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List of United Nations and UNIDO Sales Publications,
Articles, Reports and Mimeographed Documents
on Small-scale Industry

FINANCING OF SMALL-SCALE INDUSTRIES

1. The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that proper record-keeping is essential for the integrity of the financial system and for the ability to detect and prevent fraud.

2. The second part of the document outlines the various methods used to collect and analyze data. It describes the use of statistical techniques to identify trends and anomalies in the data, and the importance of using reliable sources of information.

3. The third part of the document discusses the role of the auditor in the process. It explains that the auditor's primary responsibility is to provide an independent and objective assessment of the financial statements, and to report on the results of their audit.

4. The fourth part of the document discusses the importance of communication in the audit process. It emphasizes that the auditor must maintain open and honest communication with the client, and must be able to clearly and concisely communicate the results of their audit.

The following lists of United Nations and UNIDO Sales Publications, Articles, Reports and Mimeographed Documents on Small-scale Industry are also available:

UNIDO/ISID/45/Rev. 1	PROMOTION AND DEVELOPMENT OF SMALL-SCALE INDUSTRIES (GENERAL) A. Industrialization in Countries at Early Stages of Development B. Small-scale Industry Outside Metropolitan Areas/Rural Industrialisation/Regional Industrial Development C. Self-Help/Co-operatives/Mergers
UNIDO/ISID/45/Add. 1/Rev. 1	EXTENSION SERVICES, TRAINING AND TECHNICAL FACILITIES FOR SMALL-SCALE INDUSTRIES
UNIDO/ISID/45/Add. 2/Rev. 1	INDUSTRIAL ESTATES, INDUSTRIAL AREAS AND FREE ZONES
UNIDO/ISID/45/Add. 4/Rev. 1	MANAGEMENT OF SMALL-SCALE INDUSTRIES
UNIDO/ISID/45/Add. 5/Rev. 1	MARKETING OF SMALL INDUSTRY PRODUCTS A. Domestic Marketing B. Export Promotion C. Subcontracting D. Government Procurement Programmes
UNIDO/ISID/45/Add. 6/Rev. 1	PRODUCTION IMPROVEMENT IN SMALL-SCALE MANUFACTURING A. General (Size of Plant) B. Choice of Technology and Appropriate Technology C. Capital Intensity D. Quality Control E. Standardization F. Maintenance and Repair G. Model Schemes/Profiles/Plant Models

The publications, reports and documents listed relate not only to policies, programmes and measures directly concerned with the development of small-scale industry, but also to certain broader issues of financing, marketing, subcontracting, technological research, choice of technology, and other matters which have a bearing on the development of this sector. Studies on the broader aspects are included when directly relevant to the main subject matter of this list. In a few cases, reference is made to studies of more general scope.

The following list is arranged by main subjects and, under each heading, by date of publication or proposed publication.

For each document, the number of pages indicated is that of the English version.

FINANCING OF SMALL-SCALE INDUSTRIES

Printed Publications

Sales No.:

70.II.B.24

Title:

Directory of External Sources of Financing available for Industrial Projects in Developing Countries, United Nations sales publication, New York, 1970, 157 pages.

Language:

E F

This publication contains compiled data on financial systems and institutions and their scope of activity. It is meant as basic information on institutions of international, national, public and private origin and world-wide or regional operation. The institutionalized systems relate to the export credit systems offered by public or private owned organizations of industrialized countries.

The data has been prepared in standard form, in order to give practical information which could be used as a first reference in selecting suitable sources of financing for industrial projects in developing countries. The data of information are given in the following form: name and address of institution; establishment and resources; scope of activities with particular reference to financing industrial projects in developing countries; terms and conditions of financing; procedures governing the application and processing of financial requests.

