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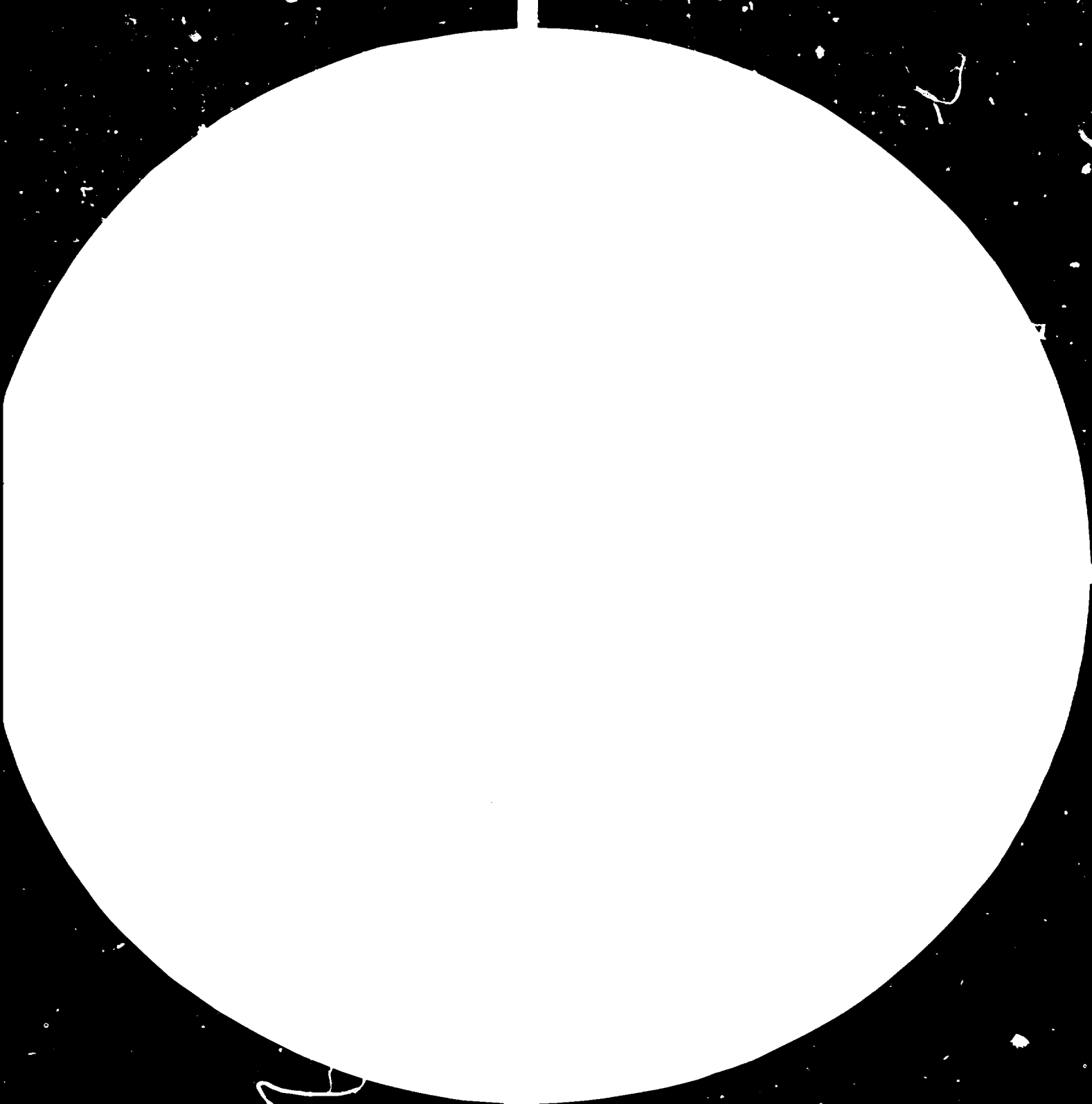
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Solidarity Meeting of Ministers of Industry
for Co-operation in the Industrial
Development of Haiti

Port-au-Prince, Haiti, 5-9 November 1979

REPORT

Explanatory notes

Reference to dollars (\$) are to United States dollars, unless otherwise stated.

The monetary unit in Haiti is the gourde (G). During the period covered by the report, the value of the gourde in relation to the United States dollar was \$US 1 = G 5.

