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OCCASION

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UNITED NATIONS
INDUSTRIAL DEVELOPMENT
ORGANIZATION

**SALES PUBLICATIONS
AND
SOFTWARE
OF
UNIDO**

1993

**SALES PUBLICATIONS
AND
SOFTWARE
OF
UNIDO**



**UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION
Vienna, 1993**

NOTES

Reference to dollars (\$) indicates United States dollars.

DM = deutsche mark

£ = pound sterling

Languages: A = Arabic; C = Chinese; E = English; F = French; R = Russian;
S = Spanish

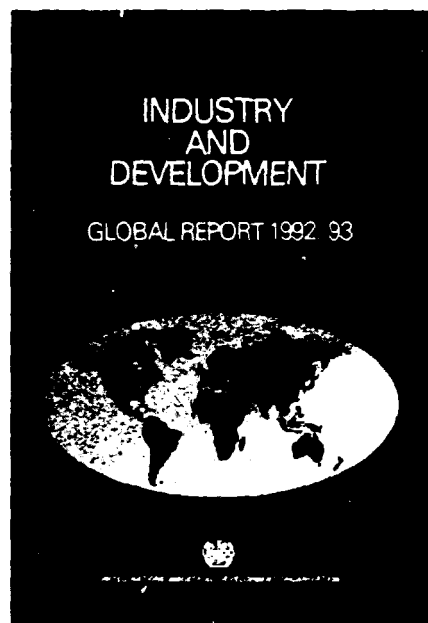
ID/386

June 1993

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Industry and Development: Global Report



An annual report on the technical and economic aspects of pollution and pollution abatement policies. It examines technical, material and human requirements and presents forecasts for the world economy as a whole and for its principal regions, charting the evolution of foreign direct investment in each of those regions. A survey of 12 selected manufacturing industries are included. It is extensively tabled with annexes and references.

Prepared by a team of writers for the Global Issues and Policy Analysis Branch of UNIDO.

Global Report 1992/93

Sales No. 92.III.E.4

Symbol: ID/382

548 pp., \$55.00 (\$10 for government agencies of UNIDO Member States)

ISBN 92-1-106276-4 (E)

ISBN 92-1-206165-6 (F)

Pre-investment Studies Series

The series comprises basic textbooks on investment project preparation and appraisal, and complementary training materials on selected related subjects.

<i>Title</i>	<i>Sales No.</i>	<i>Symbol</i>	<i>Language</i>	<i>Price (\$)</i>
Manual for the Preparation of Industrial Feasibility Studies*	78.II.B.5	ID/206	A,C,F,R,S Portuguese	22.00
Manual for Evaluation of Industrial Projects	80.II.B.2	ID/244	E,F,S	16.00
Practical Appraisal of Industrial Projects	79.II.B.5	ID/SER.H/4	E,F,S	13.00
Guide to Practical Project Appraisal: Social Benefit-Cost Analysis in Developing Countries	78.II.B.3	ID/SER.H/3	E,F,S	14.00
Guidelines for Project Evaluation	72.II.B.11	ID/SER.H/2	E,F,S	25.00

*For details of the revised version, see p. 7.

Industry and Development

Industry and Development is a journal that is issued two or three times a year in English only. It focuses on practical economic issues concerning the industrialization process in developing countries. Back copies are available from 1978 on.

No. 32

In this issue

- 1 Government planning in a small oil economy: factors limiting the industrial diversification efforts of Qatar
Robert E. Looney
- 10 Import shortages and the inflationary impact of devaluation in developing countries
Mehdi Shafaeddin
- 20 Managerial inefficiency in small manufacturing businesses in Saudi Arabia: a constraint upon economic development
Bandar Al Hajjar and John Presley
- 28 Privatization in an African context: the case of the United Republic of Tanzania
John S. Henley and George B. Assaf
- 37 Promotion of small and medium-scale industry with imported labour: policy and prospects in the States of the Persian Gulf
Ian Livingstone

12V432 Unavailable—Germany



UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

No. 33:

