



# OCCASION

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TOGETHER

for a sustainable future

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UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANISATION

PROPOSAL FOR CONSULTANCY SERVICES

CYPRUS - INDUSTRIAL OPPORTUNITY SURVEY

STAGE II

PROJECT NO. IS/CYP/74/010

REQUEST FOR PROPOSAL NO.P.75/31

# L. H. MANDERSTAM AND PARTNERS LIMITED

Consulting Engineers 38 GROSVENOR GARDENS LONDON, S.W.1

GENEVA

BRUSSELS

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANISATION

PROPOSAL FOR CONSULTANCY SERVICES

CYPRUS - INDUSTRIAL OPPORTUNITY SURVEY

STAGE 11

PROJECT NO. IS/CYP/74/010

REQUEST FOR PROPOSAL NO. P.75/31.

ESTABLISHED 194

#### L.H. MANDERSTAM & PARTNERS LTD

#### Consulting Engineers

38, CROSVENOR GARDENS, LONDON, SWIW OEB REGISTRATION NO. 364167 LONDON

PRESIDENT

L. H. MANDERSTAM, M.Sc.F.I.CHEN, E.F. INST. PET, M.INST. F., M.C.I.C., M.S.I.M., F.C.S. DIRECTORS

P. H. WILSON, C. EHS M.I. CHEN F. INST. PET. M. INST. F. CHAIRNAN DR. J. A. RAKESTRAW, B.S. A.R.C.S. Ph.D., D.I.C., M.B.I.N. MANAGING

A S MANDERSTAM, F.P.A. P. M. B. ROWLAND, BALL B, F.C.A.

A. M. BRZOZOWSKI, B Sc (Eno) C Ene , F I, CHEN E. , F INST. F., F. INST. PET.

TEL: 01-730 9224/8. 2314, 3574 CABLES MANDERSTAM LONDON TELEX: 24787

Chief, Purchasing and Consulting Services (P & C), United Nations Industrial Development Organisation, P.O. Box 707, A-1011. VIENNA. Austria.

19th November, 1975.

Dear Sir,

Proposal for Consultancy Services Project No. IS/CYP/74/010 Request for Proposal No. P.75/31 Cyprus - Industrial Opportunity Survey - Stage II.

We thank you for your Request for Proposal ref. P.75/31 dated 12th November, 1975.

In compliance with the Terms of Reference set out in this document we have pleasure in submitting our offer of services incorporating details of our approach to the implementation of the study. At the same time we submit our manpower requirements for carrying out this work together with particulars of the key senior personnel from whom we would select the team to be assigned to this project.

We also illustrate in this proposal our background of experience of the relevant sectors of industry and we list some of the recent projects of a similar nature with which we have been entrusted by our Clients.

# STATEMENT OF OUR ABILLTY AND READINESS TO EXECUTE EVENTUAL CONTRACT.

We hereby state our ability as shown by our past and present work on the subject matter covered by your terms of reference and we confirm our readiness to execute an eventual contract in accordance with your Proposal Request. We confirm to you our intention to assign efficient, qualified and suitably experienced personnel from our Organisation to execute this study.

# 2. OUR EXPERIENCE IN HANDLING SIMILAR CONTRACTS

1.

We are a professional organisation which during the last three decades has carried out a large number of assignments for Governments, international organisations, national agencies and private concerns in over thirty counties.

Our Group is not directly or indirectly connected with, or sponsored by, any financial institutions, manufacturers of equipment, contractors or licensors of processes. It does not act as an engineering contractor or a supplier of equipment but identifies itself solely with the Client's interests.

Our experience in carrying out assignments of a similar nature extends over more than fifteen years and includes market evaluations and long-term projections for a wide range of commodities and manufactures, feasibility studies, industrial planning on a national scale and on a sectoral basis in a wide variety of fields.

Several of these assignments entailed a thorough examination of available and potentially available resources on a national level, the identification of viable new industries geared towards home demand and/or exports, the optimization of alternative actions and resource utilization, the phasing of an implementation programme on a realistic basis, taking into account the availability of capital, labour and other inputs, desirable level of technology and economic development targets of the country. In some instances, the accent was on the establishment of labour intensive industries and in others, on capital intensive units efficiently utilizing available resources.

All the above national studies involved at the onset market assessments (home and export), a close examination of industrial policies, related institutional aspects, trade agreements and other pertinent factors for the formulation of an industrial development strategy.

A list of major work of a similar nature to the proposed project carried out by our company is given in Appendix 2.