The following abbreviations have been used in this report:

ANDI	Colombian National Association of Industrialists
APN	National Port Authority
CORDE	State Enterprises Corporation
IDAI	Agricultural and Industrial Development Institute
INDOTEC	Dominican Institute of Industrial Technology
ONAPI	National Investment Promotion Office
ORANA	Research Office for Food and Nutrition
SENA	National Vocational Training Service
SISCOMA	Société industrielle sénégalaise de constructions mécaniques
SONEPI	National Society for Industrial Studies and Promotion
TCDC	Technical co-operation among developing countries
UNIDF	United Nations Industrial Development Fund

PREFACE

The Second General Conference of the United Nations Industrial Development Organization (UNIDO), held at Lima, Peru, in March 1975, emphasized the need for strengthening co-operation between developing and developed countries as well as among the developing countries themselves. In adopting the Lima Declaration and Plan of Action on Industrial Development and Co-operation, the international community manifested its conviction that industry was an instrument of growth essential to the rapid economic and social progress of developing countries, and that self-reliance within the developing world was essential for the achievement of a new international economic order.

The Lima Conference and subsequent international forums on economic and industrial development recognized the interdependence of all members of the world community and the need for closer economic and technical co-operation among them, regardless of their differing economic and social systems.

In January 1977, a group of ministers from developing countries, meeting at New Delhi, India, made specific recommendations for carrying out a series of programmes whereby the more advanced members of their group could assist the economic and industrial progress of the least developed.

At a meeting of Ministers of Industry of the Economic and Social Commission for Asia and the Pacific (ESCAP), held at Bangkok in November 1977, it was also decided to establish a club for co-operation among developing countries, particularly for the benefit of the least developed countries.

The Buenos Aires Plan of Action for Promoting and Implementing Technical Co-operation among Developing Countries, adopted at Buenos Aires, Argentina, on 12 September 1978, expressed the developing world's determination to achieve national and collective self-reliance.

A Solidarity Meeting of Ministers of Industry was held at Kabul, Afghanistan, in May 1979, and another at Arusha, United Republic of Tanzania, in July 1979.

The present document contains the report of the third Solidarity Meeting, held at Port-au-Prince, Haiti, from 5 to 9 November 1979.

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INTRODUCTION

A Solidarity Meeting of Ministers of Industry for Co-operation in the Industrial Development of Haiti, organized by the United Nations Industrial Development Organization in co-operation with the Government of Haiti, was held at Port-au-Prince from 5 to 9 November 1979.

The Solidarity Meeting of Ministers of Industry for Co-operation in the Industrial Development of Haiti was the third in the series of solidarity meetings for industrial development organized by UNIDO in 1979, in co-operation with the respective Governments. The meetings in Afghanistan and the United Republic of Tanzania were held in the earlier part of 1979. The main purpose of the Meeting at Port-au-Prince, Haiti was to explore ways in which the participating countries could co-operate in promoting the industrial development of Haiti. Much of the discussion centred on project proposals that had been prepared by the Government of Haiti with the assistance of UNIDO and submitted to the participants prior to the Meeting in English, French and Spanish. Requirements that could be met through bilateral or multilateral co-operation within the framework of technical co-operation among developing countries (TCDC) were thoroughly discussed. Ways and means for co-operation between the participating countries and the host country were suggested to meet these requirements.

RECOMMENDATIONS

The Meeting discussed a proposal by the Government of Haiti to establish an "International Solidarity Industrial Estate"^{1/} at Cap-Haitien in northern Haiti. The main purposes of this project are to decentralize the country's industrial development, moving activities away from Port-au-Prince, the capital, to slow down the rural exodus and to offer new employment possibilities for the population. The participants expressed support for this project. However, as the representatives were not empowered to commit their respective Governments, it was agreed that they would recommend the project to their Governments. It was felt that UNIDO would be the appropriate body officially to submit this proposal, concerning a multilateral type of activity, to the Governments concerned. The participants were in favour of the idea of a multilateral project for co-operation with Haiti.

They recommended that:

UNIDO should invite the participating countries directly to make financial contributions to the construction of the industrial estate by means of funds channelled through the United Nations Industrial Development Fund (UNIDF);

noting that:

The foregoing does not exclude either the conclusion of other bilateral agreements or recourse to other forms of co-operation in support of the project;

and that:

UNIDO should then undertake to supply any additional resources required for implementing the project, particularly in the field of technical assistance.

The Meeting recommended that an effective follow-up mechanism be created within the Government of Haiti to ensure optimum utilization of the possibilities for assistance and co-operation identified at the Meeting. Through this mechanism the Government would maintain continuous contact with the participating countries and ensure harmony between the assistance and ongoing programmes in industry.

The Meeting further recommended that UNIDO maintain constant liaison with the Government of Haiti and provide the requisite assistance and support.

^{1/} Delegations were provided with technical documentation regarding the concept of the industrial estate.

