OF PROJECT AND SOURCE OF FINANCE

<i>Type of project</i>	<i>Approval granted by</i>
Large-scale projects (UNDP participation more than \$150,000) financed from the UNDP Indicative Planning Figure (IPF)	UNDP, New York
Small-scale projects (UNDP participation up to \$150,000) financed from UNDP/IPF	Local UNDP resident representative ^a

TYPE OF PROJECT AND SOURCE OF FINANCE

(continued)

<i>Type of project</i>	<i>Approval granted by</i>
Projects of any scale financed from UNIDO funds derived from voluntary contributions	UNIDO, Vienna
Projects under Special Industrial Services (SIS) (UNIDO participation generally less than \$50,000)	Local UNDP resident representative
Short-term missions by UNIDO headquarters staff members or consultants financed from UNDP/IEF, SIS or UNIDO funds	Local UNDP resident representative and UNIDO, Vienna UNIDO, Vienna

Note UNIDO itself cannot provide capital for or participate in new industrial enterprises except small pilot plants. This capital should be obtained from development banks, private investors and other financial institutions. Through its investment promotion programme, UNIDO may, however, bring together those who require capital, know-how or partners for joint ventures and those who can meet one or more of these requirements.

^aSome types of small-scale UNDP/IEF projects also require approval from UNDP, New York.

How to apply for assistance from UNIDO

All requests for assistance from UNIDO should normally include a short description of the objectives, duration and type of assistance required. They should be directed through the appropriate government department to the local UNDP resident representative who acts as the UNIDO representative in the country. If the originators of requests wish to have preliminary discussions about their project ideas, the office of the resident representative can arrange a meeting with the UNIDO industrial development field adviser assigned to that area.

For further information on the work of
UNIDO, communications may be addressed to:

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