Structural change and economic development of Egypt between planning and the open-door policy, by M. A. Elkhafif and A. A. Kubursi

Formulating industrial strategies and policies in the context of restructuring economies: some preliminary thoughts, by Philippe R. Scholtès

Development strategy for sub-Saharan countries, by Takao Fukuchi

Manufacturing industry in Indonesia: dualism and production linkages, by Tulus Tambunan

The re-emphasis on small enterprises: a review article, by S. Nanjundan

Methodological complexities in relating firm or plant size to economic efficiency, by Albert Berry

Industry and Development No. 33

Sales No. 93.III.E.2

Symbol: ID/SER.M/33

Price: \$32

ISBN 92-1-106281-0

ISSN 0250-7935

No. 32:

Government planning in a small oil economy: factors limiting the industrial diversification efforts of Qatar, by Robert E. Looney

Import shortages and the inflationary impact of devaluation in developing countries, by Mehdi Shafaeddin

Managerial inefficiency in small manufacturing businesses in Saudi Arabia: a constraint upon economic development, by Bandar Al Hajjar and John Presley

Privatization in an African context: the case of the United Republic of Tanzania, by John S. Henley and George B. Assaf

Promotion of small- and medium-scale industry with imported labour: policy and prospects in the States of the Persian Gulf, by Ian Livingstone

Industry and Development No. 32

Sales No. E.93.III.E.1

Symbol: ID/SER.M/32

Price: \$32

ISBN 92-1-106280-2

ISSN 0250-7935

General Studies Series

This series is issued in English only.

<i>Title</i>	<i>Sales No</i>	<i>Symbol</i>	<i>Price (\$)</i>
Planning and Programming the Introduction of CAD/CAM System: A Reference Guide for Developing Countries	89.II.E.7	ID/SER.O/1	25.00
Value Analysis in the Furniture Industry	UNIDO.92.2.E	ID/SER.O/2	7.00
Production Management for Small- and Medium-scale Furniture Manufacturers: A Manual for Developing Countries	UNIDO.92.3.E	ID/SER.O/3	10.00
Documentation and Information Systems for Furniture and Joinery Plants: A Manual for Developing Countries	UNIDO.92.4.E	ID/SER.O/4	20.00
Low-cost Prefabricated Wooden Houses: A Manual for Developing Countries	UNIDO.92.5.E	ID/SER.O/5	6.00
Technical Criteria for the Selection of Woodworking Machines	UNIDO.92.1.E	ID/SER.O/11	25.00
Design and Manufacture of Bamboo and Rattan Furniture		ID/SER.O/12	25.00
Issues in the Commercialization of Biotechnology	UNIDO.93.1.E	ID/SER.O/13	45.00

Forthcoming titles

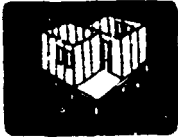
Timber Construction for Developing Countries: Introduction to Wood and Timber Engineering	UNIDO.92.6.E	ID/SER.O/6	10.00
Timber Construction for Developing Countries: Structural Timber and Related Products	UNIDO.92.7.E	ID/SER.O/7	20.00
Timber Construction for Developing Countries: Durability and Fire Resistance	UNIDO.92.8.E	ID/SER.O/8	11.00
Timber Construction for Developing Countries: Strength Characteristics and Design	UNIDO.92.9.E	ID/SER.O/9	16.00
Timber Construction for Developing Countries: Applications and Examples	UNIDO.92.10.E	ID/SER.O/10	10.00
Maintenance Management Manual, with Special Reference to Developing Countries, by Patrick de Groot. A joint UNIDO-ILO publication, 340 pp.			