FINANCING OF SMALL-SCALE INDUSTRIES

Articles published in the Industrialization and Productivity Bulletin

<u>Sales No.:</u>	<u>Title:</u>	<u>Language:</u>
58.II.B.2	"Hire-Purchase Loans for the Mechanization of Small Industry", by J. E. Stepanek (<u>Bulletin No. 1</u>), United Nations sales publication, New York, April 1958, 7 pages. A study of methods linking technical assistance to financial assistance applied to Burma to facilitate the procurement of machinery by small industrialists.	E F S
60.II.B.1	"Financing of Small-scale Industries in Under-developed Countries", by the Industrial Development Branch of the United Nations Department of Economic and Social Affairs, (<u>Bulletin No. 3</u>), United Nations sales publication, New York, March 1960, 8 pages. A survey of measures to increase the supply of funds, reduce the cost of credit and reduce the risks of lending.	E F S
69.II.B.3	"Measures to Increase Commercial Bank Financing of Industry in Developing Countries", by David Frits, (<u>Bulletin No. 13</u>), United Nations sales publication, New York, 1969, 19 pages. This article examines the problems of the limited availability, in the developing countries, of financial resources for industrial development. It reviews the present role of the commercial banks with regard to such financing and makes suggestions on means of expanding their participation in industrial development. (This article is also available as a mimeographed document under United Nations symbol ID/CONF.1/B.9)	E F S
69.II.B.12	"The Role of National Development Finance Companies in Industrial Development", by the World Bank Group (the International Bank for Reconstruction and Development, the International Finance Corporation and the International Development Association), (<u>Bulletin No. 14</u>), United Nations sales publication, New York, 1969, 12 pages. This article reviews the experience of the World Bank Group in rendering technical and financial assistance with regard to the creation or expansion of Development Finance Companies in the Group's member countries. The pattern of this assistance has included equity investment by the International Finance Corporation, loan funds from the World Bank, technical assistance in connexion with the expansion or re-organization of existing development finance companies and the establishment of new ones, and staff training. (This article is also available as a mimeographed document under United Nations symbol ID/CONF.1/B.8)	E F S

FINANCING OF SMALL-SCALE INDUSTRIES

Mimeographed Documents

<u>Symbol:</u>	<u>Title:</u>	<u>Language:</u>
	The following documents were prepared for the International Symposium on Industrial Development, Athens, 29 November - 20 December 1967:	
ID/CONF.1/1 + Corr. 1 + Corr. 2	- Official Bilateral Financial Assistance for the Manufacturing Industry of the Developing Countries, by UNIDO, 29 March 1967, 47 pages.	E F S R
ID/CONF.1/7	- Domestic Financing of Industrial Development, by UNIDO, 27 April 1967, 64 pages.	E F S R
ID/CONF.1/A.18	- Domestic Financing, by UNIDO, 1 July 1967, 8 pages.	E F S R
ID/CONF.1/A.25	- External Financing, by UNIDO, 1 July 1967, 9 pages.	E F S R
ID/CONF.1/B.8	- The Role of National Development Finance Companies in Industrial Development, by the World Bank Group, 26 May 1967, 35 pages. (This document was published, in 1969, as an article, in the <u>Industrialization and Productivity Bulletin No. 14</u>), (Sales No. 69.II.B.12).)	E
ID/CONF.1/B.9	- Measures to Increase Commercial Bank Financing of Industry in Developing Countries, by David Fritz, 8 April 1967, 59 pages. (This document was published, in 1969, as an article, in the <u>Industrialization and Productivity Bulletin No. 13</u>), (Sales No. 69.II.B.3).)	E
ID/CONF.1/G. 58	- Domestic Financing of Industry, by the Government of Greece, 13 July 1967, 10 pages.	E

	The following document was prepared for the Interregional Symposium on Technical Services and Facilities for Small-scale Industries, Vedbaek, Denmark, 26 June - 8 July 1967:	
ID/CONF.2/BP.2 (ID/WG.1/BP.2) (ID/WG.17/10)	- Stimulation of Entrepreneurship and Assistance to Small Industrialists at the Pre-investment Stage, by UNIDO, April 1967, 44 pages.	E F S (E F S) (E)

	The following documents were prepared for the Workshop on Financial Planning of Industrial Projects, Karachi, Pakistan, 5 - 30 August 1968:	
ID/WG.5/3	- Fixed and Working Capital Requirements for Selected Small- or Medium-sized Industrial Plants in the United States, by UNIDO, 12 pages.	E
ID/WG.5/7	- Commercial Banks as a Source of Industrial Finance, by Clark Griswold, September 1967, 24 pages.	E

<u>Symbol:</u>	<u>Title:</u>	<u>Language:</u>
ID/WG.5/10	- Joint Ventures as a Source of Industrial Finance, by D. B. Zeffoff, September 1967, 20 pages.	E
ID/WG.5/11	- Preparation of Manufacturing Data for Submission to Commercial Banks.	E
ID/WG.5/17	- Planning Capital Requirements, Southeastern Plant (Case Study) by Mobil Oil Corporation New York, September 1967, 15 pages.	E

