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IMPROVEMENT SCHEME

US/MLW/88/100

Terminal report*

Prepared for the Government of Malawi
by the United Nations Industrial Development Organization

Based on the work of
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Agro-based Industries Branch

* This document has not been edited.

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EXPLANATORY NOTES

US\$ 1 = MK 4.32

AHO = Animal Husbandry Officer

CSC = Cold Storage Company Ltd.

CVO = Chief Veterinary Officer

UNDP = United Nations Development Programme

UNIDO = United Nations Industrial Development Organizations

ABSTRACT

The Regional Africa Hides and Skins, Leather and Leather Products Improvement Scheme, US/RAF/88/100 comprised many aspects of the utilization of hides and skins including tanning and manufacture of leather goods. Eight countries of Eastern and Southern Africa, i.e. Ethiopia, Kenya, Malawi, Sudan, Somalia, Tanzania, Zambia and Zimbabwe participated in the scheme through national projects. The funding for this large-scale programme was provided by Austria, Germany, France, Finland, Italy and Switzerland.

The regional programme was complemented by the Regional Tannery Rehabilitation Scheme US/RAF/88/102, entirely financed by the Government of Italy, to provide equipment inputs.

The national project US/MLW/88/100 was financed by the Government of Germany. The main objective was to upgrade the quality of raw hides and skins and to improve the collection systems so that more hides and skins could be retrieved from rural areas and reach commercial sectors of the industry.

Operations started with the recruitment of the national expert on 20 August 1990 who assisted the international expert in identifying the Central Region as the country's first target area. This region was selected because half of the country's livestock resources are found there and it also accounts for about one third of all recorded slaughters. The Central Region also has a range of facilities producing hides and skins such as a large commercial abattoir, small slaughterhouses, slabs and backyard operations. These and other considerations suggested that the Central Region would provide a suitable target for UNIDO assistance.

Apart from the few private hide merchants most of the rural hides and skins purchasing centres are operated by the CSC and were used as the project's hides and skins improvement locations.

Training courses, workshops and seminars were conducted during project implementation but some of the results of project activities are not sustainable and require further major assistance to reach a level of self-reliance. This should be considered during the proposed second phase of the project.

INTRODUCTION

A. Project background

1. General

Malawi is a small, land-locked country south of the equator covering an area of 118,428 square kilometers. It is bordered to the north and north-east by Tanzania, to the east, south and south-west by Mozambique and to the west by Zambia (see Annex 1 map of Malawi). The human population is about 9 million.

The economy of Malawi largely depends on agriculture with tobacco, tea and sugar being the main exports, followed by livestock by-products like hides and skins.

The livestock distribution and population is as follows:

CATTLE

Year	Total	North	Central	South	Goats	Sheep	Pigs
1988	832236	224890	373243	234103	764313	79552	238283
1989	833136	215325	387765	230346	802721	85722	239990
1990	832713	215418	386870	230425	842857	92408	233108
1991	849766	217287	394154	238325	856400	93764	254394
1992	844170	224073	392295	227802	942296	100133	299830

Cattle gender distribution:

- 6% bulls
- 54% cows
- 13% steers
- 13% heifer calves
- 14% bull calves

The available livestock database showed that the Central Region had 48 per cent of the total cattle population in the country. Hence, the project's pilot scheme designated the Central Region as the country's first target area (Annexes 2 and 3 refer).

The hides originate mainly from the "Malawi Zebu" cattle. The cattle is an original African long and medium-horn breed which existed on the continent long before colonial times. The cattle are medium size with an average live weight of over 250 kg, consequently the hides are medium and relatively heavy with an average green weight over 15 kg. The hides are usually well preserved by frame drying and dried weight is about 8 - 10 kg, yielding about 25 sq.ft. per hide. Due to the fairly good grain pattern and the size of the hides, they are well suited for furniture leathers, for heavy vegetable-tanned sole, nappa leathers, shoe uppers, belting, ladies' handbags, men's briefcases, wallets and garment leathers.

The hides mainly come from village slaughters and the frame curing is carried out in nearby curing sheds by local hide merchants/collectors. The cured hides are delivered about once a month (graded by hide buyers/collectors) by lorries to one of the hides and skins

merchants in Lilongwe or Blantyre where they are regraded by the CSC and the usual assortment is 25% grade I, 30% grade II, 28% grade III, 12% grade IV and 5% rejects. The grading is based on the "Grading of hides and skins by quality" developed by the regional project. The bulk of the hides are sold to a local tannery which produces wet blue for exports and uses the lower grades and rejects for manufacture of finished leathers for the local market.

The wet blue is currently sold to Zimbabwe. The material fetches a comparatively good price of about US\$ 0.90/sq.ft. The main buyers of raw hides and skins are Italy, Greece and Spain.

For a very long time the CSC had been the sole buyer and exporter of Malawian hides and skins until 1987 when their monopoly over the industry was stopped by the Government liberalizing the industry. As a result of this liberalization there are now five other private hide merchants operating in the hides and leather industry.

Malawi has 2 main abattoirs, 6 slaughterhouses and 26 slaughter slabs commonly found in rural areas.

- 2 abattoirs: Blantyre and Lilongwe belonging to the CSC;
- 6 slaughterhouses: Kasungu, Balaka, Ntcheu, Mzuzu, Mitundu and Liwonde;
- 26 slaughter slabs: Karonga, Chitipa, Rumphu, Mzimba, Nkhamenya, Santhe, Lumbadzi, Mponela, Mchinji, Mkhota, Nkhoma, Nanjiri, Kamwendo, Lunzu, Nchalo, Salima, Dedza, Lizulu, Mlangeni, Dowa, Mkanda, Lobe, Mayani, Ntchisi, Malomo and Linthipe.

Malawi has one tannery, the Liwonde Tannery, whose machinery was provided by UNIDO and UNDP projects. The machinery boosted production capacity to 100 hides per day although the capacity utilization has not gone beyond 60 per cent due to market outlet problems. Bata Shoe Company is the main consumer of finished leather from Liwonde Tannery.

Malawi has five footwear and three leather goods manufacturers:

<u>Footwear Manufacturers</u>		<u>Leather Goods Manufacturers</u>	
1.	Bata Shoe Company	1.	Leather and Luggage Manufacturers
2.	Phazi Industries Ltd.	2.	Bag and Baggage Industries
3.	Duke Products Ltd.	3.	Superior Leather Company Ltd.
4.	Steplite Shoe Manufacturers		
5.	Classic Shoe Manufacturers		

* Average production: 500 pairs of leather shoes per day

* Average production: 300 items per day.

The third leather goods factory, the Superior Leather Goods Company formerly known as Mtupanyama Leather Company, was established in June 1992 with the assistance of the project which provided the machinery on a pay-back basis, explained later in the report.

The Government of Malawi realized that the indigenous hides and skins were not finding an export markets because of the poor quality of raw hides and skins and poor collection systems. At the same time the Government was interested in establishing its own mechanized tannery and leather goods factory to utilize locally available raw materials so that by processing the hides and skins at the tannery and utilizing locally produced leather at the leather goods factory, the country would be in a position to conserve much needed foreign exchange and, basically, this prompted the Government to request assistance from UNIDO.

2. Project

The Third Consultation on the Leather and Leather Products Industry which took place in Innsbruck, Austria in April 1984 recommended, among other items, that an integrated programme approach could provide a relevant framework for international cooperation for the development of the full potential of the raw hides and skins and the leather products.

Consequently, UNIDO surveyed the situation under the project Integrated Development Programme of the Leather and Leather Products Industry in Africa (XA RAF/85/610) whose terminal report formed the main background paper for the Regional Meeting on the Leather and Leather Products Industry in Africa held in Alexandria, Egypt in January 1987. The Alexandria meeting focussed on the constraints and shortcomings experienced in the African leather industry as a whole and emphasized the need, as a first priority measure, to upgrade the quality of raw hides and skins and to improve the collection systems.

The studies prepared and research conducted for the UNIDO global leather sector consultations and the deliberations of the UNIDO Leather Panel, the Regional Meeting on the Leather and Leather Products Industry in Africa and the FAO Intergovernmental Sub-Group Meeting on Hides and Skins in Rome had all clearly proved that there was an enormous waste of raw hides and skins, under-utilization of production capacities, low productivity and lack of trained personnel at all levels of the African hides and skins, leather and leather products sector. At the same time, the potential of some of the African countries for becoming major suppliers of semi-processed leathers to the export markets and for producing finished leather products for their own markets was excellent and based on a large indigenous, replenishable raw material source of cattle hides and petty ruminant skins. This potential could be realized with the help of a major sectoral technical assistance programme.

As a follow up the proposed scheme was presented to the First Session of the FAO Intergovernmental Sub-Group Meeting on Hides and Skins convened in Rome from 21-23 January 1987 and was as such welcomed and accepted. For the implementation of the integrated sectoral improvement scheme UNIDO was entrusted to seek the required funds and after receiving the approval and support of many African countries, it was agreed that eight East African countries (Ethiopia, Kenya, Malawi, Sudan, Somalia, Tanzania, Zambia and Zimbabwe)

should be grouped under a regional umbrella project with Nairobi, Kenya as its regional headquarters.

The purpose of the regional umbrella project was to obtain maximum benefits from and utilize in the most economic way possible, the international inputs for the participating countries while catering to their specific needs in individual national projects. This particular structure was justified on the grounds that:

- (i) the national project to be implemented need a number of common international inputs.
- (ii) there should be a maximum of flexibility in responding to individual national needs and inputs should be on call both on a timely and appropriate basis.
- (iii) that inputs should be provided in a complementary way between countries, and national institutions should not seek to duplicate each other in their entirety.
- (iv) maximum utilization should be made of various national facilities to serve regional needs.

The National Hides and Skins, Leather and Leather Products Improvement Scheme US/MLW/88/100 in cooperation with the Regional Umbrella Project US/RAF/88/100 started in December 1989 with the purchases of project equipment. But the project became actually operational with the recruitment of the national expert in August 1990.

The national country project was supposed to concentrate on hides and skins improvement first and directly benefit the primary producer, the Malawian livestock farmers, while also increasing the raw material base for Liwonde Tannery which would be able to satisfy the local demand of finished leather and at the same time increase the export income of the country through greater export of semi-processed leather. This in turn would give additional employment opportunities and provide the international leather market with badly needed additional material.

The national project was to assist also in the establishment of Liwonde Tannery. But due to delays in obtaining financing for the national project, a separate project (DP/MLW/88/029) with UNDP funding was created for the establishment of this tannery. Upon financial approval, US/MLW/88/100 provided machinery and equipment for balancing and upgrading the tannery's operations and improved raw materials are now processed by Liwonde Tannery into wet-blue and finished leathers.

B. Official arrangements

The national project was approved by UNIDO in January 1988 and the financial authorization (Programme Allotment Document) to implement the project was issued on 7 December 1989.

The agreement between the Government of Malawi and UNIDO for the implementation of project US/MLW/88/100 was signed on 27 October 1990.

The Government counterpart agencies assisting in project implementation were the Ministry of Trade and Industry in cooperation with the Ministry of Agriculture.

The project's duration was planned for three years starting 1989. However, as the project had a late start due to funding difficulties UNIDO was requested to extend the operational period. The project is now scheduled to be completed end of December 1993.

C. Contributions

The project was financed by a special purpose contribution of the Government of Germany in the total amount of US\$ 537,880, including support costs, of which the project budget was US\$ 476,000.

For the Government of Malawi, the Ministry of Trade and Industry provided the national expert with a furnished office and telephone facility, one driver including salary and his daily subsistence allowance, typing facilities and provision of stationery. The Ministry was not able to provide a secretary and her office.

The Ministry of Agriculture provided to the project the following staff: One coordinating senior officer - Deputy Veterinary Officer for Animal Husbandry and Industry - based at the Department of Animal Health and Industry, three divisional veterinary officers based at Kasungu, Lilongwe and Salima Agricultural Development Divisions within the Central Region and five extension officers called Project Veterinary Officers based at each of the five designated Rural Development Project areas.

D. Objectives

1. Development objectives

The development objective of the project was to contribute to the improvement of Malawi's and the region's economy, create new employment opportunities, improve export performance, increase the income of primary producers and provide the international leather and leather products market with additional semi-processed raw materials and finished products.

2. Immediate objectives

- (i) To establish a national pilot scheme and to demonstrate in practical terms the process of hides and skins improvement from butchering and flaying to conservation, grading and collection.
- (.i) To act as a catalyst to national authorities to introduce incentives for improved quality performance.

- (iii) To assist in the realization of the Liwonde Tannery project supported and approved by the Government to provide finished leather for the local footwear and leather goods industry and at the same time produce semi-processed hides and skins for export.
- (iv) To train an adequate number of personnel in the required skills to operate successfully the first mechanized tannery in Malawi and to upgrade the technical standards, methods and technologies, product quality and marketing performance, as well as knowledge of those attached to the leather allied industry at various levels starting from primary producers.

The scheme has largely achieved the objectives with a number of good results, although some of them are, at present, not fully sustainable since they could not attain a solid foothold because of the delayed start of activities. Further major assistance from UNIDO is required to reach a self-reliance level. Therefore, UNIDO should make every effort to solicit funds from donor countries so that Malawi can participate in the second phase of the project and consolidate the work started during phase 1.

RECOMMENDATIONS

1. The Government should encourage investment in manufacturing units of footwear and leather products which will create employment opportunities and contribute towards foreign exchange savings on imported leather products. Therefore, no restriction should be placed on the importation of the necessary machinery, chemicals and spare parts required by the subsector.
2. The Government should exempt duties on chemicals, machinery and spare parts imported by Liwonde Tannery so as to enable the tannery to supply leather to leather products manufacturers at competitive prices.
3. The Government should exempt newly established industries from duties and surtaxes until they are stabilized, e.g. Liwonde Tannery and Superior Leather Goods Company.
4. UNIDO should solicit funds from donor countries to enable Malawi to participate in the second phase of the project.
5. UNIDO should consider recruiting an additional national expert for the proposed new target area (Northern Region) during phase II.
6. In addition to the machinery provided by the project, Liwonde Tannery would need assistance in manpower development (management). Therefore, it is recommended that Liwonde Tannery should continue to receive at regular intervals technical and management expertise during a second phase in order to build up its manpower capacity.