Our personnel is multidisciplinary so that we can cover all aspects involved in any given assignment : economists, market

- 2 -

analysts, marketing specialists, process engineers, industrial engineers, chemists, metallurgical specialists, mechanical, ehemical, electrical and civil engineers, system analysts, statisticians, cost accountants and finance specialists. This is augmented when required by the contribution of a panel of international experts in specific fields.

Details describing more fully the background of our Organisation and our project experience are given in the attached publications 'Manderstam Consulting Services' and 'Manderstam Consulting Services - Project Experience'.

3. SERVICES TO BE PERFORMED BY US AND ENVISAGED WORK PLAN

#### **3.1. TERMS OF REFERENCE**

We intend to carry out the study in conformity with your requirements, as stated in your detailed terms of reference for this project, dated 12th November, 1975.

Details of our methodology and approach to this study giving factors of special importance which shall be considered by us, together with our work plan and the proposed composition of our project team, are described in the following paragraphs.

#### **3.2.** METHODOLOGY

The work to be carried out is a continuation of that being finalised under the same project, Stage I (Contract No. 75/20), to cover the industrial activities listed in your Extended Terms of Reference dated 11th November, 1975.

The field team would visit Cyprus for a period of two weeks during which available data and market reports will be studied and discussions will be held with the Ministry of Commerce and Industry, relevant government departments and commercial agencies.

Simultaneousiy to the above and subsequent to the team's return to the U.K., investigations will be conducted with the help of our backstopping staff on the markets for the range of products and goods under study and would entail the collation and analysis of export data from principal manufacturing countries, imports to European, Middle Eastern and other selected countries, consumption trends and distribution pattern in these countries.

Visits would be paid by our Market Economist to selected manufacturers and distributors in the U.K. and Western Europe, where appropriate, to discuss market prospects and possible future developments.

On the basis of the information and results of the above

investigations, the projects would be evaluated in terms of their suitability for development in Cyprus. For those new manufacturing activities which appear to offer encouraging prospects, an estimate would be made of the resources required in terms of machinery and manpower and a list of projects for detailed feasibility studies submitted.

#### 3.3. TEAM COMPOSITION AND STAFFING

We would assign the following specialists for the field work :

Industrial Planner (Team Leader)	1	H. Chlala
Market Economist	1	J. Paisey
	2	

The team would receive the full backstopping support from our staff in London, mainly economists, market analysts and engineers of various disciplines, as may be required.

Our senior backstopping specialists would include mainly :

Senior Mechanical Engineer	1	G. Timms
Senior Electrical Engineer	1	E. Walker
Economist/Market Specialist	1	M. Prior

Detailed curriculum vitae of the above staff are presented in Appendix 3.

Various additional backstopping specialists at our home office include a market analyst, plastics technologist, textile specialist, pesticide expert, electronics specialist and chemical/process engineers.

#### 4. PROPOSED WORK PLAN

We suggest that the 2-specialist team spends a total of one man-month in the field, corresponding to a length of stay of two weeks, followed by 3.75 man-months work in the U.K., supported by other members of our staff. The contribution of the latter is estimated at two man-months.

The team leader will visit UNIDO for one day briefing prior to his departure to the project area and for two days d: briefing at a time to be arranged between UNIDO and our company.

We will submit to you a brief progress report in five copies not later than thirty days after completion of the field work.

# 5. STARTING AND COMPLETION DATES

We confirm to you that our team leader will be available at UNIDO for one day briefing not later than 2nd of December, 1975, provided you inform us of the award of the contract, and that the field investigation will begin immediately after his briefing.

We would submit to you a Draft Final Report in ten copies on Stage II of the study not later than 75 days after completion of the field investigation.

Thirty days after receipt of your comments on the Draft Final Report, we would submit to you the Final Report in thirty copies incorporating the Final Report of Stage 1.

#### 6. FEES

Our fees for the professional services as detailed in this proposal would be US \$ 30,735 (US Dollars thirty thousand seven hundred and thirty-five). This is based on a total time spent by our staff of one man-month in the field and 5.75 manmonths in the U.K.

The above amount includes the cost of economy class return air fares to Cyprus and to selected cities in Western Europe, subsistence costs outside the U.K. and the cost of reproduction of reports (ten copies for the Draft Final Report and thirty copies for the Final Report). Details of our total fees are set out in Appendix 1.

We assume that adequate local transport and office facilities will be made available in Cyprus by either the Government or the UNDP office, and that these facilities will be provided to our field team free of charge for the purpose of carrying out the necessary work.

