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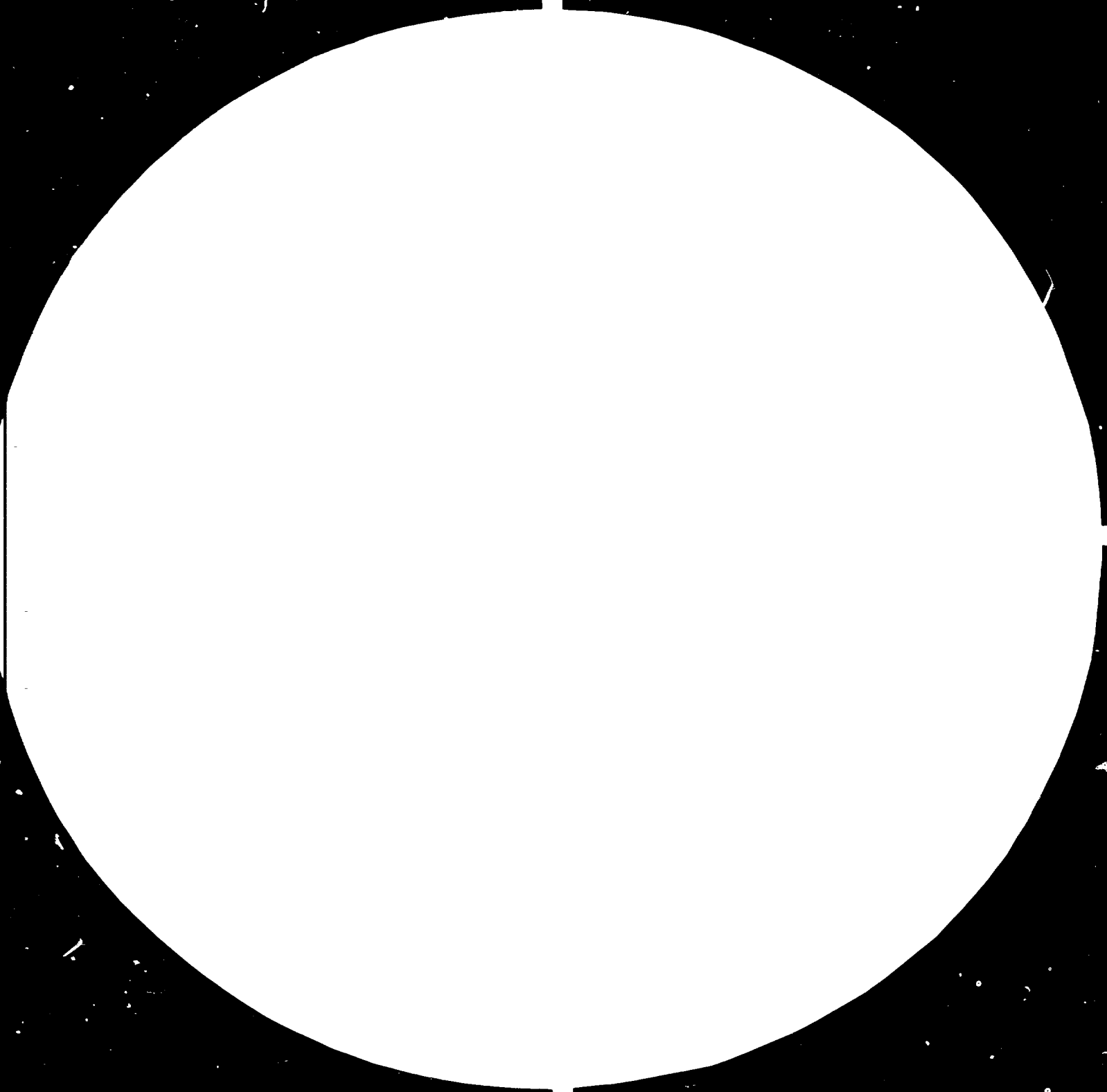
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Microcopy Resolution Test Chart (ANSI #2)

Resolution Test Chart (ANSI #2) is available from the National Bureau of Standards, Gaithersburg, MD 20899.



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TECHNOLOGY INFORMATION EXCHANGE SYSTEM (TIES) DATA EVALUATION*

Prepared by the Secretariat of UNIDO

1243

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Summary

The information exchanged through the TIES system is assisting the National Registries or technology transfer focal points in the execution of their tasks, which include inter alia regulations, promotion, monitoring and co-ordinating of technology flows into individual countries. The present paper describes briefly how information exchanged through this system could be further used at the national level by other institutes besides technology Registries. In particular, it analyses the attempts made by the UNIDO secretariat to make better use of the TIES data, as recommended at the Buenos Aires Meeting of Heads of Technology Transfer Registries in September 1980. Special emphasis is given to the possibility to list technology suppliers by sector and product and recommendations are made as to how to link this particular aspect of the TIES system with UNIDO's Industrial and Technological Information Bank (INTIB).

Introduction

Technology Transfer Registries collect and store information on technology transfer contracts approved or registered with them. Such information systems cannot be seen as an end, but only as a means to accomplish certain specific goals of the Registry concerned. Information vis a vis the main tasks of a Registry, that is effective regulation, monitoring, promotion and co-ordination of technology transfer flows, may therefore be seen as complementing each other.