7. The newly started leather goods manufacturing factory at Kanengo on Plot No. 28/58 is still in its infancy and should receive additional support and assistance from UNIDO in order to develop a viable operation.
8. UNIDO should assist in conducting research on non-toxic chemicals to be used for preserving hides and skins other than arsenic.
9. The project should consider buying 100 sharpening steels and 100 sharpening stones.
10. The project should release its staff to conduct hides and skins improvement courses for final-year veterinary assistants at the Natural Resources College.
11. The project should construct a small hides shed at Liwonde Tannery which could provide a valuable training venue (demonstration unit).
12. The CSC should consider reviewing and revising production and marketing techniques applied to the hides and skins for export.
13. The CSC should consider putting roofs on existing and active buying centres or hide sheds.
14. The CSC should record all rejected hides and skins with indication of reasons, to project staff to concentrate on any given defect causing rejection.
15. Hide merchants, including the CSC, should regard all ground-dried hides and skins as rejects.
16. Preservation by suspension drying should be adopted throughout Malawi as this is a relatively cheaper method than wet-salting.
17. The Natural Resources College should introduce intensified studies on hides and skins production, collection and marketing for final-year students.
18. The Department of Animal Health and Industry should keep and maintain proper records of livestock populations, slaughtering, retrieved hides and skins, off-take rates and marketing of hides and skins so that its database more or less tallies with that of the National Statistics Office.
19. During phase 2 the Department of Animal Health and Industry should avail to the project extension officers (AHOs) in the Northern Region, the second target area.
20. The project should consider buying:
 - (a) 20 copies of Manual for Animal Auxiliary Personnel, FAO 1983
 - (b) 20 copies of Hides and Skins Improvement in Developing Countries, FAO 1985.
 - (c) 20 copies of Hides and Skins National Hide Association, 3rd Ed. Aakin Press USA.
 - (d) 20 copies of Introduction of Animal Husbandry in the Tropics by G. Williamson and W.J.A. Payne 3rd Ed. 1978 (755 pages).

I. ACTIVITIES AND OUTPUTS

The national project covered three major areas: hides and skins improvement, leather tanning and leather goods manufacturing. Some of the activities were accomplished with difficulties, however, the project staff gained valuable experience during the implementation period and some recommendations were drawn up which, if implemented, could assist in transforming the non-sustainable results of the first phase into sustainable results during the planned second phase of the project.

During the implementation period the main defects observed by the project staff in the raw hides and skins are flay cuts, scratches, tick and pork marks, hairslip and putrefaction, wounds and drag marks. Brand marks were also observed to a limited extent on animals from commercial farms and ranches.

The public was made aware of the economic value of hides and skins through the mass media, individual contacts, campaign posters, leaflets and articles written in the "Za Achikumbe" publication which is written in vernacular language and circulated or distributed free of charge by the Ministry of Agriculture to about 300,000 crop and livestock farmers on a bi-monthly basis. Formal training courses for farmers, butchers, hide merchants, extension officers of the Ministry of Agriculture tanners and leather products manufacturers were conducted. In addition demonstrations, workshops and seminars on hides and skins improvement helped to clarify certain policy issues and strategies of the leather industry in this country.

A. Immediate problems and actions taken

1. Lack of grading: The first and the foremost problem experienced in Malawi was the lack of grading of hides and skins. One price was paid for all hides and skins irrespective of grade which was a disincentive for primary producers and resulted in the production of very poor quality raw material.

The project managed to solve this problem by introducing appropriate methods of buying hides and skins on quality basis and this has been accepted by the CSC, private hide merchants and primary producers. The system of grading Malawi hides and skins started in June 1991.

2. Lack of trained personnel: This was the second problem experienced in Malawi and the subject project conducted seminars and training courses for extension officers in the Ministry of Agriculture in 1991 and as such Malawi now has qualified staff for hides and skins improvement.

3. Lack of proper equipment and tools: Due also to poor equipment and tools Malawi has been producing poor quality hides and skins and the project bought and distributed to all slaughterhouses/slabs proper flaying and ripping knives in the Central Region target area. The

proper utilization of such knives during slaughter resulted in the production of good quality hides and skins.

4. Underutilization of production capacities: Liwonde Tannery started processing hides and skins at cottage level and leather production was slow and labour-intensive. UNIDO/UNDP was approached for technical assistance in terms of tannery machinery. After delivery of the first lot of machinery to Liwonde Tannery and was able to process 50 hides per day and when the second lot of machinery was installed in June 1991 the production capacity increased from 50 to 100 hides per day although capacity utilization was about 60 per cent at the time of report writing. The tannery is capable of producing wet-blue leathers for export and finished leathers for the local footwear and leather goods manufacturers.

5. Low collection of hides and skins: This was another serious problem facing Malawi and the subject project has improved the collection system in the Central Region target area, which is planned to be extended to the Northern Region as the country's second target area during the proposed second phase. This will depend on the availability of funds from donor countries as well as on the serious commitment by the Government of Malawi to utilize the assistance provided to the best advantage.

6. Lack of leather goods factory: Before the inception of the national project, most factories in Malawi manufactured so-called "leather" goods from plastic or synthetic materials. The project provided leather goods machinery which is installed at Kanengo in Lilongwe at the Industrial Plot No. 28/58 and genuine leather goods production is in progress there.

7. Lack of women in the leather industry: Development of women in the leather industry never existed in the country and through the project the issue of employing women in the leather industry sector was introduced. Indeed, employment of women was started at Superior Leather Goods Company at Kanengo and it is envisaged that the project UNIDO will pursue the promotion of women in the leather industry during the second phase of the project.

8. Industry development problem: The trade liberalization and the establishment of Liwonde Tannery and Superior Leather Goods Manufacturing Company has created a good number of employment opportunities. Starting with the hide merchants, including the CSC, the tanners, the footwear and leather goods manufacturers have all employed quite a number of Malawians and thus reduced unemployment.

Furthermore, the finished leather produced at Liwonde Tannery is acceptable to both footwear and leather goods manufacturers and this has resulted in a reduction of leather being imported into the country, thus conserving the most needed foreign reserves for the country.

B. Outputs produced and problems encountered

The five outputs implemented during phase 1 are outlined below:

1. Output 1

Improved policy guidelines and industrial strategy for the development of the country's hides and skins, leather and leather products industry development. This output will be in the form of a country document specifying, firstly, the national aspects and, secondly, the connection with the regional strategy.

A preliminary policy guideline for hides and skins production in Malawi was prepared by the project staff (i.e. international expert, Mr. I.B. Leach, and national expert, Mr. A.N. Jumbe) and presented to the Chief Veterinary Officer (CVO) for his comment and necessary action on 18 December 1991. A feedback from the CVO is yet to come. The delay could be attributed to changes of management at the Veterinary Department Headquarters.

Therefore, the main problem encountered in implementing this output is the delay in the response and/or necessary action on the part of the Ministry of Agriculture and the Chief Veterinary Officer in particular.

2. Output 2

Improved, well-operating national hides and skins improvement schemes with trained flayers, skimmers and improvement officers and better transport facilities, tools and chemicals for conservation as follows:

30 trained hides and skins improvement officers

90 trained flayers and skimmers.

There were some misunderstandings between the Ministry of Agriculture and the Ministry of Trade and Industry which caused delays in releasing extension officers (Animal Husbandry Officers - AHO) to the project by the Ministry of Agriculture. When these misunderstandings were resolved the CVO, who comes under the Ministry of Agriculture, did not release his extension officers to the project until April 1991.

Following the release of the extension officers by the CVO, the national expert in consultation with the international expert, Mr. I.B. Leach, organized an induction training course in June 1991. The main topics were covered to:

- (a) Introducing the hides and skins improvement pilot scheme to the extension officers, the CSC, private hide merchants, tanners and leather products manufacturers.
- (b) Existing policy guidelines on livestock and livestock products.
- (c) Theory and practice of hides and skins improvement.
- (d) Grading, handling and storage of hides and skins.
- (e) Collection, grading and marketing of hides and skins by Liwonde Tannery as well as the CSC.

- (f) Establishing a workplan for extension officers.
- (g) Visits to the CSC abattoir and a private hide merchant were conducted for practical purposes - Annex 4.

At the end of the induction course the extension officers were given their work plans so that they, in turn, would train butchers, farmers and local private hide merchants on animal husbandry and slaughter practices, preservation, storage and transportation methods.

In November 1991 the national expert and the international expert organized a hides and skins improvement workshop which was attended by officers from the Ministry of Agriculture, Ministry of Trade and Industry, the Department of Animal Health and Industry, the Malawi Bureau of Standards, CSC, Liwonde Tannery and managers of some commercial crop and livestock farms. During that workshop some important subjects were covered, such as"

- (a) Theory and practice of hides and skins improvement
- (b) Review of Hides and Skins Trade Act and Cess Act
- (c) Grading of hides and skins
- (d) Hides and skins reporting systems and to identify a central databank for statistics.
- (e) Formation of the Leather Association of Malawi
- (f) Hides and skins standard specifications for Malawi
- (g) Visits to the CSC abattoir and Lilongwe Hides Industry for practical work.

Through training courses, seminars and workshops the project has managed to train 180 farmers, butchers, hide merchants and 24 extension officers (AHO) who are also actively involved in training of farmers, butchers and hide merchants in proper methods of producing good quality hides and skins in their respective areas of the Central Region.

3. Output 3

improved statistical intelligence throughout the region. A uniform country statistical report will be prepared periodically and forwarded to the regional office for analysis and transmission to UNIDO/FAO/ITC for further monitoring and dissemination.

With regards to this output the international expert and the national expert produced reporting formats which were distributed to hides and skins improvement officers (extension officers in this case). The reporting forms are completed by the extension officers on monthly and quarterly bases and the national expert consolidates the hides and skins statistics and forwards them to the Ministry of Trade and Industry and UNDP for onward transmission to the regional project in Nairobi, Kenya, and Vienna, Austria.

Due to the poor world market for hides and skins in 1991 the purchase of hides and skins came to a complete halt from October to December 1991 because the bulk of the hides and skins bought by the CSC and private hide merchants could not be exported to buyers in the developed

countries. There was literally no demand for Malawian hides and skins. Fortunately, the situation improved and the CSC and private hide merchants resumed hides and skins purchases on 1 January 1992 on a quality basis.

The main problem being encountered by the national expert is the delayed submission of monthly reports by the extension officers. This eventually results in the late submission of periodic reports to the regional office in Nairobi.

4. Output 4

Improved quality and increased quantity of raw hides and skins through incentives to primary producers, and a realistic quality grading system, based on a well-operating hides and skins improvement scheme (as per output 2). The quality and quantity monitoring is closely connected with the improved statistical intelligence and the results of this output will be judged on the basis of the statistical data on pricing and grading to be collected under output 3.

Before the national project was initiated the CSC and private hide merchants were paying vendors one price for all hides and skins, irrespective of grade, and this resulted in production of poor quality raw hides and skins. There was no incentive at all on the part of primary producers.

With inception of the project the national expert, in consultation with the CSC, the Ministry of Agriculture and hide merchants, introduced purchase of hides and skins on a quality basis as an incentive to vendors. The idea was generally accepted by all parties and grading of hides and skins started in June 1991 in the Central Region target area and will continue to be applied.

There was an improvement in the collection of hides and skins as the project progressed in the target area. The worldwide poor hides and skins during the last quarter of 1991 greatly affected the raw hides and skins production in Malawi. This was the main problem encountered during the year 1991. The purchase of hides and skins has functioned in the normal manner since 1 January 1992. The world market demand for hides and skins and semi-processed leathers has greatly improved during the latter part of 1992 and first part of 1993.

From the available database it can be seen that the collection system and on quality aspect of hides and skins are improved. The quality grading of the raw hides and skins is expected to increase considerably country-wide as plans are underway to extend the project to the Northern Region which will be the country's second target area during a second phase when implemented.

5. Output 5

Improved capabilities of the Liwonde Tannery. This tannery is planned to be established partly through external assistance (UNIDO project US/MLW/87/197) and partly by local inputs for the production of finished leathers for the local market. In addition to the inputs provided by the project US/MLW/87/197 the subject project is providing services and equipment which are expected to result in the export production of wet-blue leathers. It is expected that the Liwonde Tannery will be able to produce at the end of the two projects approximately 2,500 pieces of cattle hides and 10,000 pieces of sheep- and goatskins per month in wet-blue and in finished leathers.

From 1989 to 1990 the production capacity of Liwonde Tannery had been at 50 hides per day. In June 1991 a new 2.4 x 2.4m tanning drum was delivered and installed by the project which increased production capacity from 50 to 100 hides per day, although utilization capacity has not gone beyond 60 per cent due to marketing problems of finished leathers.

Liwonde Tannery has managed to find an export market for wet-blue goatskins leathers, however, there was a problem regarding the procurement of raw hides and skins on the part of Liwonde Tannery management. This problem was resolved when the project engaged a hides and skins procurement officer, Mr. C.R. Kachuma, for eight months. Afterwards Liwonde Tannery take over Mr. Kachuma's employment.

The main problem at Liwonde Tannery was inadequate working capital and administrative management. Since the take-over of Liwonde Tannery by a private entrepreneur this situation has been solved.

Annual leather production at Liwonde Tannery had been as follows:

<u>YEAR</u>	<u>LEATHER PRODUCED</u>	<u>LEATHER SOLD</u>	<u>AMOUNT</u>
1989 (June-Dec)	9,922.50 ft ²	8,758.50 ft ²	K 46,467.71
1990	32,846.25	19,371.25	122,501.44
1991	166,416.00	108,949.50	600,368.16
1992 (Jan-Sept)	111,600.00	99,887.75	489,727.84

For the monthly sales trend see Annex 5.

II. ACHIEVEMENT OF OBJECTIVES

A. Development objectives

The following development objectives have actually been achieved during phase 1:

1. Employment Opportunities

The hides and skins trade liberalization and introduction of the hides and skins improvement pilot scheme in the target area created new employment opportunities. Apart

from the CSC, new private hide merchants started to emerge who in turn employed their own hides and skins collectors.

The establishment of Liwonde Tannery and Superior Leather Goods Company at Kanengo, Lilongwe, also employed a good number of Malawians both men and women.

2. Increase of producers' income

The introduction of the hides and skins improvement pilot scheme and of buying raw hides and skins on a quality basis enabled primary producers to increase their income.

3. Export market

The production capacity of Liwonde Tannery is still small and as such cannot absorb all hides and skins produced in Malawi. Therefore, Liwonde Tannery is able to process 25 per cent of recovered hides and skins while 75 per cent of hides and skins are still being exported to developed countries in their raw state.

However, it is a positive start that Liwonde Tannery managed to obtain an export order for wet-blue goatskins leathers. Thus an improvement in the export performance of Malawi in terms of providing the international leather and leather products market with additional semi-processed raw materials has been realized.

However, if implementation continues as planned the following development objectives could be achieved in the near future:

- (a) Production and export of finished leathers
- (b) In addition to production and export of wet-blue leathers there is a possibility of producing and exporting crust leathers as well.
- (c) Improvement in Malawi's and the region's economy.

B. Immediate objectives

The immediate objectives actually achieved during phase 1 are:

1. The establishment of a national pilot scheme was implemented in the Central Region as the country's first target area. Practical demonstrations were conducted at various slaughterhouses/slabs of the process of hides and skins improvement from butchering and flaying to conservation, grading and collection.
2. The pilot scheme created an awareness that there is need for change and improvement and the scheme is viewed as the catalyst to assist in creating the changes. For example, there was no grading of hides and skins before the project was introduced in the country. The project staff managed to act as a catalyst to various national authorities by introducing a system of purchasing hides and skins on a quality basis which was accepted by all parties concerned. The hides and skins standard specifications for the Malawian leather industry are in the process of being produced by the Malawi Bureau of Standards.

