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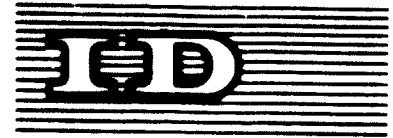
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United Nations Industrial Development Organization

Second Consultation Meeting on the
Fertilizer Industry

Innsbruck, Austria, 6 - 10 November 1978

ARRANGEMENTS FOR
MEETING TO PROMOTE THE ESTABLISHMENT OF
FERTILIZER PLANTS IN DEVELOPING COUNTRIES

Kongresshaus, Innsbruck, Austria, 11 November 1978

to follow the
Second Consultation Meeting on the Fertilizer Industry

Background

1. The First Consultation Meeting, having in mind the basic objectives adopted by the Second General Conference of UNIDO held at Lima, was of the view that the development of the world fertilizer industry could make a very significant contribution to increasing the developing countries' share of world industry. It recognized the need for more fertilizer production within the developing countries in order to meet increased consumption and assist industrial development. The Meeting recognized that to achieve these objectives, existing international co-operative efforts should be continued and intensified.

Purpose of the Investment Promotion Meeting

2. The aim is to provide a one-day forum for person-to-person discussions on fertilizer projects or project ideas presented by developing countries to industrialists, sources of finance and other interested parties from developed countries or other developing countries.

3. The participants from developing countries who are presenting projects should be prepared to discuss the investment climate in their country and the other advantages which their country offers for the establishment of fertilizer plants.

Organization and Timetable of the Meeting

4. At this meeting there will be neither a reading of papers nor lengthy speeches. There will be an opening session from 9.00 to 10.30 hours at which the UNIDO Secretariat will present a paper for discussion which describes the restructuring which is taking place in the world fertilizer industry and considers how the location or relocation of future capacities to certain developing countries could be mutually advantageous for the parties involved.

5. The remaining time available, 11.00 to 17.00 hours, will be allotted to individual discussions between project promoters and potential investors, suppliers of technology and know-how and sources of finance.

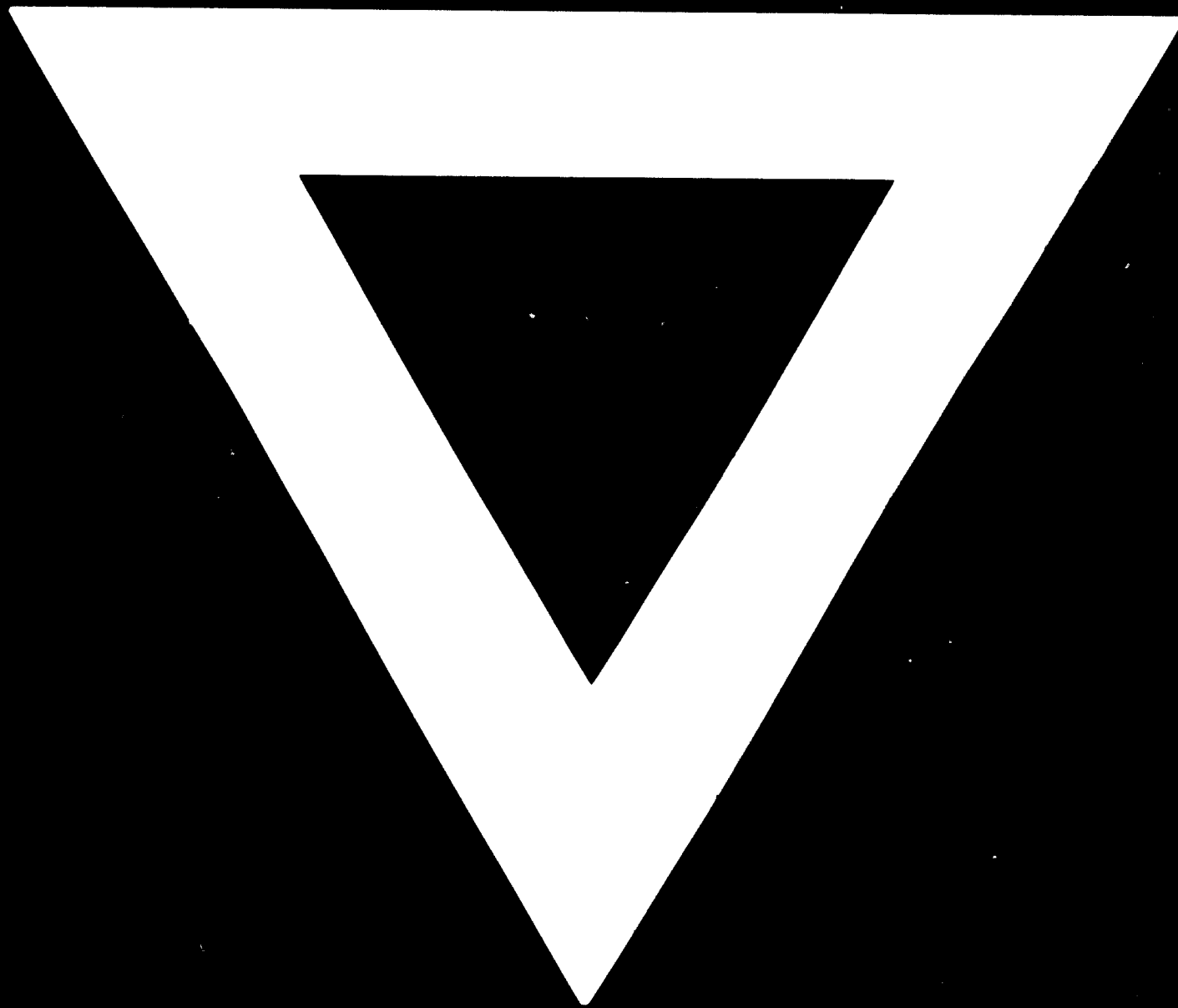
6. A contact service will operate throughout the Consultation Meeting at a desk in the Kongresshaus to arrange for such individual discussions on specific projects or other topics of mutual interest to the parties concerned, to be held on Saturday, 11 November 1978. A number of private meeting rooms are available for this purpose in the Kongresshaus.

Travel and Accommodation

7. Transport and subsistence costs will be borne by the participants as for the consultation meeting.



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