Reports and Studies

<i>Title</i>	<i>Sales No.</i>	<i>Symbol</i>	<i>Language</i>	<i>Price (\$)</i>
<i>Agro-industries</i>				
Rice Bran: An Underutilized Raw Material	84.II.B.3	ID/320	E,F,S	21.00
<i>Biotechnology</i>				
An International Approach to Biotechnology Safety	89.III.E.6	ID/358	E	26.00
<i>Cooperation</i>				
Regional Industrial Cooperation: Experiences and Perspective of ASEAN and the Andean Pact	85.II.E.5	ID/309	E	9.00
<i>Electrical engineering</i>				
Conceptual Design Study on Aluminium Wire Drawing and Standard Cable Production	88.III.E.9	ID/351	E	30.00
<i>Financing</i>				
Development Banking in the 1980s	80.II.B.3	ID/248	E	13.00
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Furniture and Joinery Industries for Developing Countries	88.III.E.7	ID/108/Rev.2	E	42.00
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The Effectiveness of Industrial Estates in Developing Countries	78.II.B.11	ID/216	E,F,S	7.00
Guidelines for the Establishment of Industrial Estates in Developing Countries	78.II.B.13	ID/220	E,F,S	8.00
<i>Input and output techniques</i>				
Proceedings of the Seventh International Conference on Input-Output Techniques	84.II.B.9	ID/288	E	33.00
Input-Output Tables for Developing Countries: Volume I	84.II.B.6	ID/325	E	30.00
Input-Output Tables for Developing Countries: Volume II	85.II.B.6	ID/325/Add.1	E	21.00
<i>Machine tools</i>				
World Non-Electrical Machinery: An Empirical Study of the Machine-Tool Industry	83.II.B.5	ID/290	E,S	12.00

<i>Title</i>	<i>Sales No.</i>	<i>Symbol</i>	<i>Language</i>	<i>Price (\$)</i>
<i>Manufacturing</i>				
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Industrial Processing of Natural Resources	81.II.B.1	ID/261	E,F,S	5.00
<i>Pesticides</i>				
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The Growth of the Pharmaceutical Industry in Developing Countries	78.II.B.4	ID/204	E,F,S	3.00
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African Industry in Figures 1990	91.III.E.17	ID/377	E,F	45.00
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Changing Patterns of Trade in World Industry: An Empirical Study on Revealed Comparative Advantage	82.II.B.1	ID/281	E	12.00
Transfer of technology				
Guide to Guarantee and Warranty Provisions in Transfer-of-Technology Transactions	89.III.E.4	ID/355	E	40.00
.				
Industry in the 1980s: Structural Change and Interdependence	85.II.B.8	ID/331	E,F,S	15.50

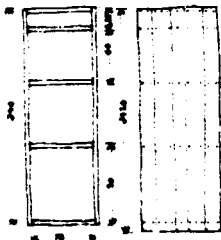


LET'S LOOK AT THE PANELS

HOW TO MAKE THE PANELS

YOU ALREADY KNOW WHICH TYPES OF PANELS ARE NEEDED. HERE WE ARE GOING TO SHOW HOW THEY ARE MADE.

SINGLE PANEL



FRAMING PANEL FRONT VIEW

LIST OF MATERIALS

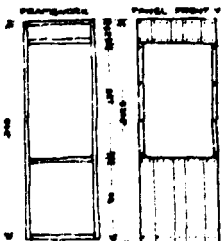
FRAME

01 5x5 x 240 mm TIMBER
02 5x5 x 75 mm TIMBER
03 1.6x6x8 mm NAILS
04 1.6x10 mm NAILS