I. INAUGURATION AND ORGANIZATION OF THE MEETING

The Solidarity Meeting of Ministers of Industry for Co-operation in the industrial development of Haiti was held at Port-au-Prince from 5 to 9 November 1979.

The Meeting was opened on 5 November 1979 by Mr. Jean-Claude Duvalier, President of the Republic of Haiti. The President stressed the great importance he personally attached to international co-operation in the field of industry and hence to the Solidarity Meeting. Members of the Government as well as the diplomatic corps attended this opening session.

Representatives of the following countries took part in the Meeting: Argentina, Barbados, Brazil, Colombia, the Dominican Republic, the Ivory Coast, Mexico, Peru, Senegal and Venezuela. The following United Nations bodies were represented: the United Nations Industrial Development Organization and the United Nations Development Programme (UNDP). The World Bank participated as an observer.

Opening addresses

Mr. Guy Bauduy, Minister of Commerce and Industry, thanked the President for his presence at the opening session, testifying to the great importance he attached to the economic development problems of the country and providing an encouragement to the participants to ensure a positive outcome of this Meeting.

The Minister also thanked the Executive Director of UNIDO, Mr. Khane, for his presence and his participation in this Meeting, giving it a special dimension. He thanked the representatives of participating countries for their gesture of solidarity. He reiterated the firm intention expressed at the Lima Conference by the participating Governments to promote the industrial development of the developing countries, particularly the least developed, through concerted measures at national, regional and international levels. He stressed the great value of horizontal co-operation between countries having reached different levels of development. This allowed

a better adaptation of the technologies which were necessary for industrialization to the needs and conditions of the beneficiary country, on the basis of the experience of countries which had gone through similar stages in the course of their economic development. He summarized the industrial development objectives of Haiti and the measures taken to achieve them. The fundamental goal being a significant improvement in the standard of living of the population, the objectives in the industrial sector were to promote the processing of agricultural and mining products while making use of the abundant labour supply, to accelerate the implantation of subcontracting activities in order to remedy under-employment, to encourage the installation of industrial complexes which were of strategic importance for the development of the country (engineering, construction and textile industries), and to accelerate technical and vocational training.

To attain these objectives, legislative and administrative measures for the encouragement of investment had been adopted, and an agency for the promotion of investment as well as a development finance corporation would soon be operational. The Government of Haiti had made great efforts in the field of basic economic infrastructures, in the creation of industrial zones and in the development of commercial and industrial ties with other countries.

However, the effort for expansion undertaken could be destroyed by the anarchic fluctuations in world prices for commodities, the negative effects of the international monetary crisis and the increase in prices of oil products. Moreover, Haiti was trying in vain to join the economic organizations of Latin America or of the Caribbean countries, and to become a party to the Lomé Convention, while its export products faced non tariff-barriers in friendly industrialized countries. For those reasons Haiti was counting all the more on the Solidarity Meeting to open a new era for its economy.

Mr. Abd-El Rahmar Khane, Executive Director of UNIDO, expressed his thanks to Mr. Jean-Claude Duvalier for his presence at the inauguration of the Solidarity Meeting, which was evidence of his personal interest in this initiative of UNIDO, as well as his esteem and consideration for the participating countries.

Mr. Khane pointed out that this was the third meeting of its kind, following those held in May at Kabul, Afghanistan, and in July at Arusha, United Republic of Tanzania. After those two promising initial experiments, a further opportunity was provided at Port-au-Prince to demonstrate the readiness and ability of developing countries to assist a country in their group that was even more disadvantaged in the development process. The form of solidarity which UNIDO was trying to put into effect was simple and flexible and allowed each participating country to contribute on the basis of the industrial projects presented in the preliminary study.

Mr. Khane underlined the exceptional and encouraging character of this experiment, in which developing countries of Africa, Latin America and Asia, often remote, were meeting to make their contribution and express their solidarity towards a less favoured sister. Every developing country had something valuable to offer to the others, taking into account the similarity of the basic conditions prevailing. He reaffirmed the UNIDO concept according to which it was for the host country alone to determine the priorities for its development policy and the usefulness of this or that project, but he assured the Meeting that UNIDO would be at the disposal of Haiti and the participating countries in contributing to the follow-up of the results of the Meeting.

Finally, he expressed to the Government of Haiti, and particularly to the Minister of Commerce and Industry, Mr. Guy Bauduy, and his staff, his thanks for the arrangements made for the success of the Meeting and asked the participants to convey his gratitude on behalf of UNIDO and on his own behalf to their respective Governments.

Taking the floor next, Mr. Duvalier said that the holding of a Solidarity Meeting of developing countries in Haiti, though very important, was a normal event since bilateral assistance was traditional for Haiti.