3. The provision of tannery machinery and equipment to Liwonde Tannery for the production of finished leather for the local footwear and leather goods industry made it possible for Liwonde Tannery to achieve its objective. The finished leather from Liwonde Tannery is being sold mostly to Bata Shoe Company with small quantities to other footwear and leather goods manufacturers. At the same time Liwonde Tannery is able to produce semi-processed hides and skins for export.

4. An adequate number of Malawians received training in the required skills and at various levels starting from primary producers, butchers, hide merchants, tanners, extension officers and some of the policy makers. For example, at the time of report writing the following Malawians have been trained in various skills:

24 extension officers (AHO)

180 farmers, butchers, hide merchants

6 tannery personnel

11 leather goods manufacturing personnel

5 others on study tours - see Annex 6.

The objectives likely to be achieved in the near future are as follows:

5. Introduction of grading norms by the Malawi Bureau of Standards.

6. Distribution of corrected and improved country report forms for statistical intelligence to UNIDO/FAO/ITC.

7. New policy guidelines and legislation concerning the hides and skins, leather and leather products industry sector which are subject to approval from the CVO and the Ministry of Agriculture.

III. UTILIZATION OF PROJECT RESULTS

1. Grading of hides and skins

The CSC used to buy hides and skins on the basis of grade and weight (wet and dry) in the 1960's and prices given were very low indeed. In the early 1980's, the CSC stopped buying hides and skins on quality basis and embarked on paying one price for all hides, irrespective of grade. This system resulted in low collection of hides and skins and quality was poor, too.

When the project was started in the country there was no grading of hides and skins and as such the project staff had no basis to work on. Therefore, it was the duty of the project staff to introduce grading again which was accepted by all parties in the industry in June 1991. With grading in progress the project staff was able to measure the project's performance.

The grades obtained in the target area for 1991 and 1992 are as follows:

Year	Grade	No. of hides	%age	No. of skins	%age
1991	I	6278	25	11661	45
	II	7031	28	8292	32
	III	7282	29	4665	18
	IV	3515	14	-	-
	Reject	1004	4	1296	5
Year	Grade	No. of hides	%age	No. of skins	%age
1992	I	9710	35	12775	48
	II	8323	30	9315	35
	III	4994	18	3992	15
	IV	3329	12	-	-
	Reject	1387	5	532	2

The CSC is buying hides and skins from grade I-III only while private hide merchants continue buying grade IV hides and skins.

Mid-1993 prices for raw hides and skins were as follows:

Grade	Cow Hide	Goat/Sheepskins
I	K10.00 (US\$ 2.30)	K1.20 (US\$ 0.28)
II	K 7.20 (US\$ 1.67)	KO.90 (US\$ 0.20)
III	K 4.60 (US\$ 1.06)	KO.50 (US\$ 0.12)
IV	NIL	NIL

All ground-dried hides and skins are regarded as rejects in the target area. The project staff is trying as much as possible to discourage ground-drying. Hide merchants who can afford wet-salting are allowed to preserve hides and skins that way. Otherwise the project staff is advocating hide preservation by suspension drying on frames in the open air, because coarse salt is relatively expensive in this country.

2. Leather goods production and training unit

The leather goods machinery provided to the Government by the project was lying at Liwonde for almost eighteen months due to the lack of interested project promoters. The potential promoters were not happy to incorporate a training component in commercial production. After consultation with regional office in Nairobi about this issue, it was agreed that commercial production should come first and the training element be incorporated later.

Immediately after this decision was announced three Malawian entrepreneurs, namely, Mr. K.B. Tagwira, Mr. D.P.N. Mtsuko and Mr. M.S. Chalanda showed keen interest in promoting the said project. The three men formed a company and registered it under the name of "Mtupanyama Leather Company Limited" on 6 April 1992 with the Certificate of Incorporation Nr. 2883. The leather goods machinery was then transferred from Liwonde to their premises in Lilongwe at the Industrial Plot No. 28/58 which belongs to Mr. K.B. Tagwira, one of the directors of the company.

The leather goods manufacturing expert, Mr. David Tracy, was fielded in Malawi to train the employees at Mtupanyama Leather Factory from 3 June - 28 July 1992 and again during his second mission from 28 October to 16 November 1992.

Due to internal problems with the name "Mtupanyama" the directors decided to change the company name to "Superior Leather Company Limited" under the Certificate of Incorporation Nr. 3295 of 31 August 1992.

A good range of leather products is being manufactured at the factory, e.g. wallets, ladies' handbags, belts, key holders, spectacle cases, men's handbags, neckties and many others.

3. Hides and skins standard specification

Several meetings were conducted looking at the best way for Malawi to have its own hides and skins standard specification. The Malawi Bureau of Standards was assigned the task of developing standard specification for Malawian hides and skins. Already the Bureau has produced the second draft which was reviewed during the meeting held in Blantyre on 29 September 1992. The decision on the final draft is still pending.

This matter is being dealt with under the Sub-Technical Committee of TC 34 which is the Leather and Leather Products Technical Committee comprised of members from the Department of Animal Health and Industry, the CSC, the Malawi Bureau of Standards, private hide merchants, Liwonde Tannery and the national expert who is also a member of the TC 34.

4. Formation of the Leather Association of Malawi

In July 1991 the national expert and Mr. L.D. Khoriyo of the Department of Animal Health and Industry attended a seminar on hides and skins trade in Bulawayo, Zimbabwe, which was organized by UNIDO/FAO/ITC.

One of the recommendations made at that seminar was that participating countries should arrange to establish national leather associations which would deal with matters related to the development of the leather industry.

Upon return to Malawi, the national expert, with the assistance of the CVO, convened a meeting on 28 August 1991 at the Central Veterinary Laboratory in Lilongwe which was attended by representatives of the Department of Animal Health and Industry, the Ministry of Trade and Industry, the CSC, Liwonde Tannery, private hide merchants, butchers and chemical suppliers. The national expert and Mr. Khoriyo presented the idea of establishing a national leather association to all members present during the meeting. Reasons were given as to why it was necessary to have a national leather association in the country and the suggestion was welcomed and accepted by all members.

Several meetings were conducted for the drafting of a constitution for the Leather Association of Malawi. After clearing the protected name "Malawi" with the Office of the President and the Cabinet the Leather Association of Malawi was registered on 14 April 1993.

5. Revolving fund

The purpose of the revolving fund is to create self-financing of hides and skins improvement activities in the country with the funds deposited by beneficiaries in the private industry in repayment of inputs received through the project. With the establishment of the Superior Leather Goods Company at Kanengo in June 1992, whose machinery was provided by the project, there is an urgent need to finalize the agreement between the Leather Association and Superior so that the company's repayments can be deposited into the revolving fund.

6. Training of veterinary assistants

During the implementation of phase 1 it was found necessary by the project staff to conduct at least a one-week training course at Natural Resources College for all final-year students on hides and skins improvement activities. This approach was suggested to the principal of the Natural Resources College and the CVO of the Department of Animal Health and Industry, because the project was concentrating its efforts in one particular target area (Central Region) and was badly affected by staff transfers. Training of final-year students at the College would have a strong impact on the project activities and staff transfers would have no ill-effect.

Official approval was obtained from the Ministry of Agriculture for project staff to have an opportunity of teaching final students at the Natural Resources College. Hopefully, this opportunity will be utilized during a second phase of the subject project.

IV. CONCLUSIONS

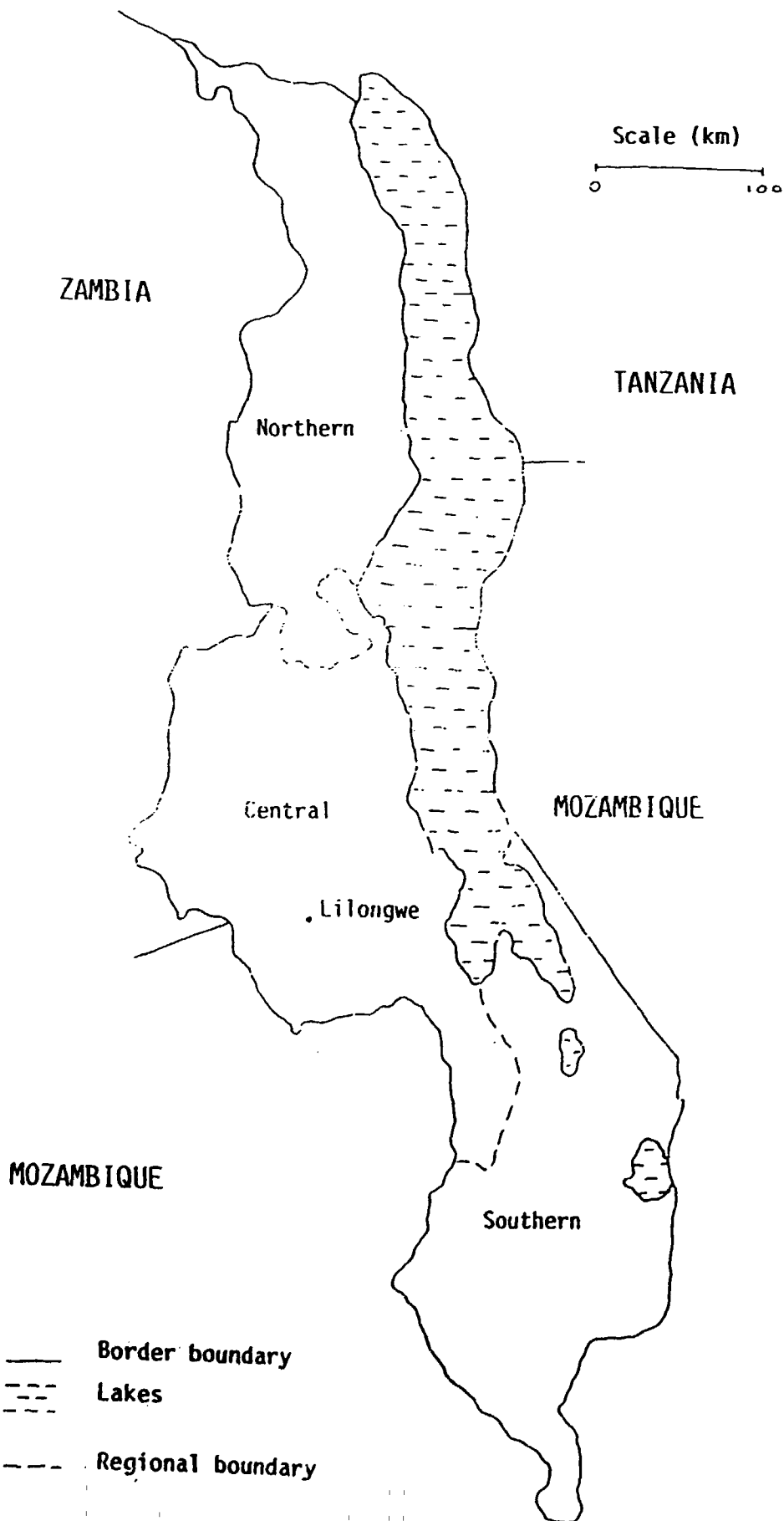
It has been noted that activities involving actions by the Government, such as approval of grading norms, formation and establishment of the Leather Association and similar activities, are taking longer than originally expected, which consequently had an effect on the timing of inputs. The delay in assigning extension officers to the project by the Department of Animal Health and Industry highlighted that for proper implementation of the project all the inputs have to be in place during the establishment phase and implementation stages. Otherwise the project activities will be delayed, in the case of the subject project it was by one year, because not all inputs were available at the time of starting up the project.

During phase 1 the implementation of the programme was a pilot exercise as the first step in the sector's development with the main focus on raw materials and semi-processed aspects. It brought substantial results in many areas the achievement some of which are, however, not fully sustainable. Also new assistance needs were identified such as construction of new slaughter slabs and hide sheds, supply of equipment and tools and additional transport facilities. Therefore, continued assistance is needed to reach a self-reliance level.

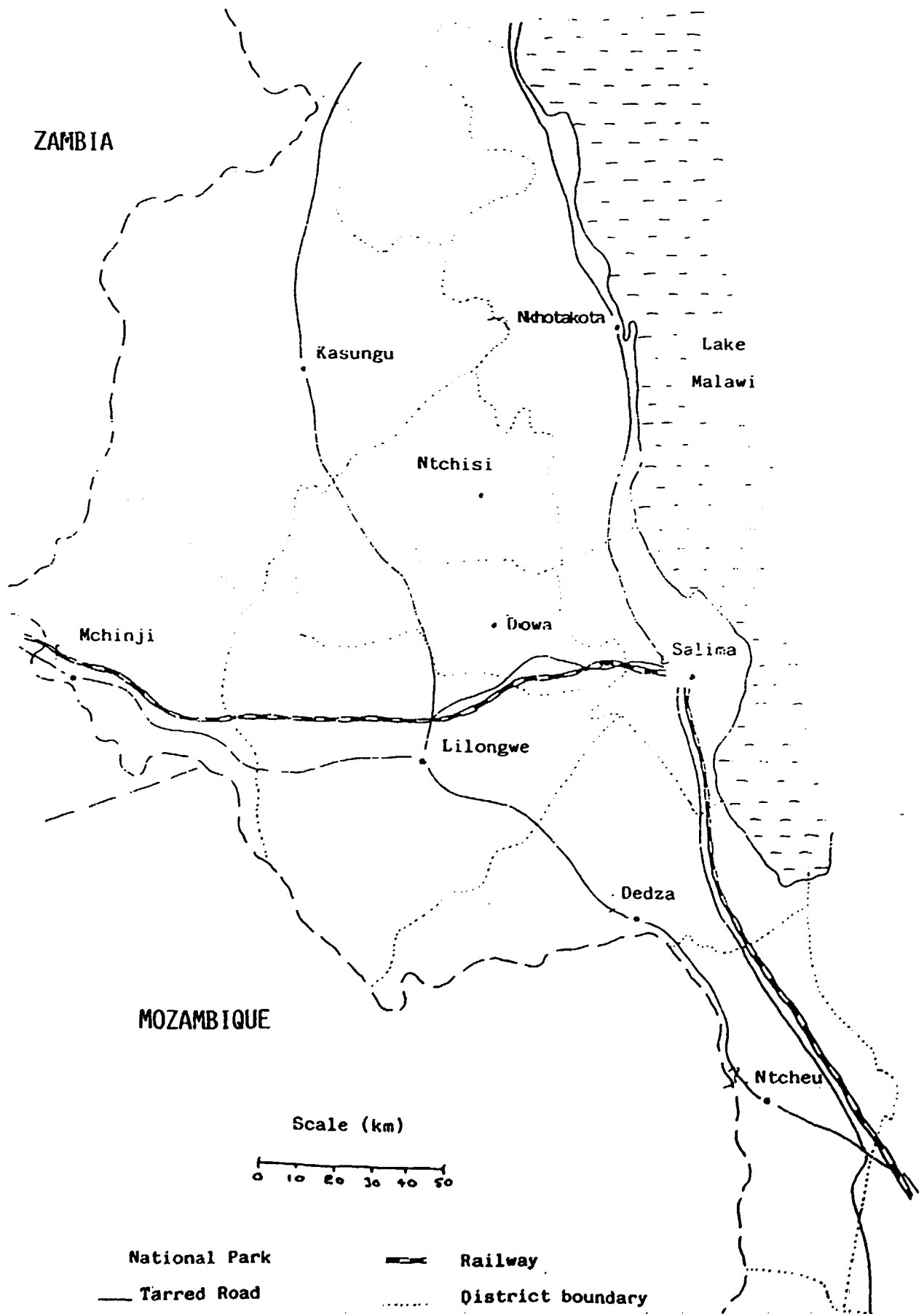
The self-sustaining operations of the hides and skins improvement, the substantial developments in the finished leather products, the export marketing support and the consolidation of the functions of the existing institutes as well as integration of women in the manufacturing activities of the sector - all these require the continuation of a major assistance programme to demonstrate the pilot scheme's tangible impact on the leather business.