Such information systems may be divided into two main areas:

- (a) collection and storage of information. This part is mainly concerned with the day to day work of the Registry on individual contracts;
- (b) statistical analysis and preparation of reports (for different users). This part is concerned with inter alia:
 - (i) assessment of trends of characteristics of contractual technology inflow at country level;
 - (ii) assessment of the efficiency of government regulations;
 - (iii) assessment of the impact of imported technology on the national economical/ technological/scientific structures of the national level;
 - (iv) extension services for domestic business and scientific community;
 - (v) linkage with compatible international information systems.

TIES

The TIES system was established with the objective to supplement the national information systems through an exchange of data on technology transfer contracts from other countries. The type of information exchanged has been defined by the participating Registries themselves and the system has been operational for some three years with a data base of 6000 contracts. At national level this overall information system has been proved to be useful for the evaluation of individual contracts and for the assessment of trends and characteristics of contractual inflow vis a vis other individual countries or vis a vis general world trends.

At the Buenos Aires Meeting of Heads of Technology Transfer Registries, UNIDO secretariat paper "Proposed Guidelines for Analysis of Specific Industrial Sectors" was discussed and endorsed. These guidelines outlined apart from the sectorial studies, ways in which TIES data could be used to supplement national studies. These could be summarized as follows:

- (1) Summary tables on TIES I data on the most relevant sectors, identifying national experience;
- (2) Trends on terms and conditions of agreements;
- (3) List of technology suppliers in each sector.

An attempt to implement this recommendation has been made by the UNIDO secretariat for the pharmaceutical industry. The results have been circulated among the TIES members (annex I). Apart from a positive appraisal by the Technology Transfer Board of the Philippines, no substantial comments about the practical use of such information has been received from any other Registry.

Technology Suppliers

Many developing countries face difficulties in the process of acquisition of technology. The need of adequate information on available technologies has been emphasized in many international fora including TIES meetings.

The TIES system, in a modest way, has proven to be a good tool in providing such information to the developing countries. Even the minimum level of exchange (TIES I) supplies information on the parties involved and the industry sector concerned.

As can be observed from the supplier of technology listing in the pharmaceutical industry sector, reference material can be obtained on technologies which have been proven and transferred. However, reservation about the usefulness should be expressed. The TIES system describes in very broad terms the characteristics of the process and product for which the technology transferred is intended. It has left to the individual Registry the decision to which extent information on the transferred technology is made available. The example of the pharmaceutical industry sector shows that it is difficult to identify technology suppliers for specific products. Using the five digit product classification, as required by the present coding agreement, ampicillin production would be classified as antibiotics and vitamin C production as medicaments. It becomes therefore impossible to locate a technology supplier for ampicillin or vitamin C in the present TIES system.

In addition, different Registries supply data at different pre-established levels (TIES I, IIA and IIB) but also at different levels of accuracy. It must be mentioned in this context that the performance of the system relies largely on the work of people charged with the data collection and storage at the different national levels and on the uniformity of the criteria followed.

The present listing of technology suppliers could therefore be made more useful for the national Registries as a potential source of information for the national business community in the process of acquisition of technology. For example, the data supplied by the Korean Registry provides besides the data required for participation at IIB level, some extra information on product, process or industry. An example of this data is attached for information and comments (Annex II). The UNIDO secretariat is of the opinion that information, which describes the object of the technology transferred in more detail, should not be treated in a confidential manner and hence need to be supplied by all participating countries.

The Industrial and Technological Information Bank (INTIB)

One of the main objectives of INTIB is to describe a full range of technologies, with their advantages and disadvantages, to assist decision makers in their proper choice according to national conditions or policies. INTIB was initiated as a pilot operation in 1977, and since 1980 is now an ongoing activity of UNIDO covering some 20 industrial sectors. It is a component of UNIDO's Technology Programme.

In concrete terms, INTIB has three main activities:

- (a) provision of answers to specific inquiries related to the selection of technology;
- (b) preparation of industrial and technological profiles;
- (c) establishing a network of National Centres.