# 7. TERMS OF PAYMENT

The terms of payment for our services would be as mutually agreed based on your standard terms and conditions. We would suggest, however, the following payments :

- a) US \$ 630 in Cyprus pounds upon arrival of the field team in Cyprus.
- b) US \$ 8,000 upon submission of the Progress Report.
- c) US \$ 12,000 upon acceptance of the Final Draft Report.
- d) US \$ 10,105 upon acceptance of the Final Report.

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We trust we have fully complied with the requirements of your Request for Proposal. Should you require, however, clarification on any part of our proposal, we are at your disposal to provide any additional information required by you.

We thank you for the opportunity to submit this proposal.

Yours truly, L. H. MANDERSTAM AND PARTNERS LIMITED,

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J. A. RAKESTRAW Managing Director

# APPENDIX 1

ANALYSIS OF COST PROPOSAL

Cyprus - Stage II

APPENDIX 1

# INVIN US ANALYNIN OF COST FOODOSAL

	PART	I	TOTAL Cost
1. PRANSSIONAL CANVICES			<b></b>
A. Project Area			
Position Title	Man Montha	Cost par Pan Month	
Industr. <u>Planner/Term</u> Lea Market Economist	der 0,5 0.5	400 <b>0</b> 4000	2000 2000
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••••••••••••••••••••••	••••	•••••	\$
	1	TOTAL PROJECT AREA	\$4000
B. Home Office/West. Eu	rope		
Position Title	Man Months	Cost per Man Month	
Members of Field.Team Back-stopping	3.75 2		<b>1</b> 5000 <b>1</b> 7000
	5.75	TOTAL HOME OFFICE	<b>\$220</b> 00
<ol> <li><u>SUBSISTENCE</u></li> <li><u>Project Area</u></li> <li> 3Q man/days at S</li> <li><u>Briefing and De-brief</u></li> </ol>	-	day.	<b>\$</b> 630
		day.	<b>s</b> 105
	.49 per	day.	<b>\$</b>
		TOTAL SUBSISTENCE	<b>!1135</b>
3. TRAVEL AND THANSPORTATION	(specify in	PART II B below)	<b>\$</b> 2050
4. REPORTS			\$ 850
2. Other Dissol Costs ( Bbec.	(ry)		
Telecommunication Misc. trav. exp.	ß	• • • • • • • • • • •	<b>400</b> <b>300</b>
***************************************	•••••	• • • • • • • • • •	¥•••••
	TOTAL	OTHER DIRECT COSTS	\$700

		TOTAL Cost
	EQUIFMENT, MATERIALS AND SUPPLIES	
	Equipment	8
	Naterials and Supplies	\$
	TOTAL EQUIPMENT, MATERIALS AND SUPPLIES	\$
•	SUECONTRACTS ( specify)	
	••••••••••••••••••	\$
	•••••••••••••••••••••••	<b>\$</b>
	TOTAL SUBCONTRACTS	\$ <u>30735</u>
3.	GRAND TOTAL ITEMS 1 - 7 CONTRACT PRICE:	٩
	PART II	
۱.	CURRENCY REQUIREMENTS	
	a) Contractor's Currency 8	
	b) Local Currency \$630	
	c) Other Currency S	
B.	TRAVEL AND TRANSPORTATION EXPENSES (List - See Instrue para. ))	tions,
	2 return economy class London-Cyprus	\$ 1080
	l return economy class round trip West.Europe	\$ 660
	l return economy class London-Vienna	\$ 310
	(debriefing)	-

# APPENDIX 2

OUR EXPERIENCE IN MARKET STUDIES AND INDUSTRIAL DEVELOPMENT STUDIES

#### OUR EXPERIENCE IN INDUSTRIAL

DEVELOPMENT SECTORAL STUDIES (Major Assignments)

# ARAB REPUBLIC OF EGYPT

- Optimum utilization of hydro-electric power from <u>the Aswan High Dam</u>: a series of feasibility studies and overall implementation programme for the following products:

- . Aluminium
- . Iron and steel
- . Elemental phosphorus, phosphoric acid, feed grade dicalcium phosphate, sodium polyphosphates
- . Ferro-silicon
- . Ferro-manganese
- . Silicon carbide
- . Caustic soda/chlorine
- . Nitrogenous fertilisers
- Client: Five Year Plan Organisation
- <u>Reorganisation and expansion of the cotton ginning</u> <u>industry</u> <u>Client:</u> IBRD

#### THAILAND

- The Development of Export Industries

The study covered an appraisal of the long-term availability of agricultural produce and minerals, an assessment of the desirability or otherwise to process them into semi-finished and finished products, in the light of international market prospects, within the framework of the targets set for the economic development of the country. The study took into account bilateral and multilateral trade agreements.