Therefore, it is important that efforts should be made to solicit funds from donor countries so that Malawi will be able to participate in the second phase of the project to consolidate the work started during phase 1 and that the results developed so far could become fully sustainable.

Map of Malawi



Map of the Central Region of Malawi:- Target Area



ANNEX 3

STATISTICAL DATA

SLAUGHTER THROUGHPUT

1. Blantyre and Lilongwe Abattoirs

<u>Year</u>	<u>Cattle</u>	<u>Sheep/Goats</u>	<u>Pigs</u>
1988	18,732	1,658	3,360
1989	18,033	1,686	5,394
1990	20,475	1,170	4,716
1991	22,350	1,553	5,903
1992	20,649	1,007	5,106

2. Rural Slaughters: Slaughterhouses/slabs and others

<u>Year</u>	<u>Cattle</u>	<u>Goats/Sheep</u>
1988	67,290	58,342
1989	64,180	72,262
1990	62,971	68,437
1991	62,340	73,307
1992	63,521	103,235

HIDES AND SKINS PRODUCTION VOLUMES : COLLECTIONS

<u>Year</u>	<u>Cow Hides</u>	<u>Goat/Sheepskins</u>
1988	73,091	55,695
1989	78,769	73,953
1990	76,844	74,079
1991	62,014	70,860
1992	73,278	76,444

VOLUME OF HIDES AND SKINS EXPORTED BY CSC

<u>Year</u>	<u>Cow Hides</u>	<u>Value</u>	<u>Goat/Sheepskins</u>	<u>Value</u>
1988	N/A	N/A	N/A	N/A
1989	58,520	1,660,000	N/A	N/A
1990	62,000	1,800,900	N/A	N/A
1991	44,800	847,226	N/A	N/A
1992	52,000	903,597	N/A	N/A

VOLUME OF HIDES AND SKINS FOR DOMESTIC USAGE

<u>Year</u>	<u>Cow Hides</u>	<u>Goat/Sheepskins</u>
1988	N/A	N/A
1989	20,249	N/A
1990	14,844	N/A
1991	17,214	N/A
1992	21,278	N/A

LIVESTOCK POPULATION IN THE TARGET AREA 1988 - 1992

<u>YEAR</u>	<u>CATTLE</u>	<u>GOATS</u>	<u>SHEEP</u>
1988	373,243	428,569	33,960
1989	387,765	441,824	35,011
1990	386,870	456,844	32,221
1991	394,154	460,594	33,188
1992	392,295	469,482	34,024

RECORDED SLAUGHTERINGS IN THE TARGET AREA 1988 - 1992

<u>YEAR</u>	<u>CATTLE</u>	<u>GOATS</u>	<u>SHEEP</u>
1988	33,316	43,001	1,895
1989	35,495	45,292	1,988
1990	37,664	43,995	2,262
1991	39,198	44,986	2,786
1992	38,245	45,287	2,759

HIDES AND SKINS COLLECTION IN THE TARGET AREA 1988 - 1992

<u>YEAR</u>	<u>HIDES</u>	<u>GOATSKINS</u>	<u>SHEEPSKINS</u>
1988	21,078	16,664	1,618
1989	22,432	17,928	1,495
1990	25,933	20,780	2,142
1991	25,110	23,405	2,509
1992	27,743	23,949	2,665

PHYSICAL CHARACTERISTICS OF A HIDE

(a)	Average green weight	=	15 kg
(b)	Average weight wet salted	=	18 kg
(c)	Average weight dry salted	=	15 kg (LTL)
(d)	Average weight frame dried	=	8 kg
(e)	Average area	=	25 sq.ft.
(f)	Substance	=	Medium
(g)	Type of grain	=	Fairly good

TYPE OF PRESERVATION IN PERCENTAGE

(a)	Frame drying	=	70%
(b)	Sun drying	=	5%
(c)	Wet salting	=	20%
(d)	Dry salting	=	5% (LTL)
(e)	Peg drying	=	0%
(f)	Smoke curing	=	0%

MAIN DEFECTS

The main defects from (a) - (e) have been grouped and rated as carrying total points of 100% in their order of priority.

	<u>None</u>	<u>Some</u>	<u>Common</u>	<u>Estimated %</u>
(a) <u>Post mortem and flaying/curing defects = 40%</u>				
- Flay cuts	-	-	x	25
- Putrefaction	-	x		3
- Stretch marks	-	-	-	0
- Poor pattern	-	x	-	2
- Rubber and dragged grain	-	x	-	3
- Dirt-urine-manure defects	-	x	-	2
- Improper bleeding	-	-	x	5
(b) <u>Parasitic Infestation = 20%</u>				
- Lice	-	-	-	0
- Tick	-	-	x	15
- Warble	x	-	-	0
- Nematodes	-	x	-	3
- Biting insects	-	x	-	2
(c) <u>Diseases = 15%</u>				
- Alopecia	x	-	-	0
- Anthrax	x	-	-	0
- Dermatitis	-	x	-	1
- Impetigo	x	-	-	0
- Pox	-	-	x	10
- Warts	-	x	-	3
- Tumors	-	x	-	1
- Eczema and others	x	-	-	0
(d) <u>Mechanical Defects = 13%</u>				
- Brands	-	x	-	1
- Thorn/barbed wire/ scratches	-	-	-	10
- Harness marks	-	x	-	1
- Horn marks	-	x	-	1
(e) <u>Storage and transportation damages = 12%</u>				
- Autolysis	-	x	-	1
- Hair slip, read heat symptoms of bacteria action	-	-	x	2
- Molds	-	-	x	3
- Water damage	-	x	-	1
- Insect infestation (on dried hides)	-	-	x	5

TRADE INFORMATION IN PERCENTAGE

(a)	Raw dry/wet salted	=	70% exported
(b)	Pickle	=	Nil
(c)	Wet blue	=	5% exported
(d)	Crust	=	Nil
(e)	Finished	=	25% used locally

ANNEX 4

Newspaper Articles Referring to the Hides and Skins Improvement Seminar

'Hides have potential as forex earners'

IF properly handled, hides and skins, could earn the country the much needed foreign exchange, the principal industrial development officer in the Ministry of Trade and Industry, Mr. Andrew Banda, said on Wednesday.

He was speaking when he opened a two-day hides and skins improvement seminar

at Capital City Motel in Lilongwe.

The seminar, the first of its kind in Malawi, has grouped together 20 participants from all the agriculture development divisions in the Central region and representatives from Liwonde Tannery and Cold Storage.

Mr. Banda said presently Malawi is importing hides

and skins because the local ones are improperly handled after the slaughter of animals.

He said the situation results in the country depleting its foreign reserves by leaving its leather industry undeveloped, in spite of the fact that Malawi has a lot of hides and skins that could easily be developed.

Mr. Banda said a hides and skins leather and leather products project has been launched in Malawi to try to redress the present situation and assist Malawians to raise their incomes.

He said that the Central Region had been selected for the project because it had the largest number of livestock and a high slaughter rate.

Daily Times, 14-6-91, page 17

Malawi News, 15 to 21-6-91, page 4

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SALES STATISTICS FROM JUNE 1989 TO AUGUST 1992: LIWONJE TANNERY

MONTH	YAER	LEATHER REC'D		VALUE 'K'
		EX. PROD.	SALES IN SQFT	
JUNE	1989		42.00	276.90
JULY	"	1268.00	1200.50	5360.49
AUGUST	"	1940.00	1459.75	6912.46
SEPTEMBER	"	1901.00	1849.75	8886.04
OCTOBER	"	2839.25	2026.50	12312.28
NOVEMBER	"	1259.50	1385.50	8031.38
DECEMBER	"	714.75	792.50	4688.60
		9922.50	8758.50	46467.71
JANUARY	1990	251.75	153.25	938.42
FEBRUARY	"	531.25	1339.25	7945.95
MARCH	"	2077.25	1493.50	8866.95
APRIL	"	1301.25	2450.25	14389.82
MAY	"	1966.25	1418.00	11844.62
JUNE	"	2453.00	2096.00	15008.65
JULY	"	5208.75	1087.50	6734.79
AUGUST	"	4854.50	2102.25	13669.00
SEPTEMBER	"	3025.25	851.00	6110.50
OCTOBER	"	1369.50	2592.25	16779.89
NOVEMBER	"	7783.75	2017.50	11750.28
DECEMBER	"	2023.75	1773.50	8542.95
		32846.25	19371.25	122501.44
JANUARY	1991	4680.25	4236.25	23717.16
FEBRUARY	"	4162.50	3653.50	23099.91
MARCH	"	7900.50	5379.75	32821.33
APRIL	"	14094.25	4803.00	24771.78
MAY	"	8583.00	5744.25	29289.59
JUNE	"	16988.00	12381.75	57172.11
JULY	"	12722.50	1055.50	48770.21
AUGUST	"	20893.25	15727.00	72937.74
SEPTEMBER	"	24918.50	12990.00	64547.37
OCTOBER	"	21055.00	14765.65	71932.65
NOVEMBER	"	19960.25	14576.00	70788.07
DECEMBER	"	10458.00	13156.00	60868.16
		166416.00	108949.50	600368.16
JANUARY	1992	6447.25	13156.00	33169.98
FEBRUARY	"	18750.00	9326.00	45063.86
MARCH	"	12265.65	9448.00	49240.91
APRIL	"	13628.25	3688.75	21073.77
MAY	"	10866.25	8103.25	40506.60
JUNE	"	13125.00	18285.25	100039.79
JULY	"	14625.25	17248.25	92994.06
AUGUST	"	12560.00	9586.75	52633.24
SEPTEMBER	"	9332.50	41045.25	55005.63
		111600.25	99887.75	489727.84

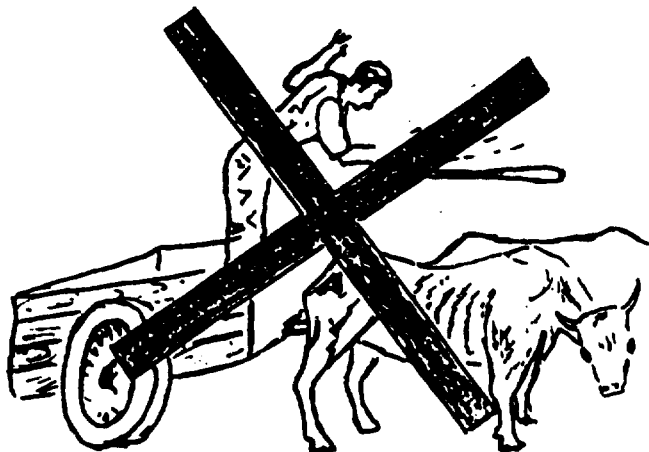
TRAINING COURSE, STUDY TOURS AND FELLOWSHIPS AWARDED BY UNIDO

	<u>NAME</u>	<u>PLACE</u>	<u>DURATION</u>	<u>FIELD</u>
1.	A.N. Jumbe	France	7 days Sept.1990	Workshop/Leather Fair
	"	Zimbabwe	7 " No.1990	Hides & Skins Improvement Seminar
	"	"	7 " July 1991	ECDC/FAO/UNIDO Workshop on Hides and Skins Trade.
	"	Kenya	7 " Feb 1992	Effluent Treatment Seminar
2.	E. Ephraim	"	" " "	" " " "
3.	M.T.H. Cehonga	"	" " "	" " " "
4.	Y.P.B. Msosa	Kenya	1 month July 1989	Tannery operations
	" "	"	8 days April 1992	Leather Finishing
	" "	Zimbabwe	1 month Aug.1989	Tannery operations
5.	M.A. Bonongwe	Zimbabwe	2 months July-Sept. 1989	Tannery machinery maintenance
	" "	Italy	1 month June 1989	" " "
6.	L.D. Khorivo	Zimbabwe	7 days July 1991	ECDC/FAO/UNIDO Workshop on Hides and skins trade.
7.	T.J. Msiska	Tanzania	4 weeks April 1992	Workshop in Leather Goods Manufacture
8.	P.A. Ndema	Zimbabwe	2 months July-Sept. 1989	Leather Manufacturing Training course.
9.	C.S. Amasi	Kenya	8 days April 1992	Leather Training Workshop
10.	A.F.P. Ndaombwa	Italy	7 days Nov.1991	Seminar for Tannery Engineers and Technicians.
	" "	"	1 month June 1989	Tannery machinery maintenance
	" "	Zimbabwe	2 months July-Sept. 1989	" " "
	" "	Ethiopia	7 days Oct.1990	Tannery Machinery Maintenance Seminar
11.	S.E.C Nyoni	Zimbabwe	7 days Nov.1990	Hides and Skins Improvement Seminar
12.	C.S. Amasi	"	" "	" " " " "
13.	V.L. Chaweza	"	3 weeks March 1993	Leather goods manufacture Training course for women.
14.	B. Sikelo	Germany	2 weeks June 1993	Juki machine maintenance training course.
15.	A.H.Os & V.A.s) -Farmers) -Hide merchants) -Leather goods) manufacturers) -Butchers) -Flayers) -Skinners)	Malawi	1990-1992	Local Training course, seminars, workshops on Hides and skins, leather and leather products improvement conducted by NE Jumbe, IE Leach and IE Tracy

INTERNATIONAL STAFF FIELDLED TO MALAWI

<u>NAME</u>	<u>COUNTRY OF ORIGIN</u>	<u>EXPERTISE</u>	<u>PERIOD</u>
1. I.B. Leach	UK	Hides and Skins Improvement Expert	28 Oct - 24 Nov. 1990 31 May - 29 June, 1991 16 Nov - 14 Dec. 1991
2. D. Tracy	UK	Leather Goods Manufacturing Expert	2 - 4 July, 1990 5 - 8 July, 1990 3 June - 28 July, 1992 24 Nov. - 17 Dec. 1992
3. Ms. H. Chigudu	Uganda	Women in Development Expert	25 - 30 May, 1991 10 - 13 Sept. 1991
4. G. Felsner	Austria	Chief Technical Adviser	16-18 Nov. 1990 27-31 Jan. 1991 10-13 Sept. 1991 18-20 Nov. 1991 31 March - 3 April, 1992 20-21 June 1992 6-9 Oct. 1992 24 - 25 May, 1993
5. A. Zink	Peru	Tannery Machinery Maintenance Expert	Dec. 1990 - Feb. 1991 15-26 June 1991 15-17 Oct. 1991 8 - 9 June 1993
6. A. Lessuisse	Belgium	Effluent Treatment Consultant	1 - 5 May 1991
7. J. Berg	Austria	Backstopping Officer	20-21 June 1992
8. J. Nishida	Japan	Associate Expert	31 March - 3 April 1992
9. D. Manly	UK	Marketing Expert	Nov. 1991
10. T. Germano	Italy	Pajusco Engineer	4-6 Nov. 1991
11. D. Arenari	Italy	Torielli Engineer	12-16 July 1992
12. Touguihna	Zimbabwe	Tanning Expert	Oct-Nov. 1991
13. G. Shilkin	Australia	Tannery Engineer	Dec. 1990 - Feb. 1991
14. R.T. Bell	New Zealand	Leather Industry Expert	January, 1990 - January, 1992
15. Dr. S.M. Kiruthu	Kenya	Leather Industry Consultant	1-6 July 1992
16. S. Haegbloom	Sweden	Management Consultant	Oct-Nov. 1991
17. R. Glenk	Germany	Tannery Machinery Expert	8-9 June 1993
18. D. Alano	Phillipes	UNV Leathergoods Expert	8 May 1993 to date

7. Lekani kumenya ziweto ndi zida zosongoka.



8. Njira zina zothandiza kuti ziweto zikhale ndi moyo wabwino ndi zikumba zabwino ndi izi:-
- (a) Ziweto zikhale zopanda nyanga kuopa kuboola chikumba pomenyana.
 - (b) Lewani kulemba ziweto ndi moto malo osayenela.
 - (c) Ziweto zibvekedwe ndolo za nambala ku makutu awo.
 - (d) Zibvekeni malamba abwino pamene ziweto zanu muzigwilitisa ntchito zosiyana-siyana.