COVERING

05 1.2x5 x 125 mm TIMBER
06 1.2x5x240 mm TIMBER
07 1.6 x 5 mm NAILS

OPEN PANEL FOR LIVING OR BEDROOM WINDOW



FRAMING PANEL FRONT VIEW

LIST OF MATERIALS

FRAME

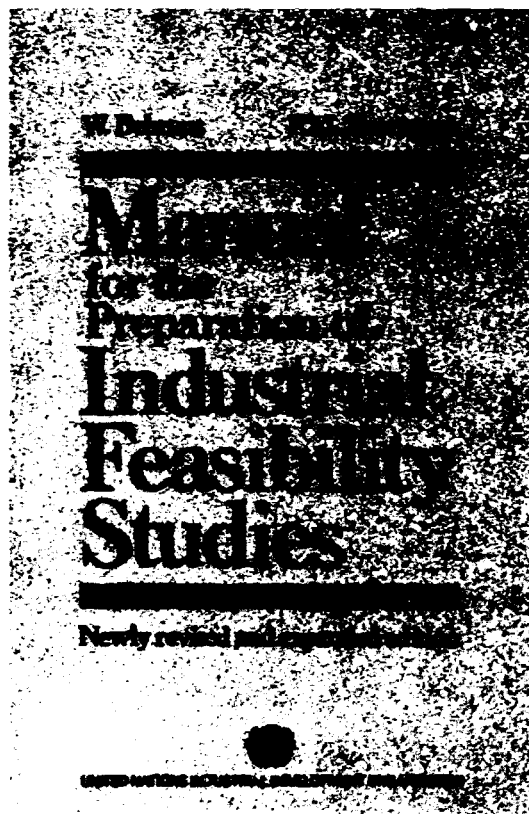
01 1.6 x 240 mm TIMBER
02 5x5 x 30 mm TIMBER
03 1.6x6x8 mm NAILS
04 1.6 x 10 mm NAILS

COVERING

05 1.2x5 x 125 mm TIMBER
06 1.2x5 x 120 mm TIMBER
07 1.2x5 x 240 mm TIMBER
08 1.2x5 x 240 mm TIMBER
09 1.6 x 5 mm NAILS

Illustration from *Low-cost Prefabricated Wooden Houses: A Manual for Developing Countries* (ID/SER.O/5), see p. 3.

6



Manual for the Preparation of Industrial Feasibility Studies

(revised), W. Behrens and P. M. Hawranek

Sales No. 91.III.E.18*

Symbol: ID/372

386 pp., Hardback, \$45 (Hardback available from New York or Geneva only, see p. 16 for details)

Paperback, \$25

ISBN 92-1-106269-1

The *Manual for the Preparation of Industrial Feasibility Studies* was first published in 1978 to provide developing countries with a tool to improve the quality of investment proposals and also to contribute to the standardization of industrial feasibility studies. The endeavours of UNIDO have been well recognized in many developing countries as well as in the industrialized countries. The UNIDO concept has been adopted by ministries, banks, investment promotion agencies, various universities and other institutions of higher learning, consulting firms and investors. Since its first publication the *Manual* has demonstrated the usefulness of its methodological approach by having been translated into 18 languages.

UNIDO has had more than 10 years to accumulate wide experience in applying the *Manual* in the preparation of a vast number of feasibility studies carried out under its technical cooperation programme. The *Manual* is also used in UNIDO institution-building and training programmes. Practitioners working in the pre-investment field all over the world provided UNIDO with many valuable suggestions on how to adapt the *Manual* to the needs of contemporary investment consultancy. The dialogue between readers and UNIDO and its own experience thus led to the preparation of the present revised edition of the *Manual*.

A software, COMFAR, has been developed based on the *Manual* (see p. 12).

*Arabic, French, Russian and Spanish versions will be available shortly.

Co-published books

The following co-published books are available only in English from sales agents or from the publisher at the address indicated. *Please order from the publisher, not UNIEO.*