After welcoming the delegates participating in the Meeting and the Executive Director of UNIDO, the President recalled one of his statements in his message of 22 September 1979 to the Haitian people, in which he had said that he would take steps to promote the constant and balanced growth of the industrial sector with the aim of producing a stimulating rate of profit and providing a source of stable employment.

The President stressed that in the frame of its economic and social development policy his Government gave special attention not only to agricultural development but also to industrial growth. In order to achieve this, his Government had created, with the help of bilateral and multilateral co-operation, a substantial industrial infrastructure in the form of electric power plants, roads, airports and sea-ports. The system of telecommunications had been improved and technical schools had been opened; an industrial estate had been set up and a free zone in the port of the capital had been created. In addition, important legislation to promote investment had been promulgated and the industrial credit system had been revised. Haiti was ready for a dialogue not only with the major industrialized, capital-exporting countries but also with other developing countries.

The President closed his address by stressing his hope that the delegates present at this Meeting organized by UNIDO, in their co-operation with the Haitian representatives, would adopt concrete measures in order to implement the projects selected in the documents submitted for their examination.

Election of officers

At the second session, the Meeting elected Mr. Guy Bauduy, Minister of Commerce and Industry of Haiti, as Chairman. Mr. Gilberto Echeverri Mejia, Minister of Economic Development of Colombia, was elected Vice-Chairman and Mr. Hamdy Mamadou Ly, Directeur de Cabinet, Ministry for Industrial Development of Senegal, was chosen as Rapporteur.

Adoption of the agenda

The Meeting adopted the following agenda:

- Statements made by the heads of delegations
- Bilateral and group discussions with the Haitian authorities on specific projects; declarations of intention concerning the conclusion of assistance and co-operation agreements with the Haitian partners
- Pledging of technical or financial aid by the participating countries

- Other business
- Adoption of findings and recommendations
- Closing statements

The Meeting also adopted a time-table allowing for informal meetings among the participants and bilateral discussions between the representatives of Haiti and of the other participating countries, with the assistance of the officials of the United Nations Industrial Development Organization (UNIDO).

II. PRESENT STATUS AND PROSPECTS OF THE INDUSTRIAL SECTOR IN HAITI

As a small, under-developed and over-populated country with a faltering agricultural sector, Haiti has no choice but to look to the industrial sector if it is to raise the standard of living of its population.

This sector, whose real development may be said to have begun around the 1960s, has since 1970 recorded a fairly dynamic and sustained growth of 10 to 15 per cent annually. This growth has been due, essentially, to the Government's efforts in the institutional, man-power and legislative areas. Currently at 18 per cent the industrial sector's contribution to GNP is relatively small and well below that of the agricultural sector; however, it has great potential and the institutions directly involved in its development are being gradually strengthened

Among these institutions one should mention:

(a) The Ministry of Commerce and Industry

The task of the Ministry of Commerce and Industry, the principal agency with responsibility for the industrial sector, is the promotion of industrial development in general. Working through its specialized departments and offices (the Directorate of Industry, the Department of Industrial Promotion, the Industrial Inspectorate and the recently established National Investment Promotion Office), this Ministry guides and co-ordinates industrial activities by:

- Actively seeking viable investment projects of high development priority, and competent national or foreign entrepreneurs who may be interested in undertaking them; seeking also, either from the above-mentioned entrepreneurs or from any other suitable source, the necessary financial resources;
- Assisting and co-ordinating the activities of the different partners.

(b) The Ministry of Planning

The Ministry of Planning, formerly the National Council for Development and Planning (CONADEP), is responsible for co-ordinating the formulation and execution of national plans. It is also involved in a number of research projects and proposes solutions for problems encountered by the industrial sector.

(c) The Agricultural and Industrial Development Institute (IDAI)

IDAI, the country's only institution offering medium-term loans, prepares evaluations of all the projects it finances. The Institute also operates the Port-au-Prince industrial estate and manages a number of enterprises.

Problems and prospects for Haitian industry

The obstacles to industrial growth in Haiti are of different kinds:

(a) Problems relating to the country's economic infrastructure:

- Insufficient electric power;
- Lack of port and airstrip facilities, although significant efforts have been made to correct this deficiency (at Port-au-Prince);
- Inadequate water-management and other facilities;

(b) The absence of specialized management institutions or offices, complicating the establishment of complex enterprises with upstream and downstream effects;

(c) Problems in securing medium-term and long-term financing;

(d) The limited size of the domestic market.

Despite the efforts that have been made so far by the Government agencies concerned to bring about a dispersal of industry, Haitian industry continues to be highly concentrated in the Port-au-Prince metropolitan area. Apart from a few agro-industry enterprises (engaged in the processing of fruits and vegetables and the production of essential oils, matches, etc.) scattered throughout the country, 92 per cent of the industrial facilities are at Port-au-Prince.