BUNGWE LA UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANISATION

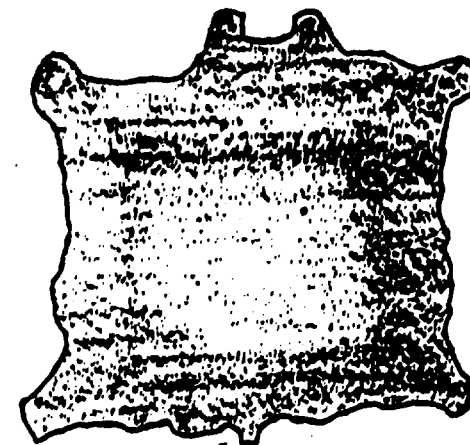


Mogwilizana ndi:-
UNDUNA WA ZA MALONDA NDI
MAFAKITALE PAMODZI
NDI
UNDUNA WA ZA MALIMIDWE

Ngati mufuna kudziwa zambiri, pitani ku ofesi imene muli nayo pafupi ya ADD, RDP, EPA kapena lemberani kwa:-

A.N. Jumbe
National Expert
UNIDO Project US/MLW/88/100
UNDP
P.O. Box 30135
Lilongwe 3.

KASAMALIDWE
KA ZIKUMBA



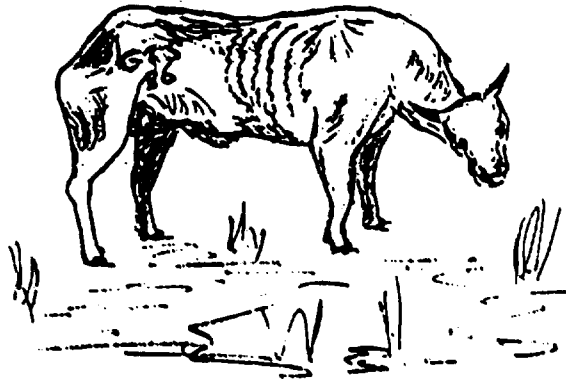
ANNEX 8

36

NDIME 1

KUSAMALA ZIWETO

2. Ziweto zosamalidwa bwino ndi zodwala sizitha kugwira nchito ndipo nyama yake ndi zikumba zake zimakhala zoipa.



3. Kukhala ndi kusungu bwino ziweto, alimi ayenera kutsata njira zabwino zosamalira ziweto.

KUSAMALIRA
ZIWETO



- (a) Kuona moyo wa ziweto tsiku ndi tsiku.
- (b) Kudziwa zofunika pamoyo wa ziweto.
- (c) Kusambitsa ng'ombe ku dibi kawiri-kawiri ndi kuzipatsa mankhwala zikadwala.
- (d) Kupeza malangizo kwa alangizi a ziweto.

KUSAMALIRA
ZIWETO



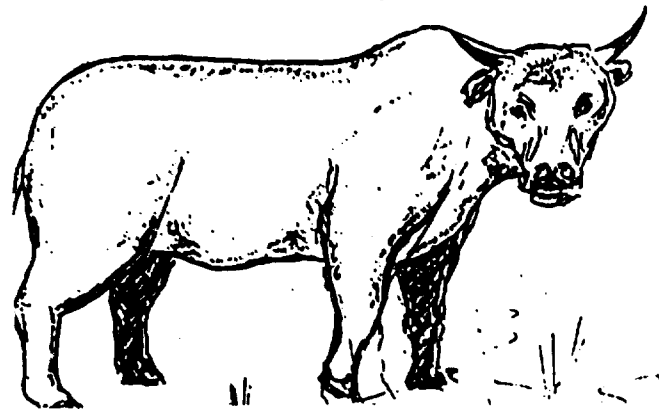
Ziweto zabwino.

ZIWETO
ZABWINO

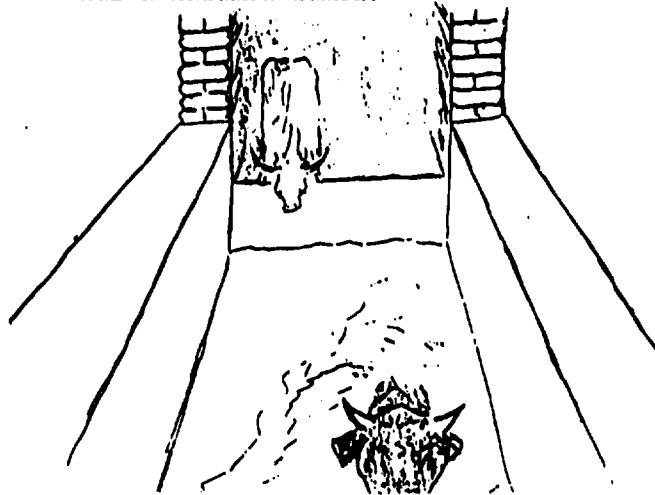


Nyama yabwino ndi zikumba zabwino.

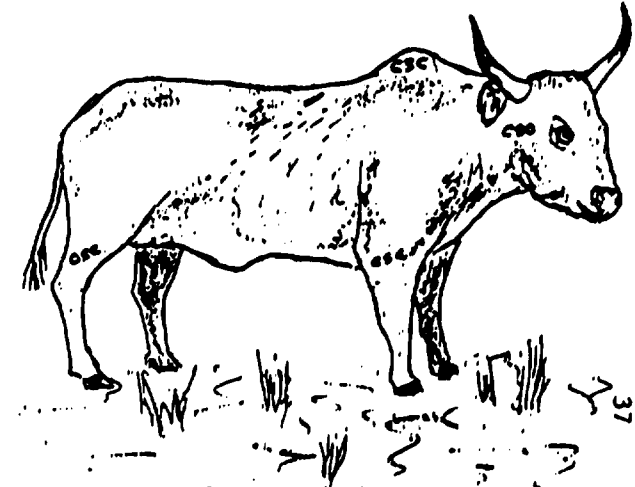
4. Ziweto zosamalidwa bwino ndi zamoyo wabwino simagwila ntchito zake bwino fipo nyama yake ndi zikumba zake zimakhala zambwinonso.



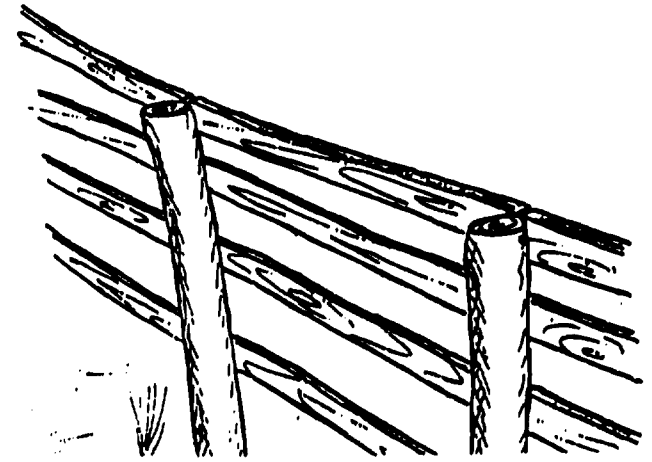
4. Mwa chitsanzo ng'ombe zikasambe ku dibi kamodzi pa sabata polewa matenda a chigodola ndi kuononga zikumba polumidwa ndi a kalumba-lumba.



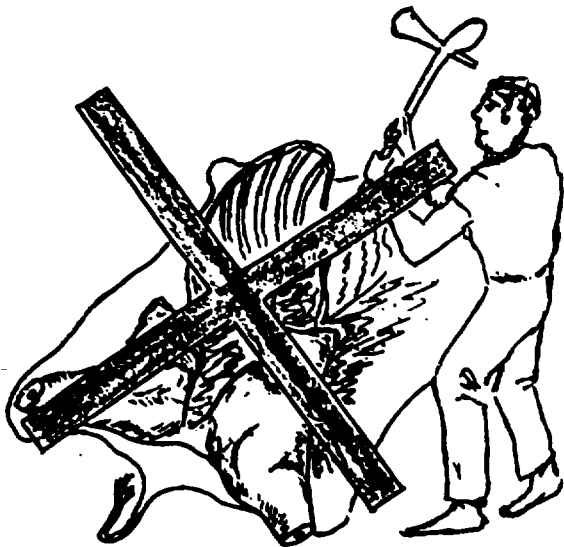
5. Kulemba nambala ziweto kuchitike malo oyenera okha-okha.



6. Khola likhale lomangidwa bwino osati kumanga ndi mitengo ya minga kapena waya wa minga amene atha kuononga zikumba.



7. Lewani kuboola zikumba pamene mupha ziweto ndi posenda pomwe.



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**KASAMALIDWE
KA ZIKUMBA**

8. Njira zina zothandiza kupeza zikumba za kolite yabwino ku malo wophera ziweto ndi izi:-

- (a) Ziweto zichapidwe ndi madzi zisanaphedwe.
- (b) Ziweto ziphedwe imodzi osati zambili nthawi imodzi.
- (c) Kupha ziweto kuyambike mmawa kwambiri kuti sithe nthawi yabwino.
- (d) Lewani kudetsa zikumba ndi dothi, magazi ndi zammimba.
- (e) Chapani zikumba ndi madzi abwino.

Mogwilizana ndi:-

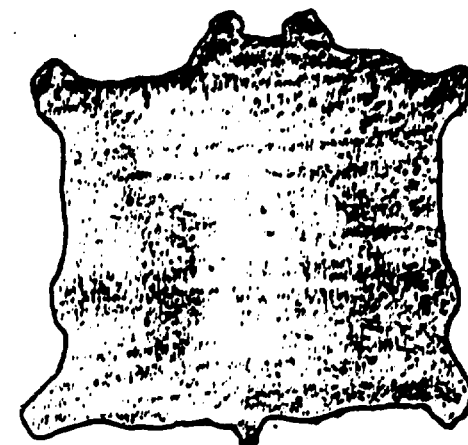
**UNDUNA WA ZA MALONDA NDI
MAFAKITALE PAMODZI**

NDI

UNDUNA WA ZA MALIMIDWE

Ngati mufuna kudziwa zambiri, pitani ku ofesi imene muli nayo pafupi ya ADD, RDP, EPA kapena lembalani kwa:-

A.N. Jumbe
National Expert
UNIDO Project US/MLW/86/100
UNDP
P.O. Box 30135
Lilongwe 3



NDIME 2

KAPHEDWE KA ZIWETO

Butchala amakhala ndi zikumba zabwino ngati agwilitsa nchito zipangizo zoyenera ngati mipeni iyi:-

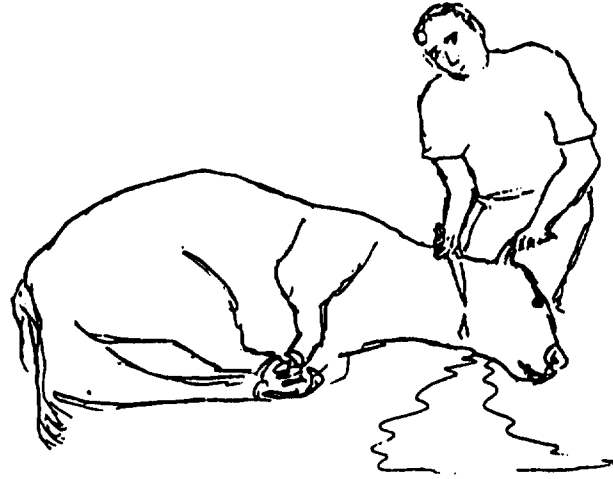
Mpeni woyambira mizere



Mpeni wosendera



3. Ziweto ziphedwe mofulumala koma osati mwankhanza ai. Ndipo magari atuluke ambiri pakhosi.



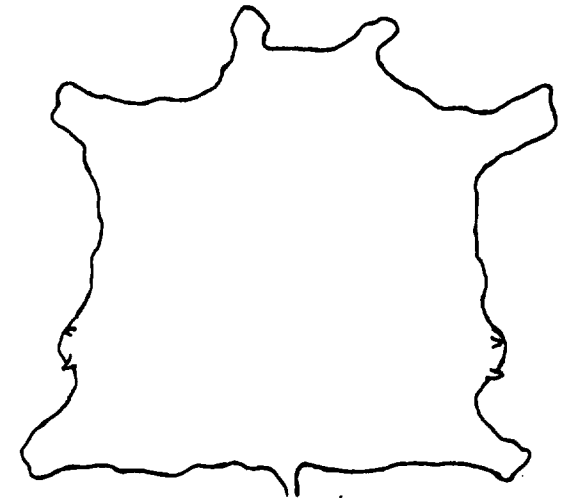
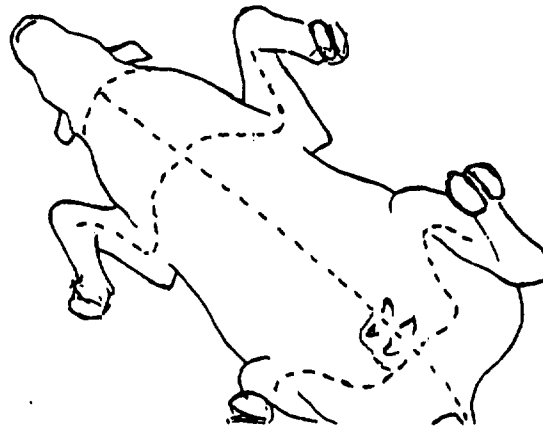
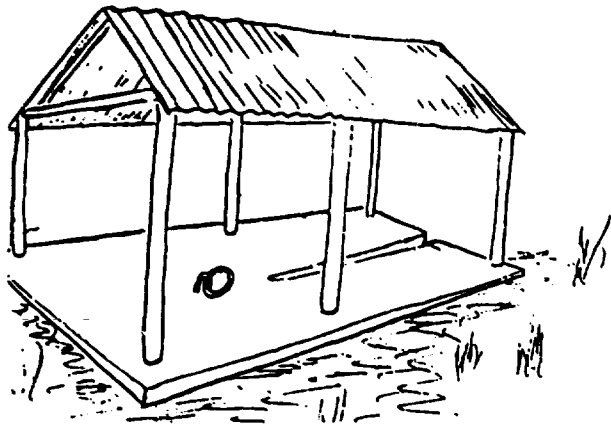
5. Sendani chikumba ndi mipeni wokhotelera ndi nsonga yobuntha.