The study revealed the possibility of developing some fifteen sub-sectors of industry to maximize export earnings, and the findings and recommendations it contained were taken into account by the planning Authorities.

# <u>Client</u>: Ministry of Overseas Development, UK, for the Board of Investment, Thailand.

#### ANGOLA

# - Establishment of an Industrial Estate in the Huambo District

Assessment of the resources of the District and of possible future developments. Critical examination of the existing industries, physical infrastructure institutional aspects, socio-economic conditions and appraisal of market potential.

Devising the setting-up of over 40 small-to-medium scale labour intensive manufacturing units embracing food processing, wood products, leather products, textiles and garments, agricultural implements, engineering products, ceramics, vegetable oils, soap, plastic products.

The implementation of the scheme has started and will extend over a 5 year period for the first phase and over a 15 year period for the second phase, with a target direct employment figure of 20,000.

<u>Client</u>: Department of Industry

#### GREECE

#### - Survey of the Fertilizer and Petrochemical Industries

Included a review of existing manufacturing facilities and expansion plans, in-depth market surveys and demand projections, reorganisation and development planning of the two industrial sectors.

Products covered by the study were ammonia from lignite/light naphtha, nitrogenous fertilisers, ammonium phosphates, NPK; refinery products, solvents, ethylene/propylene, aromatics, polyolefins, synthetic rubbers and synthetic fibres.

- The setting-up of a New Integrated Steel Complex

The study covered detailed home and export market surveys, long term projections, optimization of local resources, of process and product mix, and a preinvestment study.

Client: Ministry of Co-ordination

#### MAGHREB COUNTRIES

- Development of salt production and salt-based industries

Inter-Maghreb survey covering markets, resource appraisal, feasibility studies and recommendations as to a phased implementation programme.

Client: UNIDO

## SARDINIA

- Establishment of a Petrochemical Complex based on exports

L

Market surveys on an international basis for a range of plastics and chemicals based on refinery products and salt; detailed feasibility studies.

Clients: Group of investors

# REPUBLIC OF SUDAN

- The Development of Wood-based Industries
- The Development of Fruit, Vegetable and Meat Canning Industries

Two detailed feasibility studies including market evaluation, assessment of raw material situation, technological aspects, location studies and financial analysis.

Clients: Ministry of Industry and Ministry of Finance

#### INDONESIA

- The Development of Smallholders Industries

Survey and proposals for the rehabilitation of this sector covering rubber, coffee, tea, copra, sugar, spices and essential oils.

Client: Ministry of Agriculture.

# CYPRUS

# Industrial Opportunity Survey

National survey of industrial opportunities and formulation of an intensive development programme.

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<u>Client</u>: United Nations Industrial Development Organisation.

# APPENDIX 3

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# CURRICULA VITAE

# OF OUR KEY PERSONNEL

#### UNITED NATIONS

## PURSONAL HISTORY STATUMENT (PROMOT PERSONNEL)

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1943_	1947		y of Scie sity of A	nce lexandria	B,Sc.	(2nd_C1a	ss llons.)	Phys	ics & Che	mistry

LISE ANY PUBLICATIONS OR PAPERS: (see instruction 6)

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#### Various confidential reports on petrochemicals, fertilisers, oils and fats,

detergents, steel and non-ferrous metals, and on industrial development.

LIST SECTADE COVER CATIONS AND SMILLS CONFIRMED BY LICENSES HELD AND PLMBE RSHIP IN PROFESSIONAL, CIVIC, PUBLIC OR INTERNATIONAL SOCIETIES OR INSTITUTIONS RELEVANT TO YOUR APPLICATION; INDICATE THE CLASS OF MEMBERSHIP WHEN APPROPRIATE;