The following documents were originally prepared for the Expert Group Meeting on the Development of Small-scale Industries in the Arab Countries of the Middle East, Beirut, Lebanon, 11 - 16 November 1967. They were submitted, later on, to the Meeting on Financing of Small-scale Industry in Latin America, Buenos Aires, Argentina, 23 - 28 November 1970:

ID/WG.17/14 (ID/WG.65/3)	- Extension Service and Development Finance for Small Industry: An International Comparative Analysis, by M. C. Shetty, August 1968, 45 pages.	E S
ID/WG.17/15 (ID/WG.65/4)	- Hire-Purchase Loans for the Mechanization of Small-scale Industries: The Experience of India, by K. L. Nanjappa, 1 July 1970, 42 pages.	E S

The following document was prepared for the Training Workshop on Extension Services for Small-scale Industry in the East African Sub-region, Kampala, Uganda, 8 - 10 June 1970:

ID/WG.54/4 + Corr. 1	- Problems and Possibilities of Small-scale Industry Extension and Development Finance with Special Reference to the Situation in East Africa, by Franz C. Helm, 27 April 1970, 52 pages.	E
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The following documents were prepared for the Meeting on Financing of Small-scale Industry in Latin America, Buenos Aires, Argentina, 23 - 28 November 1970:

ID/WG.65/2	- Financing of Small-scale Industry in the Developing Countries: Case Study of Latin America, by Sabas Francia Garcia, 1 July 1970, 83 pages.	E S
ID/WG.65/5	- Equity Financing of Small-scale Industry, by UNIDO, 1 July 1970, 11 pages.	E S
ID/WG.65/5	- Leasing and Mutual Indemnity Financing in France, by Robert Holtz, 1 July 1970, 50 pages.	E S

<u>Symbol:</u>	<u>Title:</u>	<u>Language:</u>
ID/WG.65/7 (CID/IE.1/9)	- Financiación Pública y Privada de los Proyectos de Conglomeraciones Industriales y Fomento de los Proyectos Privados por Parte de las Autoridades Gubernamentales, con Especial Referencia a la Experiencia de la India, por B. K. Chatterji, 1965, 35 pages.	S (E)
ID/WG.65/8	- Commercial Bank Financing of Small-scale Industries: Policies and Measures, by Benjamin P. Spiro, 1 July 1970, 52 pages.	E S
ID/WG.65/9	- Financing of Exports of Small Industry Products: the Experience of Japan, by Ichiro Oshikawa, 1 July 1970, 39 pages.	E S
ID/WG.65/10	- UNIDO Activities in the Field of Financing of Small-scale Industry, by UNIDO, 22 July 1970, 13 pages.	E S
ID/WG.65/11	- Descripción y evaluación de la financiación de la pequeña industria en el Perú, por Julio Arguedas I., 17 agosto 1970, 9 páginas.	S
ID/WG.65/12	- Financiamiento de la pequeña industria, (Bolivia), por Antonio Tapia Pabón, 1 octubre 1970, 9 páginas.	S
ID/WG.65/13	- La financiación de la pequeña y mediana industria en Colombia, por Benllini Galindo Echeverri, 9 octubre 1970, 11 páginas.	S
ID/WG.65/14	- Financiamiento de la pequeña industria en Paraguay, por Igor Fleischer, 8 octubre 1970, 9 páginas.	S
ID/WG.65/15	- Financiación a las industrias familiares y de artesanía en Costa Rica, por Fernando Lorenzo, 9 octubre 1970, 14 páginas.	S
ID/WG.65/16	- Financiamiento de la pequeña y mediana industria, (Venezuela), por Gabriel Pérez Perazzo, 14 octubre 1970, 9 páginas.	S
ID/WG.65/17	- El banco industrial de la República Argentina y su acción crediticia especialmente en favor de la pequeña industria ubicada en el interior del país, por Bernardo Alvarez García, 11 páginas.	S
ID/WG.65/18	- Financiamiento para el desarrollo de la pequeña industria, (Honduras), por Dorcas de González, 23 octubre 1970, 6 páginas.	S
ID/WG.65/19	- Descripción de la asistencia técnica y financiera a la pequeña industria en Nicaragua, por Ernesto Quant W., 22 octubre 1970, 12 páginas.	S