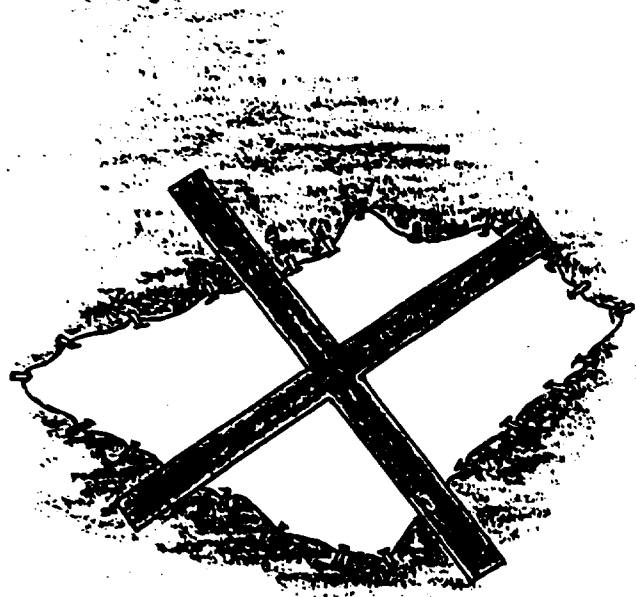
Zikumba zabwino zimachokela ku malo abwino wophera ziweto monga a simenti pansi pa mthunzi wa bwino.

4. Yambani kusenda ndi mipeni woyambira kupanga mizele yosendera.

6. Ngati njira zonse zitsatidwa bwino ndiye kuti chikumba chimakhala ca maonekedwe abwinonso.



7. Lekani kuyanika chikumba chanu pansi.



BUNGWE LA UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANISATION



KASAMALIDWE
KA ZIKUMBA

8. Zofunika zoonjezelapo ndi izi:-

- (a) Madzi wochapira chikumba musanachiyanike.
- (b) Mankwala oteteza chikumba kuti chingaonongeke pamene mwachiyanika.
- (c) Mankwala woteteza chikumba ku tizilombo mu sitolo.
- (d) Pentani chikumba kusonyeza mwini wake ndi kumene chachokera.

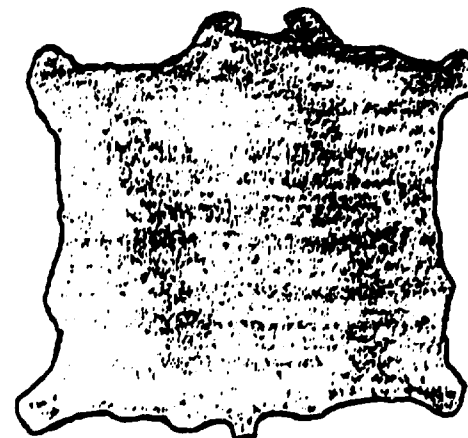
Mogwilizana ndi:-

UNDUNA WA ZA MALONDA NDI
MAFAKITALE PAMODZI
ndi

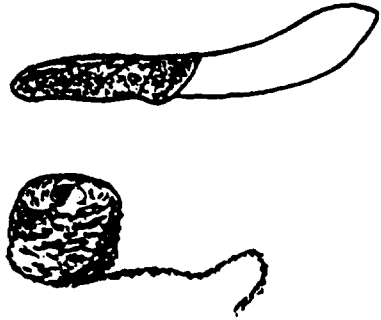
UNDUNA WA ZA MALIMIDWE

Ngati mufuna kudziwa zambiri, pitani ku ofesi imene muli nayo pafupi ya ADD, KDP, EPA kapena lembalani kwa:-

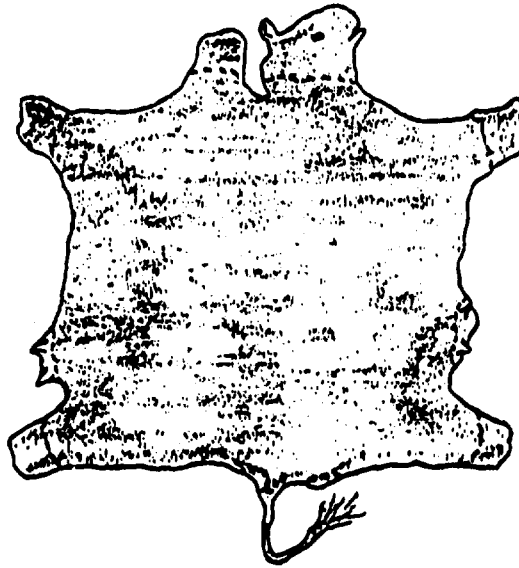
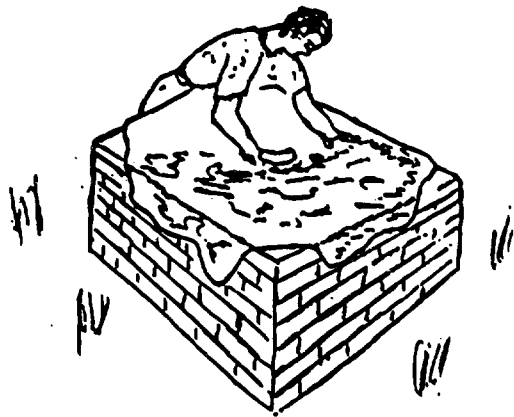
A.N. Jumbe
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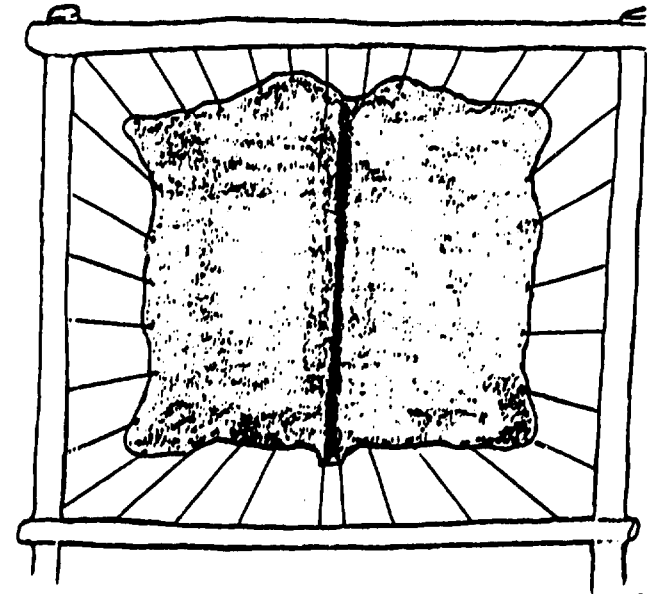
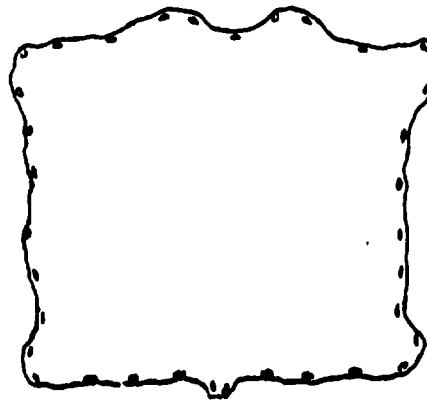
Ndime 3
KUYANIKA
ZIKUMBA



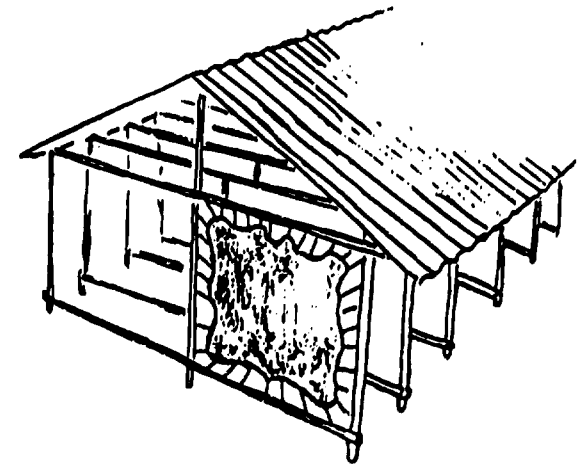
2. Mosamalira chotsani tinyama totalsira pa chikumba.



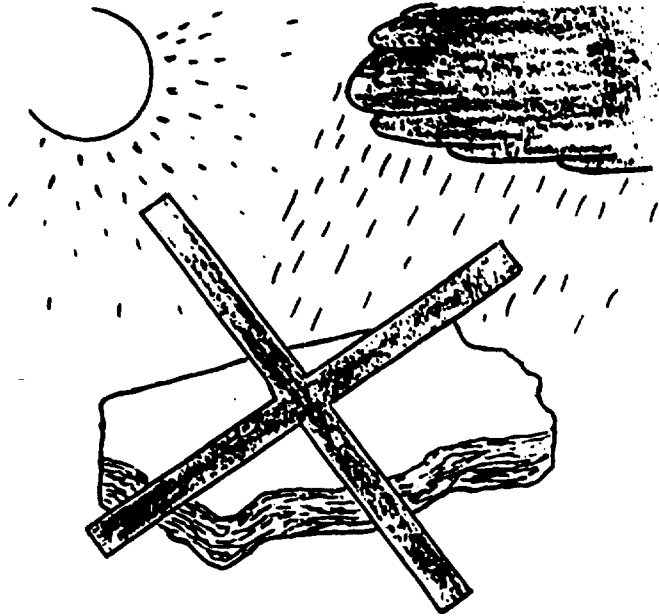
4. Dulani m'mbali mwa chikumba moyenera.



6. Yanikani chikumba pa malo otetezedwa ku mvula ndiponso dzuwa lambiri.



7. Musaike zikumba pamalo pamene pali dzuwa lambiri kapena malo odontha mvula.



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INDUSTRIAL DEVELOPMENT ORGANISATION



Mogwilizana ndi:-

UNDUNA WA ZA MALONDA NDI
MAFAKITALE PAMODZI

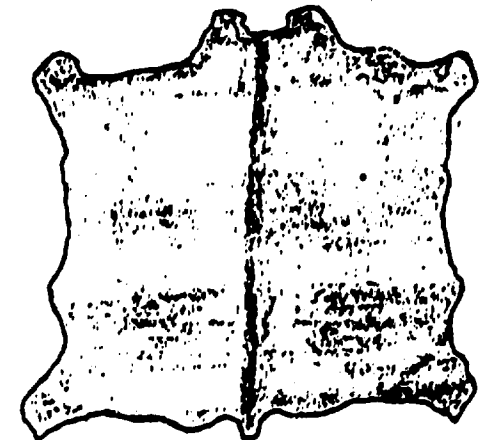
NDI

UNDUNA WA ZA MALIMIDWE

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Lilongwe 3

KASAMALIDWE
KA ZIKUMBA



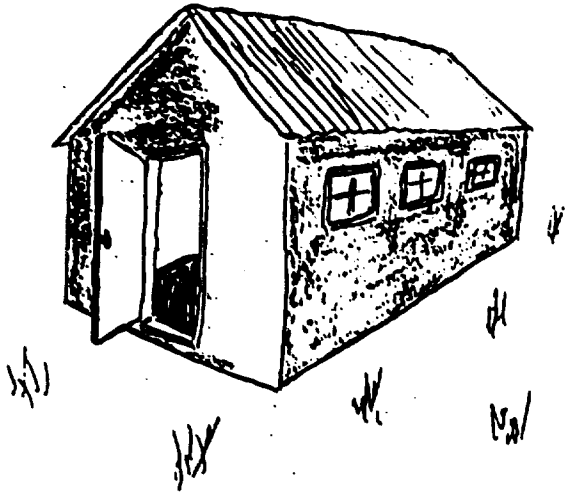
8. Zofunika soonjezelapo ndi izi:-

- (a) Madzi wochapira chikumba musanachiyanike.
- (b) Mankwala oteteza chikumba kuti chingaonongeke pamene mwachiyanika.
- (c) Mankwala woteteza chikumba ku tizilombo mu sitolo.
- (d) Pentani chikumba kusonyeza mwini wake ndi kumene chachokera.

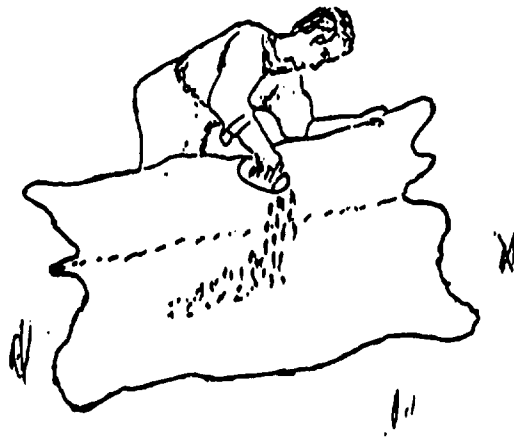
NDIME 4

KASUNGIDWE KA ZIKUMBA MUSITOLO

1. Sitolo ya zikumba ndi imene ili ndi mazenera wopita mphepo bwino ndi yosadontha



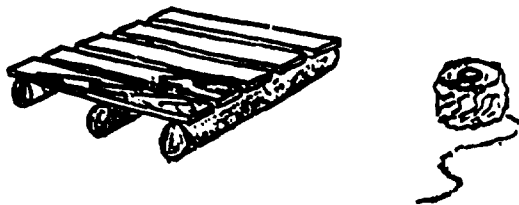
3. Zikumba zouma zipindidwe pakati ndi mbali ya ubweya ikhale mkati ndi kuthira mankhwala wopha tizirombo.