# Fellow of the Institution of Metallurgists.

or: 18.54/kry.1 (11.69) - E

	EDDEESMOUTH. EXPERIMENT (see Instruction 7)
ć. •	The Sovember 1959 To post recent detection playments to date *
	CHERGER (Monthe Machines) AND TYPE OF BUSINESS: L.H. MANDERSTAM AND PARTNERS LTD. and L.H. MANDERSTAM AND PARTNURS (UK) LTD.
	38, Grosvenor Gardens, London, S.W.1.       CONSULTING ENGINEERS         THEL OF POST AND NATURE OF DUTIES:
)	Director
	Feasibility and Pre-Investment Studies - Project Development - Regional and National Studies
*	1972-1973 - Industrial Adviser, UNIDO, Kenya (Industrial Survey and
	Promotion Centre). OctDec. 1973 IPP/UNIDO Vienna. Short-term assignment in Indonesia/Japan on Foreign Investment and Industrial Development Policies
	NUMBER AND KIND OF THPLOYEES SUPERVISED: 5-10 Specialists (Multi-disciplines).
	from: February 1958 To: October 1959
в.	EXPLOYER (Nome and Address) AND TYPE OF BUSINESS:
	MIDEC S.A. (Middle East Industrial Projects Corporation) Beirut and The Hague TITLE OF POST AND HATURE OF FUTIES:
	Assistant to Director of Operations
	Assistant to Director of Operations Appraisal of industrial projects in various countries of the Middle East and Near East. Screening of applications for financial assistance and
	Assistant to Director of Operations Appraisal of industrial projects in various countries of the Middle East and Near East. Screening of applications for financial assistance and technical know-how by the private sector.
с.	Assistant to Director of Operations Appraisal of industrial projects in various countries of the Middle East and Near East. Screening of applications for financial assistance and technical know-how by the private sector.
с.	Assistant to Director of Operations Appraisal of industrial projects in various countries of the Middle East and Near East. Screening of applications for financial assistance and technical know-how by the private sector. NUMBER AND KIND OF EMPLOYEES SUPERVISED: 3. (Financial analyst, clerical) From: May 1950 To: February 1958 EMPLOYER (Home and Address) AND TYPE OF BUSHIESS: The National Starch Company Alexandria (Chemical Manufacturers)
с.	Assistant to Director of Operations Appraisal of industrial projects in various countries of the Middle East and Near East. Screening of applications for financial assistance and technical know-how by the private sector. NUMBER AND KIND OF EMPLOYEES SUPERVISED: 3. (Financial analyst, clerical) From: May 1950 To: February 1958 EMPLOYER (Nome and Address) AND TYPE OF BUSHIESS: The National: Starch Company Alexandria (Chemical Manufacturers) Tifle OF POST AND DATURE OF DUTIES: Technical Manager in charge of production, research and product development (edible and industrial starches, starch derivatives, fatty alcohols, detergents,
с.	Assistant to Director of Operations Appraisal of industrial projects in various countries of the Middle East and Near East. Screening of applications for financial assistance and technical know-how by the private sector. NUMBER AND KIND OF EMPLOYEES SUPERVISED: 3. (Financial analyst, clerical) From: May 1950 To: February 1958 EMPLOYER (Nome and Address) AND TYPE OF BUSHIESS: The National: Starch Company Alexandria (Chemical Manufacturers) Tifle OF POST AND DATURE OF DUTIES: Technical Manager in charge of production, research and product development (edible and industrial starches, starch derivatives, fatty alcohols, detergents,
c.	Assistant to Director of Operations Appraisal of industrial projects in various countries of the Middle East and Near East. Screening of applications for financial assistance and technical know-how by the private sector. NUMBER AND KIND OF EMPLOYEES SUPERVISED: 3. (Financial analyst, clerical) From: May 1950 To: February 1958 EMPLOYER (Nome and Address) AND TYPE OF BUSHIESS: The National: Starch Company Alexandria (Chemical Manufacturers) Tifle OF POST AND DATURE OF DUTIES: Technical Manager in charge of production, research and product development (edible and industrial starches, starch derivatives, fatty alcohols, detergents,
     	Assistant to Director of Operations Appraisal of industrial projects in various countries of the Middle East and Near East. Screening of applications for financial assistance and technical know-how by the private sector. NUMBER AND KIND OF EMPLOYEES SUPERVISED: 3. (Financial analyst, clerical) From: May 1950 To: February 1958 EMPLOYER (Nome and Address) AND TYPE OF BUSHIESS: The National: Starch Company Alexandria (Chemical Manufacturers) Tifle OF POST AND DATURE OF DUTIES: Technical Manager in charge of production, research and product development (edible and industrial starches, starch derivatives, fatty alcohols, detergents,