Nevertheless, considering the country's material, human and institutional potential, the outlook is good. Haiti has a large pool of talented and relatively cheap manpower (the basic wage is between eight and ten gourdes a day). In addition, the country's industrial resources are undeveloped, particularly as regards agro-industries and non-metallic minerals. The non-metallic mineral resources that have been utilized so far have contributed to the development of the cement industry; other minerals, such as clay, marble, salt, building stones, lignite, etc., are still awaiting development.

Finally, the Haitian Government is engaged in a commendable effort to improve the country's power-generating capacity and modernize its institutions: establishment of the National Investment Promotion Office, provision of basic and specialized training for administrative personnel, organization of seminars for the managerial staff of existing enterprises.

Industrial production

Haitian industrial production is quite varied. In addition to such traditional products as sugar and sugar derivatives, sisal and rope, essential oils, cotton fabrics, leather and leather articles, mention should also be made of the import substitution and re-export industries which began to develop in the 1970s. The private sector has invested some 13 million gourdes in industrial development.

The substitution industries, established with a view to the gradual, cautious substitution of domestic products for imported products without endangering the country's public finances, involve some forty enterprises. These produce such articles as: edible oils, soaps and detergents, vinegar, fruit and vegetable juices and preserves, food pastes, biscuits, chocolate sweets, fabrics, paints, glues, plastic articles, matches, furniture, etc.

Although these enterprises turn out a wide range of products, they are nevertheless unable to satisfy local demand. Accordingly, in view of the importance of this activity to the national economy, the Government intends to step up agricultural production as a basis for the development of the substitution industries, while at the same time establishing the necessary infrastructure to support these industries.

The predominant characteristic of the country's industrialization process continues to be the promotion of enterprises producing consumer durables and the tendency of businessmen to invest in enterprises using imported raw materials - the so-called re-export industries. The explanation for this phenomenon lies in the limited domestic market. The approximately 150 enterprises operating on a subcontracting basis assemble a fairly wide range of products: clothing, electronic and electric components, leather articles, baseballs and softballs, etc. These products go almost exclusively to the United States market. 76 per cent of all industrial jobs are provided by these firms, which are Haitian in location only; the supporting industries are insignificant. These enterprises operate with cheap local labour and have only a few overhead expenses, such as rent, water, electricity and the like.

Legal aspects of industrial companies

Haitian law recognizes three kinds of companies:

- General partnerships;
- Limited partnerships;
- Limited companies (sociétés anonymes).

The first two types are associations of persons who, knowing each other well and desiring to work together, enter into a partnership for their mutual advantage. The third type is a joint-stock company.

Most of the enterprises currently in operation are limited companies, i.e. companies in which capital contributions are represented by freely negotiable securities, the bearer's liability being limited to the amount subscribed.

The main characteristics of limited companies are the following:

- The liability of all the partners, who may not be fewer than two in number, is limited to the amount of their share in the capital of the company;
- The capital is divided into shares, which are negotiable securities issued in return for a contribution in cash or in kind or when reserves or profits are added to the share capital.

Current legislation requires a minimum face value of five dollars for shares issued by limited companies. The law also sets the minimum share capital permitted for commercial limited companies at \$5,000 and for industrial limited companies at \$20,000.

Laws regarding new companies

In a general context which is highly favourable, the Government offers major incentives to all persons, Haitian or foreign, who invest in the country's economy.

Current Haitian laws are among the world's most liberal as regards the creation of a propitious climate for private investment - in particular as a result of the decrees of August 1960, March 1963 (amended on 8 October 1969) and, most recently, 9 May 1977, which deal, respectively, with new agricultural and industrial companies and the decentralization of the latter.

In all cases the principal incentive for the establishment of these enterprises lies in the considerable tax benefits for which they are eligible. This policy is evidence of the Haitian Government's determination to promote the country's economic and social development, recognizing the inevitability of this and the importance of encouraging the establishment of new agricultural and industrial enterprises in order to make maximum use of available man-power and stimulate the investment of domestic and foreign private capital.

Conclusion

It will be clear from the foregoing remarks that Haiti is still at the first stages of its industrial development and that, as in all developing countries, there are great investment opportunities. A considerable effort is in progress to strengthen the country's institutional structures with a view to effectively orienting the national industrial process, making available to the private sector industrial information and technical assistance services in the field of project identification, investment options and enterprise management. Public incentive measures are also planned to encourage the establishment of agro-industries, the creation of import-substitution enterprises using local resources, and the expansion of re-export industries employing labour-intensive technology.