<u>Symbol:</u>	<u>Title:</u>	<u>Language:</u>
ID/WG.65/20	- Descripción y evaluación de la experiencia de la República de Panamá en la financiación de la pequeña industria, por Julio O. Mosquera C., 27 octubre 1970, 15 páginas.	S
ID/WG.65/21	- El financiamiento y otros problemas de la pequeña industria en El Salvador, por Consejo Nacional de Planificación y Coordinación Económica, 30 octubre 1970, 18 páginas.	S
ID/WG.65/22	Pequeña Industria en el Ecuador, por Hugo María Valarezo Crespo, 8 páginas.	S
ID/WG.65/23	- El financiamiento de la pequeña industria en la República Dominicana, por Manuel E. Gómez Pieterz, 31 páginas.	S
ID/WG.65/24	- Financiación de la pequeña y mediana industria en el nordeste de Brasil, por Raimundo J. Barbosa, 5 páginas.	S
ID/WG.65/25	- Financiamiento del artesanado y la pequeña industria en Chile, por Sergio Nuñez Bernal, 23 páginas.	S
ID/WG.65/28	- Consideraciones sobre los "préstamos para promover la productividad" del Banco Industrial de la República Argentina, por René P. Tjebbes, 5 páginas.	S
ID/WG.65/29	- Facilidades crediticias para pequeñas y medianas industrias, por Jorge Harriague (un estudio analítico de la experiencia internacional), 22 páginas.	S

The following documents were prepared for the Seminar on Financing of Small-scale Industry in Asia and the Far East, New Delhi, India, 5 - 10 April 1971:

ID/WG.92/2	- Public and Semi-public Financing of Small-scale Industry in Asia (A Comparative Analysis of Financing of Institutions Policies and Measures in the Republic of China (Taiwan), Japan, Republic of Korea, Malaysia, Pakistan, the Philippines, Singapore and Thailand), by Seifu Aburatani, 26 February 1971, 53 pages.	E
ID/WG.92/3	- The Hire-Purchase System and the Loan Funds, (Indonesia), by Rochman Oesman, 22 February 1971, 10 pages.	E
ID/WG.92/4/Rev.1-	Report of the Seminar on Financing of Small-scale Industry in Asia and the Far East, 4 November 1971, 43 pages.	E

<u>Symbol:</u>	<u>Title:</u>	<u>Language:</u>
	The following documents were prepared for the Meeting on Promotion of Small Industries in the RCD Countries, Tehran, Iran, 11 - 17 April 1971:	
ID/WG.93/4	- Financial Assistance, (Iran), by M. Esfahanizadeh, 13 July 1971, 5 pages.	E
ID/WG.93/11	- Progress and Problems in Implementing Programmes of Financial Assistance, (Pakistan), by M. M. Zahoor Anvar, 13 July 1971, 11 pages.	E
ID/WG.93/20	- The Small Industry Financing in Turkey, by T. Özgür Uras, 4 August 1971, 9 pages.	E