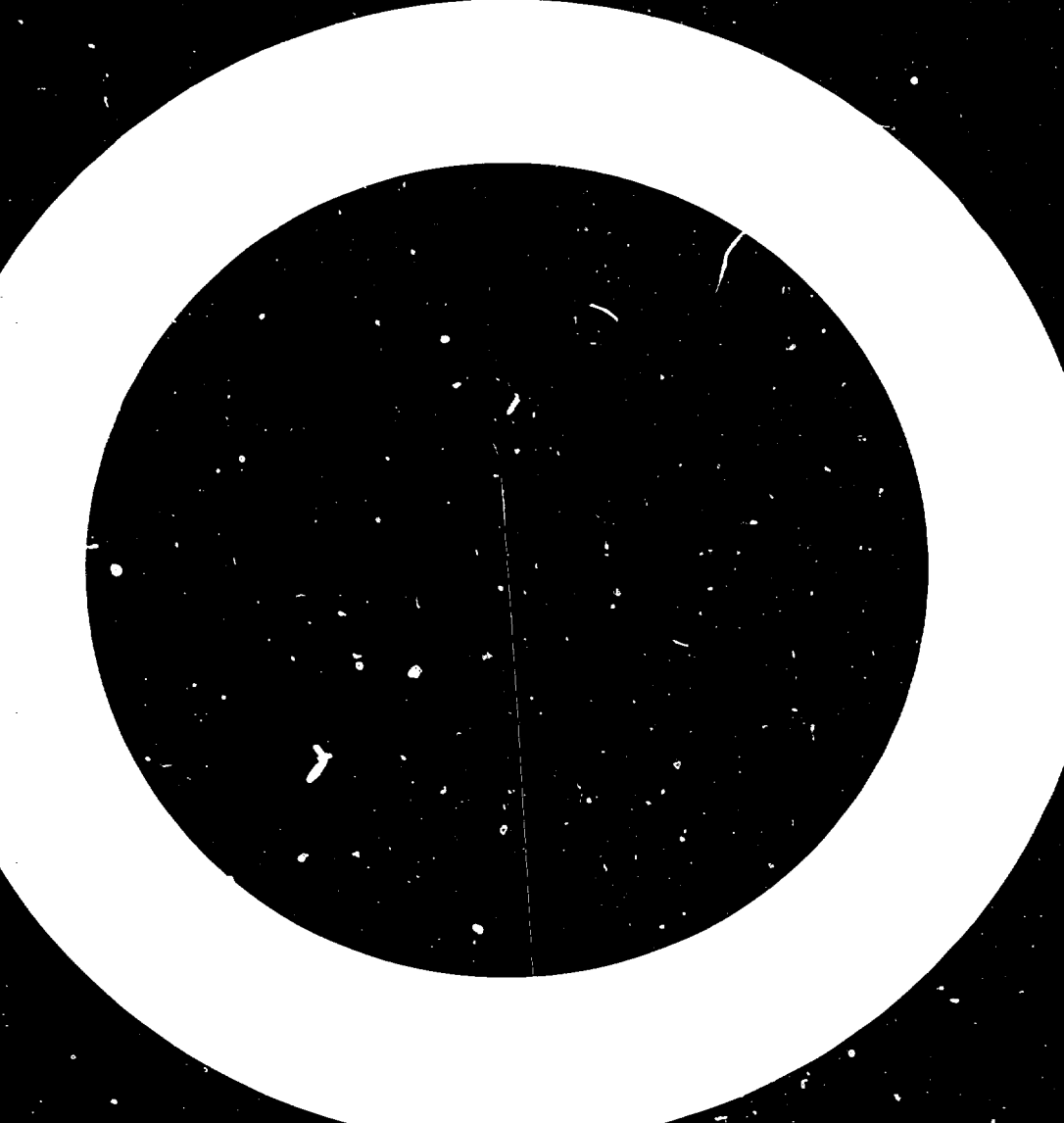
The activities of INTIB show that it could link with a National Registry in one area, namely the extension service for the domestic business community. A recent study in Mexico demonstrated that through providing minor amounts of technical information to industries exploring the purchase of technology abroad their pattern of decision making changed. This result indicates that Registries should play an active role in promoting information services on technology suppliers. INTIB on one hand could be instrumental for TIES members in providing information on technology suppliers not adequately covered by the TIES system and on the other hand could disseminate TIES information on technology suppliers to non TIES member countries.

Recommendations

In view of the foregoing in the previous chapters, the UNIDC secretariat would like to recommend for consideration:

- (1) TIES members exchange data at the minimum level of TIES IIA;
- (2) The minimum level of information exchanged will be, recipient country, industrial code, supplier country, contract date, collaboration type, product code, recipient company, supplier company, comments on industry, comments on product and comments on process;
- (3) Information to be exchanged will be supplied in a uniform level of accuracy and for this purpose the coding manual will be amended and a section on "comments" will be introduced which could read:

- (a) comments on industry detailed but concise description of the industry for which the technology is intended. As a guideline could be used "U.N. publication indexes to the international standard classification of all economic activities" (example Annex III);
 - (b) comments on products. Description of the product for which the technology is intended;
 - (c) comments on process. Concise description of the process for which the technology is intended. This section should only be completed if the object of the technology transferred could not be adequately described by product or industry
- (4) TIES IIA data is not considered confidential and can be obtained by all TIES members;
 - (5) Technology supplier listings, which will correlate supplier company, recipient company and product characteristics, will be made available through INTIB to non TIES members;
 - (6) Initiation of the previous recommendations will commence with the data supplied for the period July - December 1981;
 - (7) TIES studies, like the ones recommended at the Buenos Aires Meeting will be continued in other industrial sectors, subject to active participation of all TIES members in the evaluation process of such data.