Co-operation and assistance agreements between
Haiti and other developing countries

What the Haitian economy most lacks is the "industrial man" - that is, the technician, the organization and marketing specialist, the entrepreneur, the skilled worker, etc. - who, through his creativity and discipline, can provide the driving force for the industrial development effort. The basic idea behind the project proposals submitted is to increase the number of such men and women in the Haitian economy through co-operation between the ministries, institutions and public or private enterprises of the participating countries and their Haitian counterparts.

These project proposals may be regarded as providing a basis for the initiation of a dialogue between the representatives of Haitian industry and their opposite numbers in the countries taking part in the Solidarity Meeting. In most cases, initial consultations will already contribute towards a more precise formulation of the problems and alternatives involved. In preliminary consultations or - still more so - in negotiations, the tasks for joint action can be defined.

Another basic idea behind these proposals is to place experts with operational experience at the disposal of Haitian industry. These experts will remain in the country quite a long time so as to be able to work closely with their Haitian counterparts and, at the same time, to train them. Their assignments will take them all the way from the initial formulation of the project to its completion and start-up.

In order, therefore, to carry out the proposed projects, it will be necessary to establish close and flexible ties between Haitian agencies, institutions and enterprises and those of the interested countries participating in the Solidarity Meeting. Through their experts, who will remain in contact with their headquarters, these institutions and agencies will participate in the day-to-day work of seeking solutions to the development problems confronting Haiti. For their part, Haitian technical personnel will have an opportunity to upgrade their professional skills at the agencies and institutions of the assisting countries.

In the area of sectoral investment projects financial contributions are envisaged both from IDAI and from private and public industrial enterprises. IDAI is a public agency and the only institution in the country granting medium-term loans. Normally, the Haitian partner will request direct investment and/or suppliers' credits from the foreign partner. The financial terms of these co-operative arrangements are negotiable separately for each project.

Co-operation of this type will also bring advantages to the assisting countries. For those located far away it will provide an additional opportunity to establish professional, commercial or industrial relations with a Caribbean country, and to gain greater knowledge of the region and its substantial development potential. For the technical, economic and commercial specialists of the countries that take part in the Solidary Meeting, this form of co-operation and assistance will represent a challenge to use their skills in a human environment with a rich historic legacy currently in the throes of change.

III. SUMMARY OF STATEMENTS BY HEADS OF DELEGATIONS

The representative of the Ivory Coast, the first delegate to take the floor, described the evolution of his country, which had only started really to develop after it obtained independence in 1960. The stages of this experience included a first phase from 1960 to 1970 marked by the development of import-substitution industries. During the second stage, a new strategy had been adopted aimed at the processing of local raw materials (lumber and textiles) for export. The action was conducted on two fronts: in the domain of capital resources, the Government was directing its resources towards industrial investment; in the domain of human resources, the Government was training new industrial managers in order to promote the replacement of expatriate business managers by Ivory Coast nationals. The Government had also given special attention to small and medium-sized enterprises so that they would form a dense and diversified network to support and supplement the large industrial complexes. In conclusion, he reiterated that his Government was willing to make its modest contribution to the success of the Meeting in the spirit of the Buenos Aires Plan of Action.

The representative of Barbados expressed his satisfaction at being able to take part in the present Meeting and stressed that Haiti has been an example for the Barbadians and inspired them in their struggle for independence. Having no natural resources, owing to the small size of its territory, Barbados had focused its efforts on the development of its human resources. Thus the rate of literacy of the population had reached 98 per cent and tropical diseases had been practically eliminated. Demographic growth had been reduced to less than 1 per cent.

During the last few years Barbados had acquired great experience in the promotion of foreign investment, in the setting up and administration of industrial estates, and in sugar-cane technology. This policy had led to a growth in exports of manufactured products, which today exceeded exports of traditional products. Although it had no financial resources to offer, his Government was ready to receive Haitian personnel in order to give them training in industrial development and share with them its experience in various industrial technologies.

The representative of Mexico drew attention to the importance of contacts between the developing countries, which offered greater possibilities than those so far available in the framework of North/South relations with regard to joint development on the basis of mutual and shared interests. The similar nature of the problems and situations in the developing countries made possible complementarity and the use of specific forms of co-operation. His country had made considerable progress in the tourist industry, in the development of financial institutions for small-scale and medium-scale industry, and in methodologies for industrial and sectoral planning. He offered to forward to Mexican engineering firms a list of the specific projects proposed by Haiti; he stressed that the programmes that Haiti wished to implement must be analysed in greater detail, and that only when this analysis was done would one be able to decide on possible collaboration on the part of Mexico.