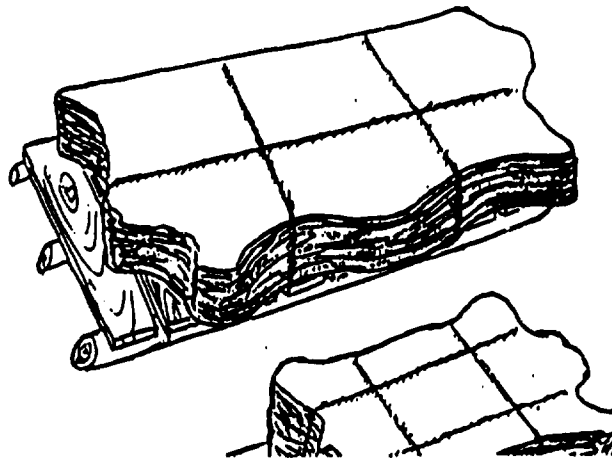
5. Zikumba zomika ndi mcere ziyenera kukhala pa mulu wake basi.



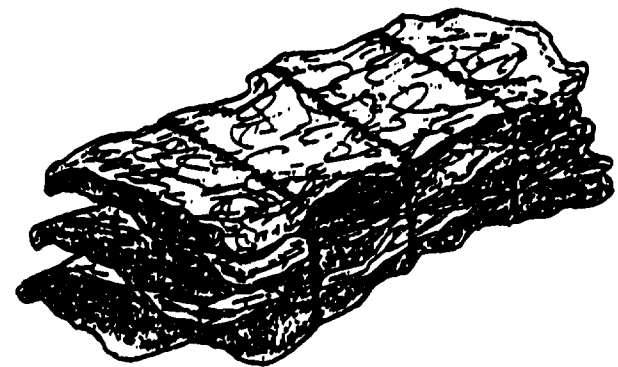
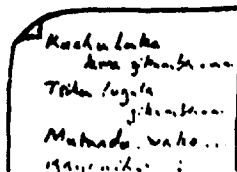
2. Musitolo mufunika mukhale matabwa, zingwe, matebulo ndi mankhwala wophera tizilombo..



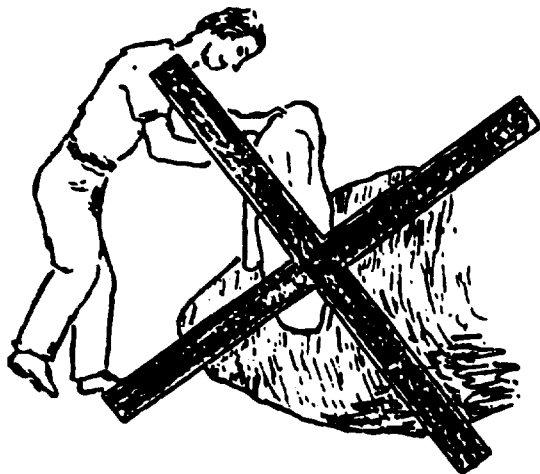
4. Zikumba zokwana khumi zikhale bandulo imodzi. Koma zambuzi zikhale makumi asanu bandulo imodzi.



6. Zina zikumba zonyika mu mcere ndi kuyanika pamafulemu zikhaleenso khumi pa bandulo iriyonse.



7. Musataye malijeketi a zikumba popanda kupeza chilangizo cha wodziwa za zikumba.



8. Ngati geleding'i ichitika bwino zotsatira zake zimakhala zabwino.

- (a) Njira ya pafupi ndipo yothandiza kupeza ndarama zambiri kwa iwo wogwilitsa nchito njirayi.
- (b) Njira yothandiza kusamalira zikumba. Yoletsa kuononga.
- (c) Njira yothandiza kuona ngati nchito yosamalira zikumba ili kuyenda bwino kapena ai.
- (d) Njira yothandiza Tanale mmene angapangire sikopa zabwino.

**BUNGWE LA UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANISATION**



Mogwilizana ndi:-

UNDUNA WA ZA MALONDA NDI
MAFAKITALE PAMODZI

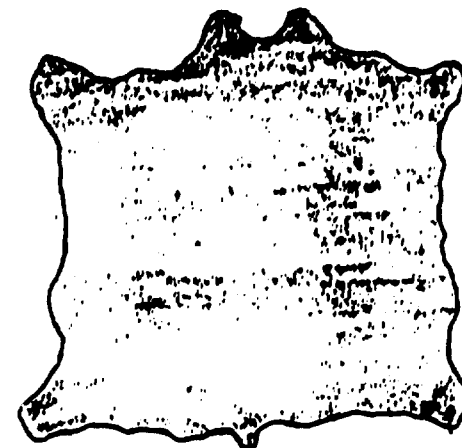
NDI

UNDUNA WA ZA MALIMIDWE

Ngati mufuna kudziwa zambiri, pitani ku ofesi imene muli nayo pafupi ya ADD, RDP, EPA kapena lembalani kwa:-

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Lilongwe 3

**KASAMALIDWE
KA ZIKUMBA**

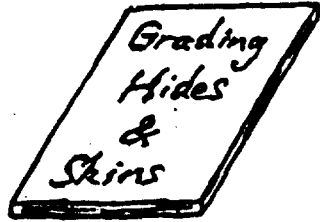


NDIME 5

GELEDING'I - KUSANKHA ZIKUMBA

1. Kusankha zikumba kuchitike sitatha kuumitsidwa ndipo zofunikira zake ndi izi

(a) Sankhani zikumba (Geledi) monga a Vetonale kapena a Cold Storage Company afunila.



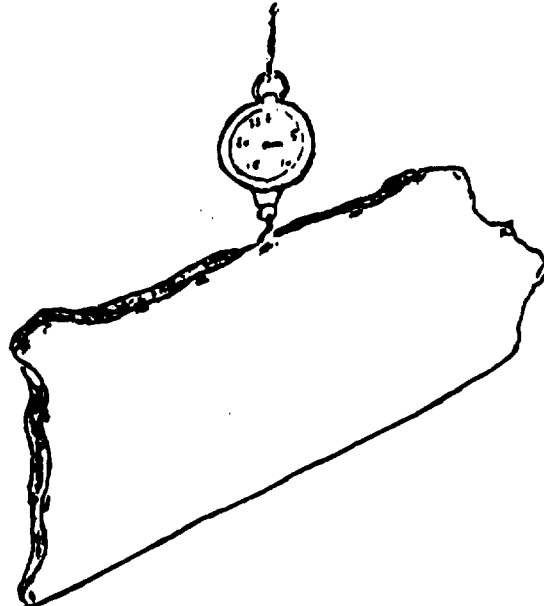
(b) Ndiponso onani kulemela kwa zikumba 0 - 25 kilogramu.



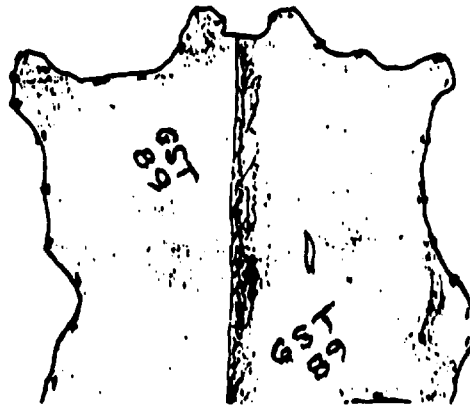
2. Popeleka mageledi ndi bwino kusiyantsa malingana ndi mtundu wa chikumba ndi njira yowumitsila chikumba.

- | | |
|-------------|---------------------------|
| Mtundu | - Ng'ombe |
| | - Mbusi |
| | - Nkhosa (zaubweya) |
| | - Nkhosa (zopanda ubweya) |
| Kayanikidwe | - Kuyanika pansi |
| | - Pamafulemu |
| | - Ndi mcere wa madzi |
| | - Ndi mcere wo uma. |

3. Yesani kulemela kwa zikumba zanu.



4. Kolite ya chikumba imaoneka bwino malingana ndi mtundu wa chikumba, kuchuluka ndi kuonongeka kwake kwa zikumba.



5. Mageledi amapelekedwa malingana ndi kasamalidwe kapena kuonongeka kwa zikumba zanu Geledi I, II, III.

Pepani yesani uhoyesala Cha Malawi Bureau Standard makamuka pemene bithgalengoya.

6. Pomaliza zikumba zonse zopatsidwa ma geledi ziyenera kulembedwa bwino-bwino.

Kuchuluka kwa zikumba	LINTHIFE
Tsiku logula zikumba	14-12-91
Mtundu wake	CATTLE HIDE
Kayanikidwe kake	SUSP. DRIED
Kulemela kwake	6.5 kg.
Kolite yake/Geledi	3

Project Number
US/MLW/88/100

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION
NON-EXPENDABLE PROPERTY CONTROL RECORD

Page No. : 1
Period Ending : 93-11-10

Country : MALAWI

Project Title : NATIONAL HIDES AND SKINS, LEATHER AND LEATHER PRODUCTS IMPROVEMENT SCHEME -ALSO REFERS TO USRAF88100

Purchase Order Number	Item No.	Description	Qty. Ord.	Stock-on-hand in US\$	Received			Cond.	Qty On Hand	Remarks
					Qty.	M	Y			
15-0-00259	1	NATIONAL MODEL NV-M7EN VHS PORTABLE VIDEO MOVIE CAMERA WITH AUTO-FOCUS COMPLETE WITH CHARGER AND BATTERY, PAL SYSTEM.	1	1,091.00	1	03	90			
15-0-00259	2	NATIONAL MODEL NV-G30EN VHS COLOUR VIDEO CASSETTE RECORDER WITH WIRELESS REMOTE CONTROL, PAL SYSTEM.	1	436.00	1	03	90			
15-0-00259	3	SONY MODEL KV-2183GE 21" COLOUR TV WITH WIRELESS REMOTE CONTROL, PAL SYSTEM.	1	506.00	1	03	90			
15-0-00260	1	BRAUN 5025 AFI "MULTIMAG" SLIDE PROJECTOR.	1	413.00	1	03	90			
15-0-00260	2	ELMO HP-A285S PORTABLE OVERHEAD PROJECTOR WITH CARRYING CASE.	1	350.00	1	03	90			
15-0-00326	1	SUZUKI 4X4. CHASSIS NUMBER ==> SJ70-304178 ENGINE NUMBER ==> G13BA164096 REGISTRATION NO. => MG 479M	1	5,833.00	1	11	90			
15-0-00327	1	"HONDA" MOTORCYCLE MODEL: XL185SD DK.	5	8,529.00	5	12	90			
15-0-00551	1	OIL DYNAMIC CLICKING PRESS SE 20 WITH 900 X 430 MM CUTTING TABLE AND 370 MM. ARM, THREE-PHASE MOTOR, 380V, 50HZ..	1	5,047.00	1	12	90			
15-0-00679	1	TORIELLI MACHINE MODEL 105/CSC SKIVING MACHINE, INCORPORATED CLUTCH, WITH TABLE, MOTOR, EXTRACTOR AND KNIFE.	2	4,941.00	2	12	90			

ANNEX 9

46

Country : MALAWI

Purchase Order Number	Item No.	Description	Qty. Ord.	Stock-on-hand in US\$	Received			Cond.	Qty On Hand	Remarks
					Qty.	M	Y			
15-0-00679	2	MACHINE MODEL 1037/TL - MANUAL CLENGHING MACHINE WITHOUT PUNCH/MATRIX, S/N 901356/7.	2	420.00	2	12	90			
15-0-00679	3	MACHINE MODEL 326/GLM UPPER LEATHER BAND KNIFE SPLITTING MACHINE, WIDTH MM 400, MECHANICAL CONTROL, COMPLETE WITH MOTORS.	1	14,992.00	1	12	90			
15-0-00679	4	MACHINE MODEL 1067/S16 LEATHER OR PAPER CUTTING MACHINE, HAND OPERATED, WORKING TABLE 1600X400 S 901352.	1	4,874.00	1	12	90			
15-0-00679	5	MACHINE MODEL 217/BTSK SOLE SPLITTING MACHINE, WIDTH MM 350 WITH MOTOR, ON BENCH S 901349.	1	4,151.00	1	12	90			
15-0-00679	6	MACHINE MODEL 1025/M30T STRIP CUTTING MACHINE WIDTH MM 300, 21 KNIVES, COMPLETE M 901350.	1	2,155.00	1	12	90			
15-0-00679	7	MACHINE MODEL 17/A SEAM RUBBING AND TRIMMING MACHINE ON BENCH WITH MOTOR C 901353.	1	1,824.00	1	12	90			
15-0-00679	8	MACHINE MODEL 422/VOR-BRUSHING MACHINE WITH 2 MOTORS, 2 SPEEDS, DUST EXTRACTOR AND VERTICAL BAG COLLECTOR AND 4 BRUSHES M 901354.	1	1,630.00	1	12	90			
15-0-00679	9	MACHINE MODEL 1050/RPL5 MANUAL STRAIGHT FOLDING MACHINE, MM 500 901359/60.	2	1,378.00	2	12	90			
15-0-00679	10	MACHINE MODEL 481/C UPPER AND LINING NUMBERING MACHINE, PEDAL DRIVEN WITH 10 ROWS NUMBERING BLOCK WITH HEATING O 901358.	1	2,471.00	1	12	90			

Country : MALAWI

Purchase Order Number	Item No.	Description	Qty. Ord.	Stock-on-hand in US\$	Received			Cond.	Qty On Hand	Remarks
					Qty.	M	Y			
15-0-00679	11	MACHINE MODEL 1035/C STRIP FOLDING MACHINE WITH ADJUSTABLE GUIDE, COMPLETE WITH TOOLINGS FOR 3 TO 12 MM STRIP FOLDING F 901355.	1	1,550.00	1	12	90			
15-0-00679	12	MACHINE MODEL 1027 CIRCULAR KNIFE SHARPENING MACHINE WITH 2 MOTORS A 901351.	1	832.00	1	12	90			
15-0-00680	1	DSC-245-5 SEWING MACHINES, COMPLETE SETS.	6	17,268.00	6	01	91			
15-0-00680	2	DSC-245 SEWING MACHINE, COMPLETE SET WITH BINDER.	1	2,151.00	1	01	91			
15-0-00680	3	DNU-241H SEWING MACHINE, COMPLETE SET WITH PIPING.	1	1,392.00	1	01	91			
15-0-00680	4	DDL-560-5 SEWING MACHINE, COMPLETE SET.	1	1,817.00	1	01	91			
15-0-00680	5	LZH-1290-6 SEWING MACHINE, COMPLETE SET.	1	2,898.00	1	01	91			
15-C-00712	1	ECO-INOX DRUM STANDARD 420 LITRES WITH MOTOR 415V, 3-PHASES, ONE CLOSED DOOR AND ONE PERFORATED DOOR, ELECTRICAL HEATING, RECYCLING SYSTEM, TIMESWITCH AND VARIABLE SPEED.	1	10,806.00	1	09	90			
15-0-01050	1	EMBOSSING PLATE 1370X1000XAPPROX. 10MM ENGRAVED TO THE DESIGN 370-52 INCLUDING NICKELLING.	1	6,282.00	1	11	90			
15-0-01063V	1	OLIVETTI PHOTOCOPIER MODEL 7039.	1	3,006.00	1	11	90			
15-0-01063V	2	OLIVETTI TYPEWRITER TEKNE 3/18" TAB..	1	881.00	1	11	90			