Contract Code	No. of Contracts Registered in This Industrial Code of Sector Which Have Made Total				
	50	100	150	200	250
1110	X				
2200	X				
2372	X				
1112	X				
1113	X				
1116	X				
1119	X				
1121	X				
1121	X				
1122	X				
1123	X				
1124	X				
1125	X				
1126	X				
1127	X				
1128	X				
1129	X				
1130	X				
1131	X				
1132	X				
1133	X				
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1393	X				
1394	X				
1395	X				

TIES SUMMARY TABLE INDUSTRY CODE 3522 - MANUFACTURE OF DRUGS AND MEDICINE

	LICENSE	KNOW-HOW	TRADEMARK	PATENT	JOINT VENTURE	TECH. ASSIST.	BASIC ENG.	DETAILED ENG.	MANAGEMENT SERV	TRAINING	TOTAL	TOTAL NO. OF CONTRACTS	COMMENTS
ALGERIA		20	19	6		10				13	68	20	
ARGENTINA		47	56	13		12				2	130	78	
COLOMBIA	1		9			3					13	12	
P.R. OF CHINA												0	
EGYPT												0	
REP. OF KOREA		22	1	2		2	3		1	1	32	27	
MAL. ISIA						1					1	1	
MEXICO			5			5					10	10	
PHILIPPINES		22	20	19		14					75	21	
PORTUGAL		36	23	5		2			1	1	68	38	
SPAIN	8	43	28	5		2			4	1	91	49	
VENEZUELA	8	5		1		7					21	12	
	17	195	161	51		58	3		6	18	509	268	

TRENDS IN THE MIGRATION OF CONTRACTS - SECTOR 3522 MANUFACTURE OF DRUGS AND MEDICINE

COUNTRY	1975 AND BEFORE		1976		1977		1978		1979		1980	
	NO OF CONTRACTS	- AVERAGE	NO OF CONTRACTS	- AVERAGE	NO OF CONTRACTS	- AVERAGE	NO OF CONTRACTS	- AVERAGE	NO OF CONTRACTS	- AVERAGE	NO OF CONTRACTS	- AVERAGE
COLOMBIA			1	3	1	3	1	3	2	3	7	3.4
MEXICO	3 7	10.1 99										
PORTUGAL									14	5.2	24	5.2
REP. OF KOREA	22 1	4.7 99	3	6.7								
SPAIN	24 4	4.0 99	1	5	2	5	4 2	5 99	4 3	6 99	4 1	6 99
VENEZUELA							4	5	7	5	1	5

12/06/81

TECHNOLOGY SUPPLIER

SUP CNTY

SUPPLIER NAME

	PANKE DAVIS & CO.
	CIEMIE LINZ AG.
AUS	JANSSEN PHARMACEUTICA
BEL	HOFFMANN LA ROCHE PRODUCTS
BER	LABORATORIO ALVIN & FREITAS
ORA	LEO PHARMACEUT.LTD
DEN	SLSIF
FRA	THERAPLIX
FRA	SOC.D'ETUDES SCIENTIFIQUES ET
FRA	DIETIQUE + SANTE
FRA	L'AIR LIQUIDE
FRA	LABORATOIRE MILLOT SA
FRA	SOC.DETUDES SCIENTIFIQUES ET
FRA	LABORATOIRES ROUSSEL
FRA	LABORATOIRIU VIRBAC
FRA	LABAZ SA
FRA	SOC.DETUDES SCIENTIFIQUE/INDUS
FRA	CLIN MIDY INTERNATIONAL SARL
FRA	LEMATTE&BOINOT GRP.ASTRA-SUEDE
FRA	RHONE-POULENC SANTE SA
FRA	LABORATOIRES ALLAND SA
FRA	CENTRE EUROPEENDE RECHERCHES
FRA	LAB.FRANCAIS DETHERAPEUTIQUE
FRA	LAB.DE THERAPEUTIQUE MODERNE
FRA	LES LABORATOIR'S DE L'OZOTHINE
FRA	LABORATOIRE SEARLE
FRA	ROUSSEL-UCLAF SA
FRA	LABORATOIRES UCB FRAYSSE SA
FRA	LABORATOIRES LELONG SA
FRA	INSTITUT RUNCHESE SA
FRA	LABORATOIRES SERVIER SA
FRA	SOC.PARISIENNE RECHERCHES ET
FRA	LABORATOIRES U.P.S.A
FRA	LABORATOIRES SERVIER
FRA	LABORATOIRES LAFARGE
FRA	S.E.S.I.F.
FRA	LABAZ S.A.
FRA	LABORATORIES JOULLIE
FRA	LABORATOIRES MILLOT S.A.
FRA	LABS. SARGET
FRA	LABS.DEBAT
FRA	DIETLIQUE SANTE
FRA	LABORATOIRES PFIZER SARL
FRA	LES LABORATOIRES BRISTOL
FRA	LABORATOIRES CATENA S A
FRA	BENRI BALZAC SA
FRA	CM INDUSTRIES SA
FRA	LABORATOIRES DIBIOS SA
FRA	CM INDUSTRIES SA
FRA	L'OREAL SA
FRA	L'OREAL S.A.
GFR	C.H.DOENRINGER SOHN
GFR	SHERING A.G.