<i>Title</i>	<i>Publisher</i>
Competing in a Global Economy: An Empirical Study on Specialization and Trade in Manufacturers Helmut Forstner and Robert Ballance Hardback, 240 pp., £28.00 ISBN 0-03-345619-0	Unwin Hyman/Harper Collins 77-85 Fulham Palace Road Hammersmith London W6 SJB United Kingdom
Handbook of Industrial Statistics 1992 Hardback, 597 pp., £95.00 ISBN 1-85278-792-9	Edward Elgar Publishing Ltd. Suite 2, Fairview Court Fairview Road Cheltenham, Glos. GL52 2EX
Immunodiagnostic Approaches in Schistosomiasis ed. N. R. Bergquist Hardback, 150 pp., £19.95 ISBN 0-471-93401-1	John Wiley & Sons Ltd. Baffins Lane Chichester West Sussex PO19 1UD United Kingdom
Policy Design and Price Reform in Developing Countries: Guidelines with Special Reference to Industry John Cody, Richard Kitchen and John Weiss Hardback, 192 pp., £30.00 ISBN 0-7450-0795-3 Paperback, £11.95 ISBN 0-7450-0796-1	Harvester Wheatsheaf International Book Distributors 66 Wood Lane End Hemel Hempstead Herts., HP2 4RG United Kingdom
The World's Pharmaceutical Industries: An International Perspective on Innovation, Competition and Policy Robert Ballance, János Pogány and Helmut Forstner Hardback, 275 pp., £45.00 ISBN 1-85278-646-9	Edward Elgar Publishing Ltd. Suite 2, Fairview Court Fairview Road Cheltenham, Glos. GL52 2EX
Industry and Environment—A Guide to Sources of Information English, French, German and Spanish introduction, English data entries. Paperback, 312 pp. DM 125.* Airmail Europe; DM 135.* Airmail overseas. A 30-per-cent discount is available on orders from developing and emerging market economy countries. ISBN 3-924754-17-9	Verlag Dr. Grüb Nachf. Ölbergweg D-7801 Bollschweil Germany

*Or equivalent amount in local currency.

The following items are available only in English from *Materials Information*, The Institute of Materials, 1 Carlton House Terrace, London SW 1Y 5DB, United Kingdom. Please order from: the publisher, not UNIDO.

Energy and Environment Series (a set of four publications, including *INECA Journal*, vol. 2, No. 1: *Recycling '91*)
£120/\$220 (developed countries),
\$145 (developing countries)
ISSN 1020-0096

INECA Journal, vol. 2, No. 1: *Recycling '91*
1991, paperback, 198 pp.
£55/\$100 per copy (developed countries),
\$66 (developing countries)

INTIB Energy and Environment Series
No. 1: *Energy Conservation in Industry*
Compiled by Peter Pembleton
1992, paperback, 140 pp.
£55/\$100 per copy (developed countries),
\$66 (developing countries)
ISBN 92-1-106277-2
ISSN 1020-0096

No. 2: *Effluent Control in Industry*
Compiled by Peter Pembleton
1993, paperback, 190 pp.
£55/\$100 per copy (developed countries),
\$66 (developing countries)
ISBN 92-1-116563-6
ISSN 1020-0096

The following co-published country reviews in the *Industrial Development Review Series* are available from the publisher: Basil Blackwell Ltd., Dept. DM, 108 Cowley Road, Oxford OX4 1JF, United Kingdom. Fax: (0865) 791347. They are published in paperback and only in English. Please do not order copies from UNIDO.

China—Towards Sustainable Industrial Growth. 265 pp. Price for developed countries, £75; for developing and eastern European countries, £20. ISBN 0-631-17525-3.

India—New Dimensions of Industrial Growth. 276 pp. Price for North America, \$79.95; for other developed countries, £50; for developing and eastern European countries, £20. ISBN 0-631-17393-5.

Malaysia—Sustaining the Industrial Investment Momentum. 208 pp. Price for developed countries, £75; for developing and eastern European countries, £20. ISBN 0-631-17713-2.

Pakistan—Towards Industrial Liberalization and Industrial Growth. 171 pp. Price for North America, \$79.95; for other developed countries, £50; for developing and eastern European countries, £20. ISBN 0-631-17523-7.

Poland—Managing the Transition to a Market Economy. 259 pp. Price for developed countries, £75; for developing and eastern European countries, £20. ISBN 0-631-18096-6.

Thailand—Coping with the Strains of Success. 228 pp. Price for developed countries, £75; for developing and eastern European countries, £20. ISBN 0-631-17522-9.

Czechoslovakia—Industrial Transformation and Regeneration. 261 pp. Price for developed countries, £75; for developing and eastern European countries, £20. ISBN 0-631-18446-5.