The representative of Argentina discussed the basic features of the historical and political relationships existing between the Latin American continent, his country and the Republic of Haiti in the context of the Solidarity Meeting. He stressed the need to tighten economic ties and intensify technical co-operation as the natural and continuous consequence of these socio-historical ties, according to the principles of mutual assistance and of reciprocity between countries at different levels of development. This implied a responsibility to share experience and to promote concrete programmes of action for the benefit of Haiti, taking into account the projects submitted.

The representative of the Dominican Republic said that the present Meeting was a stimulus to bilateral industrial and economic co-operation, which was of special interest to the Dominican Republic and Haiti, two neighbouring nations sharing the same island. He drew attention to the important experience acquired by his country in the mining of nickel, gold and bauxite, experience which had substantially transformed the economy of his country during the last decade. His country would submit, during the working sessions, projects concerning the administrative, financial and technical infrastructure and sectoral investment in fields in which it thought it could co-operate effectively with Haiti. The Meeting would

reinforce the spirit of the Co-operation Agreement signed recently by Presidents Guzman and Duvalier. The greatest advantage for co-operation between the two countries concerned was the fact that they were neighbours.

The representative of Brazil said that the Brazilian Government was laying special stress on technical co-operation between developing countries in order to stimulate a wider exchange of experience between them and a growing utilization by them of each other's goods and services. At the bilateral level, Brazil was trying to intensify its technical and economic co-operation programmes, which had been under way for several years, for the benefit of the African and Latin American countries. In the multilateral framework, it had taken an active part in the preparations for the Buenos Aires Conference in August/September 1978, and worked for greater involvement on the part of the United Nations development system in the implementation of the objectives established by the Conference, which were summarized in the recommendations of the Buenos Aires Plan of Action. For the Port-au-Prince Meeting, convened to co-ordinate the technical and financial co-operation of the developing countries in the preparation and execution of industrial projects for Haiti's benefit, the Brazilian Government had already selected some projects of which details would be given during the working sessions.

The representative of Venezuela began by thanking the Government and people of Haiti for the warm welcome and hospitality they had extended to the participants. He also thanked the other countries represented at the Meeting for joining in the international solidarity effort represented by this Meeting organized by UNILC.

Venezuela was participating in the Meeting in order to:

- Renew the Latin American solidarity so often proclaimed at various international gatherings;
- Demonstrate by concrete action Venezuela's readiness to seek realistic solutions to the basic problems facing Haiti, in order to guarantee international social justice and promote the new international economic order which provided the inspiration for Venezuela's foreign policy.

Finally, Venezuela wished, by its presence, to convey to the Haitian people the desire of the people and Government of Venezuela to join with other countries in efforts to promote in Haiti a sustained, harmonious development process which would guarantee employment, health and well-being in this country which Simon Bolivar loved so much. With regard to the concrete proposals submitted by the Haitian Government in the working document, he thought that a careful study during the coming days of each of the projects would make it possible clearly to identify the possibilities for assistance and co-operation by his country as a contribution to the international community's effort.

The representative of Peru brought greetings from the Minister whom he was representing. He stressed that the industrial development of his country had passed through two well-defined stages: the strategy during the first stage had been based on import-substitution, involving excessive and indiscriminate protection of domestic industry; the second stage had been characterized by a dynamic policy of encouragements for the promotion of exports of non-traditional products, making it possible to increase the inflow of foreign exchange considerably in a very short time. That had helped to alleviate the critical situation of the manufacturing sector resulting from the internal recession in his country.

Among other factors, technological dependence and excessive centralization had constituted two serious problems which had required great attention from his Government. The latter had promulgated a new industrial decentralization law which included facilities in regard to the industrial infrastructure. For this purpose, the establishment of industrial estates was being accelerated; in that connexion, the State enterprise Industrias del Peru was offering its co-operation with a view to the development of the project submitted by the Haitian Government. The Institute of Technological Research and Technical Standards was also offering to make available its more than twenty years' experience for the project for a quality-control and standards laboratory and for the project concerning the use of solar energy.

The representative of Senegal said that the success of the Meeting would rest on three principal foundations: the solidarity of the third world countries, horizontal co-operation (as against North-South co-operation) and the spirit of the Lima and Buenos Aires Conferences. He described the experience of his country in industrial development, which had been oriented towards the utilization of natural resources, as well as geographical decentralization on the basis of poles of integrated development. An attempt was being made to resolve the problems of employment, the infrastructure and excessive imports. Senegal was participating in the Solidarity Meeting out of fidelity to the spirit of the Lima and Buenos Aires Conferences, to which it hoped to give specific content in the context of co-operation between Haiti and Senegal.