SUP CNTY	SUPPLIER NAME	TECHNOLOGY SUPPLIER FOR MANUFACTURE OF DRUGS AND MEDICINE	SUPPLIER ADDRESS	PRODUCT	CNTY
GFR	J.PFRIMMER AND		HOFMANNSTR. 26	541.	HOK
GFR	CH BOEHRINGER SOHN		8520 ERLANG	541.	SPA
GFR	CH BOEHRINGER SOHN			541.	SPA
GFR	DR KARL THOMAE GMBH			541.	SPA
GFR	CHEMISCHE FABRIK KREUSSLER CO.			541.	SPA
GFR	KALI CHEMIE PHARMA G.M.B.H.		HANS BOCKLER ALLE 20HANNOVER	541.	ARG
GFR	E.MERCK		FRANKFURTERSTR.250 DANMSTADT	541.1	ECU
GFR	CHEMIEWERK HOMB			541.1	VEN/
GFR	KALI CHEMIE PHARMA GMBH		HANNOVER	541.1	VEN/
GFR	C H BOEHRINGER SOHN		INGELHEIM AM RHEIN	541.1	ARG
GFR	KNOLL A G		67 LUDWIGSCHAFEN	541.1	ARG
GFR	KOMMANDITGESELLSCHAFT		SACHSENRING 37 47	541.59	ARG
GFR	HUECHST AG		5000 COLONIA I	541.7	POR
GFR	SCHERING AG		POSTFACH 800 320	541.7	POR
GFR	BENE-CHEMIE GMBH		MUELLERSTR. 170-178	541.7	POR
GFR	E.MECK A.G.		1000 BERLIN	541.7	POR
GFR	UAYLR AKTIENGESELLSCHAFT		5090 LEVERKUSEN	541.7	POR
GFR	BENE-CHEMIE GMBH		BAYERWERK	541.71	ARG
GFR	C H BOEHRINGER SOHN		6507 INGELHEIM RHEIN	541.71	POR
GFR	BOEHRINGER MANNHEIM GMBH		6800 MANNHEIM	541.71	ARG
GFR	HUECHST A.G.		SANDHOFERSTRASSE 116	541.71	ARG
GFR	NORDMARK WERKE GMBH		FRANKFURT MAIN	541.71	ARG
GFR	ASTA WERKE AG			541.79	VEN/
GFR	NORDMARK WERKE GMBH		2082 VETERSEN 9	541.79	ARG
GFR	KLINGE PHARMA GMBH & CO		POSTFACH 44	541.79	ARG
GFR	BUENOS AIRES BAYER AG		LEOPOLDSTRASSE 16	541.79	ARG
GFR	BLIERSDORF AG		MUNICH 40	541.79	ARG
GFR	BAYER AG.		8090 LEVERKUSEN	541.91	HOK
GFR	MEDHEL HELLAS S.A.		CHINASTRASSE 48	598.998	MEX
GFR	MEDIMPEX		HAMBURG 20	541.7	POR
ITA	FIDIA SPA			598.99	MEX
ITA	INSTITUTO D ANGELI SPC			541.	SPA
ITA	VERA CASCIOITI			541.	SPA
ITA	INSTITUTO DERMATOLOGICO		ITALIANO DE MARIELLA	541.	SPA
ITA	SELVI & CO.SPA			541.	SPA
ITA	JUAN RLOVICH GIANFETRO CLEM.			541.3	MEX
ITA	PIERREL S.P.A.		201MILANO VIA TURATIMILAN	541.3	VEN/
ITA	GIUSEPPE SEBASTIANINI			541.3	CUL/
ITA	CARLO ERBA S.P.A.		MILAN	541.31	POR
ITA	GRUPPO LEPETIT S.P.A.			541.32	HOK
ITA	SUC.PRODOTTI ANTIBIOTICI SPA		20124-BVIA R.LEPETITMILAN	541.33	CUL/
ITA	SIMES SPA			541.7	POR
ITA	ROTTA REASEARCH LABORATORIUM			541.7	POR
ITA	ROTTA REASEARCH LABORATORIUM			541.7	POR
ITA	FARNEX SPA			541.7	POR
ITA	GRUPPO LEPETIT		VIA ROBERTO LEPETITMILANO	541.71	ARG
ITA	SIMEX SPA		MILAN	541.79	VEN/
ITA	SIMES		BELLERIO 41 MILAN	541.79	ARG
ITA	INVERNI DELLA BEFFA SPA		MILAN	541.9	VEN/
ITA	LANK SPA			541.99	VEN/
ITA	SIGMA TAU INDUSTRIE		VIALE SHAKESPEARE	541.99	ARG
JPN	AJINOMOTO CO IN		ROME	523.	SPA
JPN	IWAKI SEIYAKU CO.LTD.		1-CHOME KYOBASHI TOKYO	541.	HOK
			1.NIHOMBASHI MONCHO 4-CHOME CHUOKU.TOKYO		