Hungary—Progressing towards a Market Economy. 235 pp. Price for developed countries, £75; for developing and eastern European countries, £20. ISBN 0-631-18525-9.

This series is now being published by The Economist Intelligence Unit Limited (EIU), 25 St. James's Street, London SW1, England. The first title by EIU is:

Indonesia—Industrial Diversification and Growth. ca. 300 pp. Price for developed countries, £95; a substantial discount is given to nationals in developing countries. ISBN 0-85058-746-8.

Industrial Development Abstracts

The *Industrial Development Abstracts* (IDA) database contains over 20,000 fully indexed records of UNIDO documentation. IDA includes descriptions of major UNIDO studies and reports, publications in series, and selected articles; reports and proceedings of expert working groups, workshops and seminars; internal studies; and reports related to UNIDO technical assistance activities. The time frame is from 1965 to 1990. These abstracts are now available as database subsets and are no longer issued in printed form.

A typical entry contains the title of the document, the master file number for use in ordering the full text, the author(s) and/or corporate author(s), data, bibliographic information, language, and an English-language abstract of approximately 60 words describing the work.

The *Industrial Development Abstracts* database is maintained on the UNIDO mainframe computer in Vienna, Austria. It is possible to obtain a selection of records, together with menu-driven search software, on diskette for use on PCs. *Industrial Development Abstracts* subsets run directly from diskette on IBM-compatible PCs and are available in 3.5 in. (1.44 Mb) or 5.25 in. (1.2 Mb) densities.

Subsets of the IDA database are available for the following industrial sectors:

- Electronics, electrical industry
- Leather and leather products
- Building material, cement, ceramics
- Industrial manpower training
- Wood and wood products
- Textiles and wearing apparel
- Iron and steel, non-ferrous metals
- Petrochemicals, chemicals
- Food processing
- Fertilizers
- Environmental
- Pharmaceuticals
- Capital goods, machinery

Each subset is approximately 600 records and costs \$35 (\$25 for orders from developing countries and eastern Europe). This price includes the search software.

The documents cited in the IDA database are available either on microfiche or, in some cases, in paper copy. Requests for documents other than sales publications should refer to the master file number and be sent to the address below. Each microfiche costs \$2.00 (for diazo fiche) or \$2.50 (for silver halide fiche). For paper copies of reports of 10 pages or less the reproduction charge with mailing by surface mail is \$10. For articles up to 50 pages the charge is \$25 and up to 100 pages, \$35. For documents over 100 pages, microfiche should be ordered. It should be noted that if a document is still in stock, a copy of it will be provided free of charge.

MICRO-METADEX^{PLUS}

MICRO-METADEX^{PLUS} is a machine-readable source of both technical and business information on recent developments in environmental technology for specific areas in the field of metallurgy, plastics and composites. Under an agreement with Materials Information (MI), sections of three MI databases, METADEX, Materials Business File, and Engineered Materials Abstracts are made available on diskette for use on PCs.

MICRO-METADEX^{PLUS} allows keywords from the document title, index terms, codes, author names and other fields to be searched, either by keying them in or by selecting them from a dictionary display. Data can be displayed on the screen, printed or written to disk in a variety of formats, from titles alone to complete records.

Developed jointly by UNIDO and Materials Information, MICRO-METADEX^{PLUS} runs on any IBM-compatible PC with 640K RAM and a hard disk. Approximately 3 megabytes of hard-disk space per 1,000 records are required. Micro-ISIS search software and a user manual are included with each subset.

The following MICRO-METADEX^{PLUS} subsets are currently available. The approximate size and price of the subset is given in parentheses. A 30-per-cent discount is offered on all orders received from customers in developing countries or in eastern Europe. UNESCO coupons are accepted. Additional, specially tailored subsets are available upon request.

- Environment (carbon dioxide, sodium dioxide, heavy metals, metals/scrap recovery and recycling) 3 000 records; \$395
- Gold and silver production/recovery 3 500 records; \$395
- Foundry technology 3 600 records; \$395
- Welding 1 year: 3 500 records; \$395
- Beneficiation (ore processing) 700 records; \$155

Unless otherwise noted, the price of the subset includes two years' data. Yearly extensions are available upon request.