	SIONAL EXPERIENCE (Suntiment) Frans 1948 te: May 1950
D.	EMPLOYER (Nome and AdJoin) AND HAPL OF EDEMESS: The Delta Steel Mill Company Cairo (Steel Manufacturers) THLE OF POST AND NATURE OF EDIMES:
	Chief Chemist Quality control of raw materials and finished products. Analytical and matallurgical research.
	NUMBER AND KIND OF EMPLOYEES SUPERVISED; 3 (Chessists)
-	Fran: Yai
Ε.	EMPLOYER (Namo and Addiosa) AND TYPE OF BUSINESS:
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F.	From: To: EMPLOYER (Nome and Address) AND TYPE OF BUSINESS:
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# UNITED NATIONS

# PERSOUAL HISTORY STATEMENT (FROJECT MERSONNEL)

#### (fARS 3)

# THIS INFORMATION MAY BE SUBMITTED TO HEMBER COVERNMENTS

(see instruction A)

MOTS the Ref WMM PMPERINGCE: Use this space to underso your experience in relation to your statement concerning In work of the WMM PMPERINGCE: Use this space to underso your experience in relation to your statement concerning In work of endyre your experience. In relation to the duties and requirements set out in the Jeb Deveription.

> Specialising in industrial economics and industrial development. Project leader and co-author of several comprehensive studies submitted by L.U. Manderstam and Partners in many parts of the world, among others :

- Survey of the Fertiliser and Petrochemical Industries in Greece (7 vols.)
- The Manufacture of Agricultural Chemicals in Nigeria
- The Utilisation of Hydro-electric Power from the High Dam, Egypt in electrothermal and electro-chemical industries (9 volumes)
- The setting-up of a Petrochemical Complex in Egypt
- The setting-up of a Petrochemical Complex in Sardinia
- Prospects for a Petrochemical Industry in Indonesia
- The Development of Export Industries in Thailand (4 volumes)
- The Development of the Feedstuff Compounding Industry in Morocco
- The Recovery of Copper from Pyrrhotite Cinders and Steel making in Morocco
- The setting-up of a New Integrated Steel Complex in Greece
- The Development of an Industrial Estate in the Huambo District, Angola
- Industrial Opportunity Survey Stage I (Cyprus) UNIDO Project Team Leader.
- Has acted as Industrial Adviser, UNIDO, to the Ministry of Commerce and Industry, Kenya, (1972-1973)

- Participated in a mission to Indonesia as Senior Industrial Development Officer, IPP/UNIDO, on Foreign Investment and Industrial Development Policies (joint UNIDO/International Development Centre of Japan). October to December 1973. UNITED NATIONS

PLACONAL HISTORY STATEMENT (PROJECT PLASDAULL)

# (TARS 2)

# THIS INFORMATION MAY BE SUDMITTED TO MEMBER GOVERNMENTS

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LIST ANY PUBLICATIONS OR PAPERS: (see instruction 6)

TIST SPECIAL COVER POATE OR AND SRIELS CONFRIGED BY LICENSES HELD AND MEMBERSHIP IN PROCESSIONAL, CIVIC, FURDED CR INTERNATIONAL SOCIETIES OR INSTITUTIONS RELEVANT TO YOUR APPLICATION; INFRCATE THE CLASS OF MEMBERSHIP WHEN APPROPRIATE;

.

MEMBER OF THE MARKET SOCIETY

MEMBER OF THE INSTITUTE OF MARKETING

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# UNITED HATIONS

#### PURSONAL HISTORY STATEMENT (PROJECT CONSORIAL)

(TARS 3)

#### THIS INFORMATION MAY BE SUBMITTED TO BERDER GOVERIMENTS

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Experience covers home and export marketing, production diversification development of foods, beverages, cosmetics, toiletries, medicines, pharmaceuticals. Also consultancy work in International Trading, electrical engineering, automotive components.

Conversant with identification methods for growth opportunities and long-range project planning.

Has worked in the Middle East, in several European countries and in North and South America. For a Middle East project which required the technical and commercial assessment of a new manufacturing facility in the context of both home and export sales potential, has worked closely with the Middle East Marketing Research Bureau with Head Offices in Nicosia, Cyprus.

Team member for the Industrial Opportunity Survey, Stage I (Cyprus) as Market Economist.