SUP CNTY	SUPPLIER NAME	TECHNOLOGY SUPPLIER FOR MANUFACTURE OF DRUGS AND MEDICINE	SUPPLIER ADDRESS	PRODUCT	CNTY
JPN	FUJI CHEMICAL IND.CO.LTD.		55 YOKOHUNJI TOYAMA	541.	HUK
JPN	HEIJI SEIKI KAISHA LTD.		8-2CHOME KYODASHI CHUD-KU,TO J	541.	HUK
JPN	SANKYO CO.LTD.		7-12,2-CHOME,GINZA CHUD-KU,TOKYO	541.	HUK
JPN	DAIICHI SEIYAKU CO.LTD.		TOKYO	541.	HUK
JPN	ONO PHARMACEUTICAL COMPANY LTD		14 DOSHOMACHI 2 CHOME HIGASHIKY OSAK	541.1	ARG
JPN	NIIGATA ENG.CO.LTD.		27-7,2-CHOME TAITO-KU TOI	541.3	HUK
JPN	TANABE SEIYAKU CO. LTD			541.61	MEX
JPN	HEIJI SEIKA KAISHA LTD			541.7	PUR
JPN	DAINIPPON PHARMCO.LTD.			541.7	PUR
JPN	BANYU PHARMACEUTICAL CO.LTD.			541.7	POL
JPN				541.7	SPA
JPN	YAMANOUCHE INTERNATIONAL		5 2-CHOME NIHONBASHI,HONCHO CHUOKU TOKYO	541.71	ARG
JPN	FUJISAWA PHARMACEUTICAL CO.LTD		3 DOSHOMACHI 4 CHOMEHIGASHI KU OSAKA	541.71	ARG
JPN	TAREDA CHEMICAL INDUSTRIES LTD		27 DOSHOMACHI 2 CHOMHIGASHI KU OSAKA	541.79	ARG
JPN	HONEY OTAFUKUWATA KABUSHIKI		1-63 HEIJI-MACHI FUKUOKA CITY	541.91	HUK
JPN	NICHIDAN KABUSHIKI KAISHA		2-4,2-CHOME,KUDAN CHIYUDA-KU TOKYO	541.91	HUK
JPN	HISANITSU PHARMACEUTICAL CO.			541.91	HUK
JPN	TAKEDA CHEMICAL INDUSTRIES LTD		27 DOSHOMACHI 2 CHOME HIGASHI KU OSAKA	541.99	ARG
JPN	SUMITOMO CHEMICAL CO LTD		15 5 CHOME KITAHAMA HIGASHI KU OSAKA	591.1	ARG
LIE	FINANZ KOMPENSATIONSANSTALT			541.7	PUR
LUX	ADMIN.DE PARTICIPATIONS ETRANG		ERES SA BLIND ROYALJ LUXEMBURG	541.	ARG
NET	GIST-BROCADES N.V.			541.3	PUR
NOR	CULLET A/S			541.1	POH
PAN	PFIZER CO.		335 EAST 42ND ST. NEW YORK, NY	541.	HUK
PAN	PFIZER CORP.			541.3	MEX
PAN	BIOCHEFER CONSULTING			541.3	SPA
PAN	BIOCHEFER CONSULTING			541.3	SPA
PAN	EUROPHARMA INTL INC			541.4	MEX
PAN	ROEMMERS INTL.			541.7	POH
PAN	SYNTEX CORPORATION		P.O.BOX 7386 PANAMA 9	541.71	CUL
PAN	PFIZER CORP		STA ISABEL 15 1/2 CULON	541.71	ARG
PAN	MEDICAL RESEARCH LABS INC.		I ARUSEMOHA Y 31 J 80	541.79	ARG
SPA	JOLDER,S.A.			541.	PUR
SPA	LABORATORIO PRODES S A		TRABAJO S/N SAN LUSTU DES VERN BARCELONA	541.	ARG
SPA	LABORATORIO B.D.I. S.A.			541.7	POH
SPA	BOEHRINGER MANNHEIM S.A.			541.7	POH
SWE	ASTRA CAKEMEDEL AB		5 151 85 SODERTALJE	541.71	ARG
SWE	ASTRA PHARMACEUTICALS		S-151 85 SODERTALJE	541.99	CUL
SWI	RELBAPHARM		BASEL	201.6	VEN
SWI	SINDOZ LTD.			541.	HUK
SWI	F.HOFFMANN LA ROCHE		GRENZACHERSTH. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE		GRENZACHERSTH. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE		GRENZACHERSTR. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE SA		GRENZACHERSTH. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE		GRENZACHERSTH. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE		GRENZACHERSTR. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE		GRENZACHERSTR. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE		GRENZACHERSTR. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE		GRENZACHERSTR. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE SA		GRENZACHERSTR. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE		GRENZACHERSTR. 124 4002 BASEL	541.	SPA
SWI	F.HOFFMANN LA ROCHE		GRENZACHERSTR. 124 4002 BASEL	541.	SPA
SWI	SAPOS SA			541.	SPA
SWI	SAPOS SA			541.	SPA