Country : MALAWI

Purchase Order Number	Item No.	Description	Qty. Ord.	Stock-on-hand in US\$	Received			Cond.	Qty On Hand	Remarks
					Qty.	M	Y			
15-O-01064V	1	PAJUSCO TANNING DRUM 2.4 X 2.4.	1	27,444.00	1	05	91			
15-O-01064V	2	SATELLITE DOOR FOR DRUM 2.4 X 2.4.	1	1,256.00	1	05	91			
15-O-01505	1	HONDA MODEL EG 550 PORT/BLE GENERATOR.	1	706.00	1	01	91			
15-O-01511	1	TOYOTA HILUX 4 X 4 PICKUP. CHASSIS NUMBER ==> LN106-0048781 ENGINE NUMBER ==> 3L-2511926 REGISTRATION NO. => ???	1	12,714.00	1	06	91			
15-O-01515	1	MECHANICAL PLATFORM SCALE, MODEL WEIGHMASTER 75/740. FREE STANDING DIAL HEAD WITH SPRING MECHANISM, ARMOUR CLAD FINISH FOR HARSH ENVIRONMENTS.	2	8,051.00	2	05	91			
15-O-01516	1	GENERAL AKG9 (SAME AS AKV9) AIR CONDITIONER 240/220V 50HZ.	1	431.00	1	01	91			
15-O-01517	1	TIMER K 5-400 DZN 52 SL 2 SEC. 60TH (K 55400).	4	1,019.00	4	12	90			
15-O-01518	1	ELECTRONIC DIGITAL TOP-PAN BALANCE, RANGE 3000G, READOUT 0.1G.	1	1,388.00	1	05	91			
15-O-01518	2	PH METER, ANALOGUE WITH ADDITIONAL EXPANDED PH SCALE.	1	1,113.00	1	05	91			
15-O-01518	3	MOISTURE METER MODEL LM III MEASURING RANGE 8-50% FOR LEATHER, COMPLETE WITH 2 ELECTRODES, CABLE AND HOLDER.	1	954.00	1	05	91			

Project Number : US/MLW/88/100

Page No. : 5

Country : MALAWI

Purchase Order Number	Item No.	Description	Qty. Ord.	Stock-on-hand in US\$	Received			Cond.	Qty On Hand	Remarks
					Qty.	M	Y			
15-1-1196V	1	SLUDGE PUMP.FLOW RATE 5CBM/H.	1	3,614.00	1				3/92	
15-1-1196V	2	ELECTRIC SWITCH BOARD WITH DOUBLE TIMER.	1	562.00	1					
19-2-8759V	1	FACSIMILE MACHINE MODEL FO 420.	1	2,492.00	1				YEAR-END INV. '92	

Project Number/Amendment US/MLW/88/100 H		Status O	Country MALAWI AFRICA/LDC		Pad Date Printed 93-11-30	Programme Element J 13104	P.C.A. Name MS. BULL	
Project Title NATIONAL HIDES AND SKINS, LEATHER AND LEATHER PRODUCTS IMPROVEMENT SCHEME -ALSO REFERS TO USRAF88100					Backstopping Officer Name: MS. CALABRO			
Authority REVISION REQUEST 16/11/1993					Remarks			
IDF: K	R.B:	Type:	IGO Code:		TSS-AOS:	Donor: GER	COB Date:	
SIGNED ORIGINAL IN DA/FS/FMTC PROJECT FILE					Medium Term Plan:			

Budget Line	Functional Title	Total	prior to 1992	1992	1993	1994	1995	Subseq.
13-00	ADMINISTRATIVE SUPPORT P	\$ 196		196				
15-00	PROJECT TRAVEL	\$ 63,401	37,595	11,233	14,573			
16-00	OTHER PERSONNEL COSTS	\$ 959			959			
17-01	NATIONAL EXPERT	\$ 72,699	8,765	33,874	30,060			
		WM. 40.4	18.4	12.0	12.0			
18-00	SURRENDER PY OBLIGS	\$ 16,141-	9,020-	7,121-				
1X-XX	SUB-TOTAL	\$ 121,114	37,340	38,182	45,592			
		WM. 40.4	18.4	12.0	12.0			
31-00	INDIVIDUAL FELLOWSHIPS	\$ 3,080	3,080					
32-00	STUDY-TOURS/UNDP GROUP T	\$ 16,594	6,128	2,328	8,138			
33-00	IN-SERVICE TRAINING	\$ 18,107	6,805		11,302			
38-00	SURRENDER PY OBLIGS	\$ 299-		299-				
3X-XX	SUB-TOTAL	\$ 37,482	16,013	2,029	19,440			
41-00	EXPENDABLE EQUIPMENT	\$ 19,065	12,713	6,202	150			
42-00	NON-EXPENDABLE EQUIPMENT	\$ 276,657	251,086	24,021	1,550			
48-00	SURRENDER PY OBLIGS	\$ 7,504-	1,853-	5,651-				

Budget Line	Functional Title	Total	Prior to 1992	1992	1993	1994	1995	Subseq.
4X-XX	SUB-TOTAL	\$ 288,218	261,946	24,572	1,700			
51-00	SUNDRIES	\$ 33,735	9,555	13,284	10,896			
58-00	SURRENDER PY OBLIGS	\$ 4,549-	3,404-	1,145-				
5X-XX	SUB-TOTAL	\$ 29,186	6,151	12,139	10,896			
99-99	PROJECT TOTAL	\$ 476,000 WM. 40.4	321,450 16.4	76,922 12.0	77,628 12.0			

PROJECT TITLE: NATIONAL HIDES AND SKINS, LEATHER AND LEATHER PRODUCTS
IMPROVEMENT SCHEME -ALSO REFERS TO USRAF88100

BACK STOPPING OFFICER MS CALABRO
PROJECT REVISION H
PROJECT STATUS O - ONGOING
PGM-ELEMENT CODE J13104
FIRST ISSUED 89-12-07 LAST UPDATED 93-11-29
DONOR GER

BUDGET LINE	DESCRIPT	TOTAL ALLOTMENT		CURR YR PHASING		PRIOR YEAR EXP		CURR YR DISB		BAL CURR YR OBL		COMMITTED FUTURE YEARS (11)	BALANCE CURR YR (12)	UNCOMMITTED BALANCE (13)	YTD IMPL VERSUS PHASING (14)
		M/M (1)	DOLLARS (2)	M/M (3)	DOLLARS (4)	M/M (5)	DOLLARS (6)	M/M (7)	DOLLARS (8)	M/M (9)	DOLLARS (10)				
13-00		0 0	198	0 0	0	0 0	0	0 0	0	0 0	0				
13-01		0 0	0	0 0	0	0 0	198	0 0	0	0 0	0				
13-99	ADMIN SUPP	0.0	198	0.0	0	0.0	198	0.0	0	0.0	0				
15-00		0 0	63,401	0 0	14,573	0 0	0	0 0	0	0 0	0				
15-01		0 0	0	0 0	0	0 0	48828	0 0	10898	0 0	1485		14,573	63,401	
15-13		0 0	0	0 0	0	0 0	0	0 0	2210	0 0	0		12,363-	61,191-	
15-99	TRAVEL	0 0	63,401	0 0	14,573	0 0	48828	0 0	13108	0 0	1485		2,210-	2,210-	
16-00		0 0	959	0 0	959	0 0	0	0 0	0	0 0	0				100 %
16-12		0 0	0	0 0	0	0 0	0	0 0	0	0 0	901		959	959	
16-99	OTHER PERS	0 0	959	0 0	959	0 0	0	0 0	0	0 0	901		901-	901-	
17-01		40 4	72,699	12 0	30,060	28 4	42639	11 0	15648	0 6	14440				
17-99	NATIONALS	40 4	72,699	12 0	30,060	28 4	42639	11 0	15648	0 6	14440		26-	26-	100 %
18-00		0 0	16,141-	0 0	0	0 0	0	0 0	0	0 0	0				
18-05		0 0	0	0 0	0	0 0	16141-	0 0	792-	0 0	0		0	16,141-	
18-99	SUR PY OBL	0.0	16,141-	0.0	0	0.0	16141-	0.0	792-	0.0	0		792	16,933	
19-99	PERSONNEL	40 4	121,114	12 0	45,592	28 4	75522	11 0	27982	0 6	16806				98 %
31-00		0 0	3,080	0 0	0	0 0	0	0 0	0	0 0	0				
31-01		0 0	0	0 0	0	0 0	3080	0 0	0	0 0	0			3,080	
31-99	FELLOWS	0.0	3,080	0.0	0	0.0	3080	0.0	0	0.0	0			3,080-	
32-00		0 0	16,594	0 0	8,138	0 0	0	0 0	0	0 0	0				
32-01		0 0	0	0 0	0	0 0	8128	0 0	0	0 0	0		8,138	16,594	
32-02		0 0	0	0 0	0	0 0	2328	0 0	0	0 0	0		0	8,128-	
32-03		0 0	0	0 0	0	0 0	0	0 0	3717	0 0	324		0	2,328-	
32-04		0 0	0	0 0	0	0 0	0	0 0	3712	0 0	182		4,041-	4,041-	
32-99	STUDYTOURS	0 0	16,594	0 0	8,138	0 0	8456	0 0	7429	0 0	488		3,874-	3,874-	97

PROJECT TITLE: NATIONAL HIDES AND SKINS, LEATHER AND LEATHER PRODUCTS
IMPROVEMENT SCHEME -ALSO REFERS TO USRAF88100

BACK STOPPING OFFICER MS CALABRO
PROJECT REVISION H
PROJECT STATUS O - ONGOING
PGM-ELEMENT CODE J13104
FIRST ISSUED 89-12-07 LAST UPDATED 93-11-29
DONOR GER

BUDGET LINE	DESCRIPT	TOTAL ALLOTMENT		CURR YR PHASING		PRIOR YEAR EXP		CURR YR DISB		BAL CURR YR OBL		COMMITTED FUTURE YEARS (11)	BALANCE	UNCOMMITTED	YTD IMPL VERSUS PHASING (14) %
		M/M (1)	DOLLARS (2)	M/M (3)	DOLLARS (4)	M/M (5)	DOLLARS (6)	M/M (7)	DOLLARS (8)	M/M (9)	DOLLARS (10)		CURR YR (12) (4-8-10)	BALANCE (13) (2-6-8-10-11)	
33-00		0 0	18,107	0 0	11,302	0 0	0	0 0	0	0 0	0	0	11,302	18,107	
33-01		0 0	0	0 0	0	0 0	6805	0 0	11302	0 0	0	0	11,302-	18,107-	
33-99	INSERVICE	0 0	18,107	0 0	11,302	0 0	6805	0 0	11302	0 0	0	0	0	0	100
38-00		0 0	299-	0 0	0	0 0	0	0 0	0	0 0	0	0	0	299-	
38-01		0 0	0	0 0	0	0 0	299-	0 0	0	0 0	0	0	0	299	
38-02		0 0	0	0 0	0	0 0	0	0 0	139-	0 0	0	0	139	139	
38-99	SUR PY OBL	0.0	299-	0.0	0	0.0	299-	0.0	139-	0.0	0	0	139	139	
39-99	TRAINING	0 0	37,482	0 0	19,440	0 0	18042	0 0	18592	0 0	488	0	382	382	98
41-00		0 0	19,065	0 0	150	0 0	0	0 0	0	0 0	0	0	150	19,065	
41-10		0 0	0	0 0	0	0 0	14317	0 0	0	0 0	0	0	0	14,317-	
41-11		0 0	0	0 0	0	0 0	4283	0 0	95	0 0	55	0	150-	4,283-	
41-12		0 0	0	0 0	0	0 0	335	0 0	0	0 0	0	0	0	485-	
41-99	EXPENDABL	0 0	19,065	0 0	150	0 0	18915	0 0	95	0 0	55	0	0	0	100
42-00		0 0	278,657	0 0	1,550	0 0	0	0 0	0	0 0	0	0	1,550	278,657	
42-01		0 0	0	0 0	0	0 0	275107	0 0	0	0 0	0	0	0	275,107-	
42-99	NONEXPEND	0.0	278,657	0.0	1,550	0.0	275107	0.0	0	0.0	0	0	1,550	1,550	
48-00		0 0	7,504-	0 0	0	0 0	0	0 0	0	0 0	0	0	0	7,504-	
48-01		0 0	0	0 0	0	0 0	3775-	0 0	0	0 0	0	0	0	3,775	
48-02		0 0	0	0 0	0	0 0	3729-	0 0	3068-	0 0	0	0	3,068	6,795	
48-99	SUR PY OBL	0.0	7,504-	0.0	0	0.0	7504-	0.0	3068-	0.0	0	0	3,068	3,068	
49-99	EQUIPMENT	0.0	288,218	0.0	1,700	0.0	288518	0.0	2871-	0.0	55	0	4,818	4,818	
51-00		0 0	33,735	0 0	10,896	0 0	0	0 0	0	0 0	0	0	10,896	33,735	
51-10		0 0	0	0 0	0	0 0	13202	0 0	9405	0 0	2500	0	0	25,107-	
51-40		0 0	0	0 0	0	0 0	9082	0 0	619	0 0	0	0	619-	9,701-	
51-41		0 0	0	0 0	0	0 0	554	0 0	0	0 0	0	0	0	554-	
51-99	SUNDRIES	0 0	33,735	0 0	10,896	0 0	22838	0 0	10024	0 0	2500	0	1,828-	1,827-	114

RUN-DATE: 1993-12-03
 UNIDO - UMAP02/B

DETAIL REPORT ON PROJECTS AS AT 1993-11-30
 BY PROGRAM ELEMENT AND COUNTRY

PROJECT NUMBER: US/MLW/88/100

PAGE 2234

PROJECT TITLE NATIONAL HIDES AND SKINS LEATHER AND LEATHER PRODUCTS
 IMPROVEMENT SCHEME -ALSO REFERS TO USRAF88100

BACK STOPPING OFFICER MS CALABRO
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 PGM-ELEMENT CODE J13104
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 DONOR GER

BUDGET LINE	DESCRIPT	TOTAL ALLOTMENT		CURR YR PHASING		PRIOR YEAR EXP		CURR YR DISB		BAL CURR YR OBL		COMMITTED FUTURE YEARS (11)	BALANCE CURR YR (12)	UNCOMMITTED BALANCE (13)	YTD IMPL VERSUS PHASING (14) %
		M/M (1)	DOLLARS (2)	M/M (3)	DOLLARS (4)	M/M (5)	DOLLARS (6)	M/M (7)	DOLLARS (8)	M/M (9)	DOLLARS (10)				
58-00		0 0	4,549-	0 0	0	0 0	0	0 0	0	0 0	0	0	0	4,549-	
58-01		0 0	0	0 0	0	0 0	4,549-	0 0	0	0 0	0	0	0	4,549-	
58-99	SUR PY OBL	0.0	4,549-	0.0	0	0.0	4,549-	0.0	0	0.0	0	0	0	0	
59-99	MISC COST	0 0	29,186	0 0	10,896	0 0	18,289	0 0	10024	0 0	2500	0	1,628-	1,627-	114
99-99	PROJ TOT	40 4	478,000	12 0	77,628	28 4	398,371	11 0	53607	0 8	19847	0	4,174	4,175	94