## UNITED NATIONS

# PERSONAL HISTORY STATEMENT (PROJECT PERSONNEL)

#### (TARS 2)

#### THIS INFORMATION MAY BE SUBMITTED TO MEMBER GOVERNMENTS 14th November 1975 N Kidik SIGNATURE: \_\_\_\_ 2. NATION JULY: BRUTISH I. NAME: E. H. WALKER 4. DATE OF CIRTH:2.6.1918. PRESENT ADDRESS: 260, EDEN VARK AVENUE, BECKENHAM, NUNT. . 5. MARITAL STATUS: MARRIED. Mother Tonjue: ENGLISH KNOWLEDGE OF LANGUAGES: READ SPEAK UNDERSTAND WRITE NOT NOT NOT NOT OTHER LANGUAGES EASILY EASILY FLUENTLY EASILY EASIL Y EASILY FLUCHTLY EZ.SIL Y LONCATION: (see Instruction 5) ACADEHIC DEGREES and DATES ATTENDED NAME and LOCATION of MAIN FIELD OF STUDY CERTIFICATES or DIPLOMAS To INSTITUTION of LEARNING Film OBTAINED -----1942 Ordinary Bational Contifit cale (oac) Higher Nat. Certificate (HNC) with credits South London Polytechnic ... 1940 Electrical Engineering-and Technology. 1942-1946 hartered Electrical -----Engineer.

8. LIST ANY PUBLICATIONS OR PAPERS: (see instruction 6)

Fossible use of the heat pump in Tea Factories - Ceylon Overseas Section I.E.E. 1950.

9. 1157 SPECIAL QUALIFICATIONS AND SKILLS CONFIDUED BY LICENSES HELD AND MEMBERSHIP IN PROFESSIONAL, CIVIC, PUBLIC OR INTERNATIONAL SOCIETIES OR INSTITUTIONS RELEVANT TO YOUR AN LICATION, INDICATE THE CLASS OF MEMBERSHIP THE SOCIETIES OF MEMBERSHIP THE SOCIETIES OF MEMBERSHIP TO YOUR AN LICATION.

# APPROPRIATE: CHARTERED ELECTRICAL ENGINEER 1946

HILLOW OF THE INSTITUTION OF FLUCTRICAL EXGLAUERS (MIER) 1965.

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	TECHNICAL CONTRACTS MANAGER FOR THE SALE, DESIGN AND INSTALLATION OF AUTOMATIC CONTROLS OF HEATING, ATR CONDITIONING, PROCESS ETC.
	HUBBER AND KIND OF FUPLOYEES SUPERVISED: 30 SALES AND ENGLISHERING STAFF
F.	Frem:     1948     Tet     1952       EMPLOYER (Name and Address) AND TYPE OF BUSINESS:     WALKER, SONS AND CO.LTD.       WALKER, SONS AND CO.LTD.       COLOMRO, CEYLON       THTLE OF POST AND HATURE OF DUTIES:
	ELECTRICAL ENGINEER FOR INDUSTRIAL AND COMPERCIAL INSTALLATIONS.
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G.	EMPLOYER (Nume and Address) AND TYPE OF BUSINESS:
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#### PERSONAL HISTORY STATEMENT (PROJECT PERSONNEL)

#### (TARS 3)

#### THIS INFORMATION MAY DE SUBMITTED TO MEMDER GOVERNMENTS

(see instruction 8)

INSTS OF FELEVANT EMPERIENCE: Use this space to analyze your experience in relation to your statement concerning type University of a subscription of the Job Description of the post and enalyze your experience in relation to the duties and requirements set out in the Job Description.

Long-standing experience in electrical engineering and technology, particularly in the following fields :

- Heating and air conditioning
- Generation and transmission systems
- Design and installation of electrical equipment
- Management and administration for the sale, installation and operation of electrical systems

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## PERSONAL HISTORY STATEMENT (PROJECT PERSONNEL)

## (TARS 2)

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. LIST ANY PUBLICATIONS OR PAPERS: (see instruction 6)

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9. LIST SPECIAL QUALIFICATIONS AND SKILLS CONFIRMED BY LICENSES HELD AND MEMBERSHIP IN PROPESSIONAL, CLUC, FUELIC CO-INTERNATIONAL SOCIETIES OR INSTITUTIONS RELEVANT TO YOUR APPLICATION; INDICATE THE CLASS OF MEMBERSHIP (when APPROPRIATE;