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SUP CNTY

TECHNOLOGY SUPPLIER
SUPPLIER NAME

SWI	ELI LILLY SA
SWI	F. HOFFMANN LA ROCHE SA
SWI	F. HOFFMANN LA ROCHE
SWI	LUGOCHEMIE SA
SWI	LABORATOIRES OM
SWI	PHARONGA SA
SWI	PHARURGA SA
SWI	SANATEX SA
SWI	F. HOFFMAN ROCHE & CIE LTD
SWI	ELI LILLY S.A.
SWI	HAUSMANN LABORATORIES
SWI	F. HOFFMANN-LA ROCHE ET CIE SA
SWI	SANDOZ SA
SWI	SOPHARMA SA
SWI	SIPHAR S.A.
SWI	MUNDIPHARMA AG
SWI	CILAG CHEMIE AKTIENGESECEFT
SWI	CIBA GEIGY A G
SWI	LABORATOIRES OM S.A.
SWI	CIBA GEIGY AG COLFA S A
SWI	SANDOZ S A
SWI	SEPERIC S A
SWI	LABORATOIRE ACHEL
SWI	LABORATOIRES OM S.A.
SWI	F. HOFFMANN LA ROCHE & CIE
UK	IMPERIAL CHEMICAL INDUSTRIES
UK	BEECHAM GROUP LTD.
UK	NATL. RESEARCH & DEVELOPMENT CO.
UK	ASPRO NICHOLAS LTD
UK	MACLEANS LIMITED
UK	THE WELCOME FOUNDATION LTD
UK	THE NATIONAL RESEARCH DEV. CO
UK	LEYCOL CHEMICAL INVESTMENTS LT
USA	MEAD JOHNSON &
USA	MILES LABORATORIES INC
USA	AMERICAN HOME PRODUCTS CORP.
USA	MERRELL INC
USA	CUTLER LABORATORIES
USA	AMERICAN CYANAMID COMPANY
USA	ALCON UNIVERSAL LTD
USA	CYANIMID
USA	PFIZER INC.
USA	THE UPJOHN CO
USA	UPJOHN COMPANY
USA	SQUIBB AND SONS
USA	WILLIAM H. ROEHR INC.
USA	SMITH KLINE AND FRENCH
USA	AMERICAN HOME PRODUCTS CORP.
USA	BRISTOL-MYERS CO.
USA	BRISTOL-MEYERS CO.
USA	THE UPJOHN COMPANY
USA	E R SQUIBB & SONS INC
USA	SMITH KLINE FRENCH OVERSEAS

FOR MANUFACTURE OF DRUGS AND MEDICINE SUPPLIER ADDRESS	PRODUCT I	CNTY
GRENZACHERSTR.124 SUIZA 4002 BASEL	541.	SPA
	541.	SPA
	541.	SPA
	541.	SPA
	541.	SPA
	541.1	VEN /
26 RVD PEROLLES FREIBURG	541.1	VEN /
	541.1	ARG
	541.3	MEX
	541.51	HOK
	541.61	ARG
	541.7	ALG
SAINT GALLEN GRENZACHERSTRASSE 124.4002 BASEL LICHTSTRASSE 35 BASEL	541.7	ALG
	541.7	PUR
	541.7	PUR
	541.7	PUR
	541.7	SPA
	541.71	ARG
BASIL 22 RUE DU BOIS DU LAN 1217 GENEVA BASILEA CH 4002 BASILEA MOHAT CANTON DE FRIBOURG 20 RUE DE LA COULOUVRENIERE GENEVA 1217 MEYRIN 2 GENEVE GRENZACHERSTRASSE 124 BASEL CLESFIELD CHESHIRE	541.71	ARG
	541.71	ARG
	541.72	ARG
	541.79	ARG
	541.79	ARG
	541.79	ARG
	541.91	ARG
	541.99	ARG
	541.	HOK
	541.31	HOK
KINGSGATE HOUSE66/74VICTORIA ST.LONDON 225 BATH ROAD.SLOUGHBERKS	541.64	CUL
	541.7	ALG
	541.7	SPA
	541.7	SPA
	541.7	SPA
	541.79	ARG
P.O.BOX 75 NORMANDY HOUSE ST.HELIER.JERS EVANSVILLE INDIANA 47721 P O BOX 40 1127 MYRTLE ST ELKHART,IN	51.	ARG
	516.91	ARG
	541.	HOK
	541.	SPA
	541.	RUK
	541.	ARG
4TH AND PARKER STS. BERKELEY,CALIF. BERDAN AVE WAYNE,NJ 07470 PD BOX 1751 FORT WORTH,TX 76101	541.	ARG
	541.	SPA
	541.	ARG
	541.	ARG
	541.	ARG
	541.	ARG
11 BARTLETT STREET BROOKLYN,NY PORTAGE ROAD 7000 KALAMAZZOO MICHIGAN	541.31	ARG
	541.31	ARG
	541.32	MOK
	541.4	HOK
	541.7	SPA
	541.7	HOK
1500 SPRING GARDEN PHILADELPHIA,PA19101	541.7	HOK
	541.7	PUR
	541.7	HOK
	541.7	HOK
	541.7	HOK
	541.7	SPA
P O BOX 4000 PRINCETON NEW JERSEY 1500SPRING GARDEN STPHILADELPHIA PENN.	541.7	ARG
	541.71	COL