Orders and inquiries for Industrial Development Abstracts and MICRO-METADEX^{PLUS} should be addressed to: Chief, Industrial and Technological Information Bank, UNIDO, P.O. Box 300, A-1400 Vienna, Austria. Telephone: (431) 21131-5211; Fax: (431) 23-07-584; E-mail addresses: GEQUICK-COMM: AAQ0011B@UNIDO; EARN: PKEGH@UNIDO1.bitnet

COMFAR: Computer Model for Feasibility Analysis and Reporting

The COMFAR program package has been developed to facilitate and accelerate the work of financial analysts and industrial economists. As an interactive, computerized, cash-flow-oriented model, it is a very flexible tool for financial and economic evaluation of industrial investment projects in accordance with the methods described in the UNIDO *Manual for the Preparation of Industrial Feasibility Studies*. It enables the user who wants to prepare and evaluate projects to simulate the inflows and outflows of cash, using the power of the computer to prepare pre investment studies, i.e. opportunity studies, pre-feasibility studies and feasibility studies. A revised and expanded version of COMFAR running under Microsoft® Windows™ is available. Special rates are applicable to licensees from developing countries.

Orders and inquiries should be addressed to: Chief, Software Research and Development Unit, Industrial Investment Division, UNIDO, Vienna International Centre, P.O. Box 300, A-1400 Vienna, Austria. Telephone: (431) 211 31-3860; Fax: (431) 2192733.

DIPP: Databank for Investment Promotion Programme

DIPP is an integrated software package designed and copyrighted by UNIDO to automate the maintenance and use of information necessary for an investment promotion programme. It integrates information on projects, sponsors (national investors) and investors (foreign partners) as well as on the promotion, negotiation and follow-up of projects. DIPP's menu-driven concept makes its use simple, flexible and immediate. DIPP is a stand-alone programme under DOS 5.0 and requires at least 1 MB of RAM, available as a single-user or network system. A bridge to PROPSPIN allows the project database to be linked to PROPSPIN files. (see PROPSPIN below).

PROPSPIN: Project Profile Screening and Pre-appraisal Information System

PROPSPIN is a program designed to run with LOTUS 1-2-3 for carrying out financial analysis of industrial investment projects. The program is designed to be used as a guide for the formulation of investment projects as well as for their screening. It enables the user to forecast financial and economic viability and conduct sensitivity analysis to determine the effect of variations in the parameters of an investment project on its viability.

Inquiries for both DIPP and PROPSPIN should be addressed to: Head of Service, UNIDO Investment Promotion Service Office, c/o Fiera di Milano, Largo Domodossola 1, 20145 Milan, Italy. Telephone (02) 48-15522; Fax: (02) 498-89-25.

Orders should be addressed to: Chief, Contracts Section, UNIDO, P.O. Box 300, A-1400 Vienna, Austria. Telephone: (431) 211 31-4833; Fax: (431) 2308272.

UNIDO Database on Industrial Statistics

The UNIDO Database on Industrial Statistics is a unique source of internationally comparable data covering national employment, wages, output, value added and production indexes. The UNIDO database is indispensable for economists and researchers working in the field of industry.

The Database contains detailed statistics for 151 countries arranged by year (1963 to latest available year) and by manufacturing industry as defined at the 3-digit and 4-digit level of the International Standard Industrial Classification.

Data are compiled from national sources through questionnaires, national publications and field surveys as well as from international sources. UNIDO statisticians have adjusted the reported data to international standards, making them comparable across countries and over time.

Buyers may purchase complete copies or subsets, either on computer tapes or on diskettes. The data on diskettes include a selection and retrieval program.

For further information please contact: Head, Industrial Statistics and Sectoral Surveys Branch, United Nations Industrial Development Organization, P.O. Box 300, A-1400 Vienna, Austria. Telephone: (431) 211 31-3633; Fax: (431) 232156.