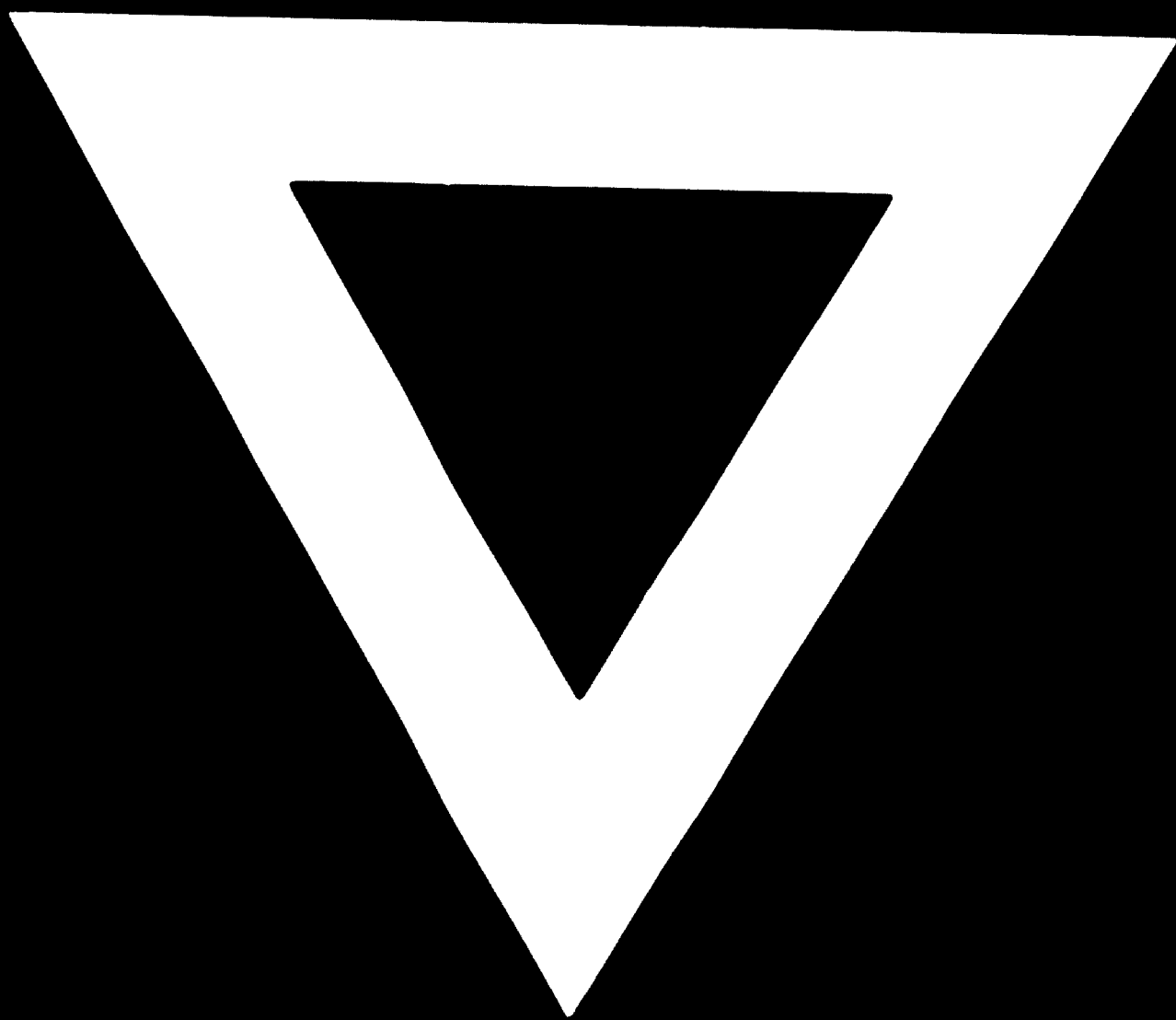
	The following document was prepared after the Seminar on Industrial Information for ECA Region Countries, Addis Ababa, Ethiopia, 6 - 15 November 1972:	
ID/WG.119/11 (ID/WG.143/6)	- Directory of Investment Promotion Contacts for African Industrialization, by the Economic Commission for Africa, 11 January 1973, 13 pages.	E (F)

	The following documents were prepared for the Seminar on Financial Assistance and Extension Services for the Promotion of Small-scale Industries in the Caribbean Area, 3 - 8 December 1973, Bridgetown, Barbados:	
ID/WG.167/5	- Integrated Programme on Financial Assistance and Technical Advisory Services to Small Business, by R. J. Bowen-Ashwin, 15 October 1973, 15 pages.	E
ID/WG.157/9	- Report of the Seminar on Financial Assistance and Extension Services for the Promotion of Small-scale Industries in the Caribbean Area, 3 - 8 December 1973, Bridgetown, Barbados, 31 July 1974, 24 pages.	E

	The following document was prepared for the Training Workshop and Study Tour on Small-scale Industry in the Least Developed Countries of Asia, the Far East and the Middle East, Nepal and India, 1 - 23 April 1974:	
ID/WG.174/9	- Financing of Small Industries in Nepal, by Navin Chandra Joshi, April 1974, 13 pages.	E

<u>Symbol:</u>	<u>Title:</u>	<u>Language:</u>
	The following documents were presented to the Group Training Programme on Extension Services for Small-scale Industries in East African Countries, Nairobi, Kenya, 12 - 23 May 1975:	
IO/IG.207/5	- Small-scale Enterprise Development Division - A Brief Description and Evaluation of Small-scale Enterprise Financing in Uganda, by Patrick Kaluku, 6 May 1975, 7 pages.	E
UNIDO/IPPD.155	- Mobilization of Domestic Financial Resources for Industrial Development in African Countries, by G. Raab, 18 July 1974, 45 pages.	E





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