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From November 1974	To: Present
RECOMPR (Associate Matrix) Allo L.H.Manderstom and Part: 38, Grosvenor Cardens, J MULTON POST AND HADRE OF DU	ners Ltd, London S.W.1. Consulting Engineers
Senior Mechanical Engine in charge of project on Industry in Egypt for th	Development of Cotton Ginning
NUTION AND KIND OF EMPLOYEES S	SUPERVISED: 60 Engineers, technologists
Front 1974	To: October 1974
ENPLOYER (Nome and Address) AND	TYPE OF BUSINESS:
Engineering Consultant	
TITLE OF POST AND NATURE OF DUT	TIE\$,
Design and Manufacture of for Tele Industria in Mo	of electroplating and electropainting equipment exico
HUMBER AND KIND OF EMPLOYEESS	
From: 1972	Tei 1974
EMPLOYER (Nome and Address) AND Oxy-Metal Finishing (GB) Woking, Surrey TITLE OF POST AND NATURE OF DUI	
Director of Engineering Responsible for all desi equipment and metal fini	ign and equipment Manufacture: furnaces, foundry ishing- recruitment and industrial relations.
NUMBER AND KIND OF EMPLOYEES S	supervised: 350 people
From: 19 <b>67</b>	Te: 1970
EMPLOYER (Home and Address) AND	TYPE OF BUSINESS
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Chief Engineer	incoring design of capital equipment
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UNIBER AND KUND OF EMPLOYEES S	SUPERVISED: DU designors

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).	PROFESSIONAL EXPERIENCE (continued)	
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	NUMBER AND KIND OF EMPLOYEES SUPERVISED: 160 mon	
***	Frem: 1950 To: 1955	
F.	EMPLOYER (Name and Address) AND TYPE OF BUSHNESS: Electro-Chemical Engineering Woking, Surrey TITLE OF POST AND NATURE OF DUTIES: Engineer In charge of transfer mechanisms for metal finishing equipment	
	HUMBER AND KIND OF EMPLOYEES SUPERVISED	
	From: 1948 ' Te: 1950	-
G.	EMPLOYER (Nome and Address) AND TYPE OF BUSINESS: Electric Furnace Co Ltd Weybridge Surrey TITLE OF POST AND MATURE OF DUTIES: Engineering Designer For electric furnaces.	
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# PERSONAL HISTORY STATEMENT (PROJECT PERSONNEL)

#### (TARS 3)

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Wide experience in mechanical engineering and associated activities

- Works management and production control
- Foundry work, machine shops and metal finishing
- Assembly and transfer mechanisms
- General engineering services.

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9. LIST SPECIAL QUALIFICATIONS AND SKILLS CONFIRMED BY LICENSES HELD AND MEMBERSHIP IN PROFESSIONAL, CIVIC, PUBLIC OR INTERNATIONAL SOCIETIES OR INSTITUTIONS RELEVANT TO YOUR APPLICATION, INDICATE THE CORD OF SURVEYING A CON-

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D.	DIPLOYER (Nome and Address) AND TYPE OF DUSLIDSS:
	INTERNATIONAL RESEARCH & DEVELOPMENT CORP., CONTRACT RESEARCH
	NTLE OF POST AND NATURE OF DUTIES:
	RESEARCH SCIENTIST; UNDERTAKING RESEARCH
	LNTO VARIOUS PHYSICAL PHENOMENA.
	NURBER AND KIND OF EMPLOYEES SUPERVISED:
	From: To;
E.	EMPLOYER (Nome and Address) AND TYPE OF BUSHIESS:
	•
	TITLE OF POST AND NATURE OF DUTIES
÷	NUMBER AND KIND OF EMPLOYEES SUPERVISED:
	From: To:
F.	EMPLOYER (Nome and Address) AND TYPE OF BUSINESS;
	TITLE OF POST AND NATURE OF DUTIES
	NUMBER AND KIND OF EMPLOYEES SUPERVISED:
	Froms Tol
G.	EMPLOYER (Nome and Address) AND TYPE OF BUSINESS:
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## UNITED NATIONS

# PERSONAL HISTORY STATEMENT (PROJECT PERSONNEL)

#### (TARS 3)

# THIS INFORMATION MAY DE SUBMITTED TO MEMOER COVERIMENTS

#### ( end instruction 8)

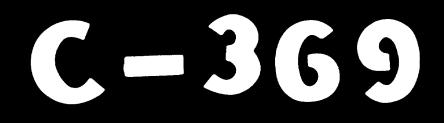
EVSIS OF ACLEVING EXPERIENCE: Use this space to analyze your experience in relation to your statement concerning executive tene. Additionally, if you are everyther tar a specific part, planse indicate the number of the Job Duscription of a post and analyze your experience in relation to the duties and requirements set out in the Job Duscription.

# Special experience in the following areas :

- Economic, marketing and financial analysis connected with industrial projects and consumer goods marketing
- Technology and market assessment of a range of electrical goods.

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# 80.12.09