Facts about UNIDO

Background

UNIDO was established by the General Assembly in 1967. It became the sixteenth specialized agency of the United Nations in 1986, with the mandate to act as the central coordinating body for industrial activities within the United Nations system and to promote industrial development and cooperation at global, regional, national and sectoral levels.

Unique mandate

UNIDO's Constitution calls on the Organization to "assist in the formulation of development, scientific and technological programmes and plans for industrialization in the public, cooperative and private sectors". This gives the Organization a unique advantage, allowing it to draw on a broad spectrum of industrial cooperation. New partnerships with industry and companies are being fostered, making state-of-the-art expertise more readily available to developing countries.

Strategy

The new Director-General, Mauricio de Mario y Campos, has proposed that UNIDO focus on five priority areas in responding to the needs and demands of developing countries:

- Strengthening of national capacity and effectiveness, particularly in human resource development
- Promotion of international industrial competitiveness in industry
- More effective international industrial cooperation in the promotion of foreign investment and technology transfer as well as in regional and subregional cooperation
- Development, rehabilitation and promotion of the private sector, especially small-scale industry
- Ecologically sustainable industrial development

Delivery and approvals

In 1992 UNIDO delivered technical assistance of some \$135.6 million and approved projects worth \$113.6 million. The Organization also successfully promoted 194 investment projects worth \$1,500 million. The stock of projects scheduled for implementation at the end of 1992 was valued at \$216.1 million.

Increased flexibility in funding and execution

The Organization's flexibility in funding and executing projects is reflected in the continued growth in 1992 of project delivery under the Industrial Development Fund—\$29.3 million—and under self-financed and third-party trust fund schemes—\$34.8 million.

Project components

In 1992, UNIDO appointed 2,323 experts from 115 countries. About 40 per cent of the experts were from developing countries. It awarded 209 contracts to the value of \$15.5 million, placed equipment orders worth \$27.3 million and carried out training to enhance industrial human resource development valued at \$16.4 million, of which \$11.3 million was for fellowships and study tours and \$5.1 million for group training activities and meetings.

Technical services

Demand is growing for UNIDO's technical services, which include human resource development, policy advice on economic and industrial planning, industrial information, statistics, in-depth studies, research and negotiation of technology acquisition. Specific specialized services to countries are expected to increasingly provide income to cover programme support costs.

Industrial investment

Through programmes for four regions, an investment promotion network and feasibility studies, industrial investment activities aim at assisting sponsors of industrial investment projects in developing countries and their partners to engage in appropriate forms of business cooperation. Developing countries are advised on ways and means of strengthening investment opportunity identification, project preparation and promotion capabilities.

System of consultations

Representatives of government, industry and labour from both developing and developed countries meet to seek action-oriented measures towards developing vital industrial subsectors in developing countries. Special efforts are made to translate opportunities into technical cooperation programmes and projects.

Investment promotion forums

UNIDO organizes national and regional investment promotion forums bringing together project sponsors and potential investors for intensive one-to-one negotiations on joint ventures, direct investments, transfer of technology, provision of management expertise and marketing.

International Centre for Genetic Engineering and Biotechnology (ICGEB)

Established in 1983 under the auspices of UNIDO, ICGEB represents one of the Organization's most forward-looking initiatives to accelerate the development and transfer of technology to developing countries. The New Delhi component focuses on agriculture and human and animal health; the Trieste component emphasizes industrial microbiology, biomass conversion energy and pilot plant activities.

Investment promotion network

Investment Promotion Service (IPS) offices in Athens, Cologne, Milan, Paris, Seoul, Tokyo, Vienna, Warsaw, Washington, D.C. and Zurich mobilize financial resources for investment projects by providing the business community and governments of developing countries easy access to their counterparts in industrialized countries.

To learn more about UNIDO, please contact: Chief, Public Relations and Information, P.O. Box 300, A-1400 Vienna, Austria. Telephone: (431) 211 31-5021/5022; Telex: 135612; Fax: (431) 232156.

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