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SUP CNTY	SUPPLIER NAME	TECHNOLOGY SUPPLIER FOR MANUFACTURE OF DRUGS AND MEDICINE SUPPLIER ADDRESS		PRODUCT1	CNTY
USA	AMERICAN HOME PRODUCTS CORP.	685 THIRD AVENUE	NEW YORK,N.Y.10017	541.71	CUL ✓
USA	AMERICAN CYANAMID COMPANY	BERDEN AV. 7470	WAYNE NEW JERSEY	541.71	ARG
USA	BLECHAM INC	65 INDUSTRIAL SOUTH	CLIFTON N JERSEY	541.71	ARG
USA	RIKER LABORATORIES INC		NORTHBRIDGE,CA	541.71	ARG
USA	THE DOW CHEMICAL COMPANY	MIDLAND MICHIGAN	48640	541.71	ARG
USA	AMERICAN CYANAMID COMPANY	BERDAN AVENUE 07470	WAYNE NEW JERSEY	541.71	ARG
USA	USV PHARMACEUTICAL CORP.	1 SCARSDALE ROAD	TUCKAHOE NEW YORK	541.71	ARG
USA	BRISTOL MYERS COMPANY			541.71	ARG
USA	WHITE LABORATORIES INC.	2000 GALLUPING HILL RD.	KENILWORTH, NJ	541.71	ARG
USA	SCHERING-PLOUGH CORP.			541.71	ARG
USA	USV PHARMACEUTICAL CORP.	1 SCARSDALE RD	TUCKAHOE,NY 10707	541.71	ARG
USA	WINTHRUP PRODUCTS INC	90 PARK AVENUE	NEW YORK,NY	541.79	ARG
USA	MEDICINAL DISTRIBUTORS INTL	SUITE 713 15910	VENTURA ENCINO,CA	541.79	ARG
USA	ADDOTT INTERNATIONAL LTD		NORTH CHICAGO,IL.	541.79	ARG
USA	SMITH,KLINE & FRENCH INTL.CO.			541.9	PUR
JSA	THE DOW CHEMICAL COMPANY	MIDLAND,MICHIGAN		541.99	CUL ✓
USA	SINCLAIR & VALENTINE CO.,INC.	245 EAST MARIE AVE.	WEST ST.PAUL,MN	541.99	CUL ✓
USA	AMERICAN HOME PRODUCTS CORP.	685 THIRD AVENUE	NEW YORK,NY	541.99	CUL ✓
USA	ARBUR ACRES FARM INC	MARLBOROUGH ROAD	GLASTONBURY,CT	541.99	ARG
USA	SLAUGHTER SCHAFFER & ASSOC.	1845 OAK STREET	NORTHFIELD,ILL	541.99	ARG
USA	ARCOR S.A.MILAR S.A.			541.99	ARG
USA	AMERICAN CYANAMID CO	BERDAN AV 07470	NEW JERSEY	541.99	ARG
USA	NEWPORT PHARMACEUTICALS INTL.	1590 MONROVIA BLVD	CA	541.99	ARG
USA	J.GEORGE FIEDLER			553.0	CUL ✓
USA	AMERICAN HOME PRODUCTS CORP.	685 THIRD AVENUE	NEW YORK,NY	553.0	CUL ✓
USA	AMERICAN HOME PRODUCTS CORP.	685 THIRD AV. N.YORK		553.0	ARG
USA	PFIZER CORP	235 EAST 42ND ST	NEW YORK,NY	553.0	ARG
USA	H.RUBINSTEIN INC.	300 PARK AV. NEW YORK		553.00A	ARG
USA	AMERICAN CYANAMID CO			582.21	ARG
USA	SPC INTL. INC			598.99	MEX
USA	VALMONT INC			598.99	MEX
USA	RICHARDSON MERREL INC			931.0	SPA
USR	V/O LICENSINTOG			541.7	SPA



UNIDO

ANNEX II

TIES CODING FORM

0001
ID KEY

RECIPIENT

R O K
COUNTRY
CODE

3523
INDUSTRIAL
CODE

FOREIGN
HOLDING

RECIPIENT
TYPE

SUPPLIER

P P I O O 1 4
SUPPLIER COMPANY
CODE

P A N
SUPPLIER
COUNTRY CODE

CONTRACT

CURRENCY
CODE

6206
CONTRACT
DATE

99
CONTRACT
DURATION

2
TYPE

COLLABORATION

541
PRODUCT CODE 1

PRODUCT CODE 2

CONTRACT

EXCHANGE RATE

CURRENCY MULTIPLIER

PRODUCTION
MULTIPLIER

PRODUCTION
UNITS

TERMS

2
ROYALTY
TYPE

30
ROYALTY
%A

ROYALTY
%B

ROYALTY B
LEVEL

LUMP SUM
PAYMENT

MINIMUM
ROYALTY FEE

PRODUCTION

ANNUAL SALES

ANNUAL
PRODUCTION VOLUME

ANNUAL
PRODUCTION CAPACITY

RECIPIENT COMPANY

CENTRAL PHARMACE
RECIPIENT NAME LINE 1

UTICALCO
RECIPIENT NAME LINE 2

ADDRESS LINE 1

ADDRESS LINE 2

SUPPLIER COMPANY

P F I Z E R . C O .
SUPPLIER NAME LINE 1

SUPPLIER NAME LINE 2

235 EAST 42ND ST.
ADDRESS LINE 1

NEW YORK NY
ADDRESS LINE 2

COMMENTS

ROYALTY PAID FOR 3 YEARS. JOIN
COMMENTS LINE 1

T VENTURE. PRODUCT: T.A.O., I.
COMMENTS LINE 2

V. GEOPEN ORAL, TIBRIC ACID, G
COMMENTS LINE 3

EOPEN I.V. MINIPRESS, TINIDAZOL
COMMENTS LINE 4

E-NYSTATIN, TALAMOLOL, PIREXXY.
COMMENTS LINE 5