The possibilities for co-operation that he mentioned included:

- The promotion of small and medium-sized enterprises;
- The establishment of the proposed export free zone;
- The establishment of the proposed ship-repair centre.

The representative of Colombia drew attention to the growing protectionism in European countries and the United States of America, aimed at slowing down the flow of goods from the developing countries to these markets. As a result, the horizontal ties between the developing countries must be strengthened. He made a brief analysis of the inadequacy of maritime communications between the Caribbean countries, particularly Haiti, and the other countries of Central America, Mexico and, more especially, South America. He mentioned Haiti's energy problem, citing two proposed projects in that connexion - those relating to the use of straw briquettes and of absolute alcohol for fuel - indicating that Brazil had particular experience with regard to the latter fuel. He specifically offered exports of coal to Haiti within three years (the time needed to create the Colombian port infrastructure for exports) in order to help improve the energy situation in Haiti if that country requested it; use could also be made of Colombia's experience in the financing of small-scale and medium-scale industry through the Corporacion Financiera Popular, and the experience of the Technical Standards Institute, whose function was to control the quality of products of immediate importance for human life.

It was not recommended to establish a universal quality control and standardization system, covering all products without distinction; it was better to establish selective systems for the control of key products.

He also offered the experience acquired in the development of industrial estates and, finally, co-operation in the field of methodology, legislation and management in regard to free zones, indicating that there were several such zones in Colombia, including one in Cartagena which was operating particularly well. He took advantage of the opportunity to stress that the legislative systems and regulations governing free zones must be elaborated with great care.

IV. BILATERAL DISCUSSIONS ON PROJECT PROPOSALS

A series of informal bilateral meetings between the various delegations and the representatives of the Government of Haiti and of Haitian industry were organized. UNIDO staff members also participated in these meetings, which gave each delegation an opportunity to seek clarification, if necessary, on details of the project proposals, to offer concise information on the relevant experience and capability of its country and, finally, to express interest in specific projects and indicate the form and conditions of the co-operation envisaged. A summary of these discussions will be found in this chapter.

Before the opening of the bilateral negotiations, the President of the Meeting, Mr. Bauduy, said that after the statements made by the delegates he did not think it was necessary to spend long on a further analysis of the problems involved in the rapid industrialization of the Haitian economy. The document, distributed earlier, which was to be used as the basis of discussions enumerated the following obstacles to Haiti's industrial expansion:

- Problems relating to the country's economic infrastructure;
- The absence of specialized management institutions or offices, making difficult the establishment of complex enterprises with upstream and downstream effects;
- The difficulty of securing medium-term and long-term financing;
- The limited size of the domestic market.

The concentration of Haitian industry in the Port-au-Prince metropolitan area constituted another weakness. While it was not the aim of all the projects submitted in the working document to remove the obstacles he had mentioned entirely, it was nevertheless hoped that they would go some way to correct the weaknesses in question. The projects presented in the document were the concern of certain ministerial departments, governmental institutions of an economic and financial character and private industrialists - in fact of all those entities responsible for taking decisions which would affect the industrial future of the country.

He concluded by saying that it was on the basis of these three major groups of projects that the working groups could analyse the various projects in detail, bearing in mind that the participating countries seemed to be settled on projects that interested them.

Record of discussions between the delegations
of Haiti and Argentina

In the spirit of the Solidarity Meeting, and in line with the recommendations contained in conference paper No. 1, the possibilities for technical assistance from Argentina were examined. After giving an account of the economic and industrial development of his country and the valuable experience it had acquired in various industrial sectors, the Argentine Minister expressed his support for this type of meeting aimed at helping the less developed countries. On behalf of his Government, he spoke of possibilities for the training of Haitian personnel in Argentina. He did not specify in what field such training could be provided.

It was suggested that the Government of Haiti, bearing in mind the institutions existing in Argentina, should identify the fields of training which were of interest to it and inform the Argentine Government. The Argentine delegation also offered one-year scholarships for Haitian personnel. The field to be covered by these scholarships would be indicated later. It was agreed that the Haitian Government would write to the Argentine authorities about these two offers. The financial arrangements relating to the two offers, including the question of travel expenses, would be considered by the Argentine Government. Other possibilities for co-operation were also discussed. The Argentine Government could co-operate in the setting up of infrastructure facilities (turnkey projects). The details and specifications would be examined by the two parties later. Argentina offered to embark on negotiations on a basis which would ensure great flexibility in the consideration of details. It was suggested that a delegation from Haiti might visit Argentina to exchange views on the various project proposals submitted by Haiti.

Record of discussions between the delegations
of Barbados and Haiti

On the basis of the working document, the representative of Barbados and the representatives of the Government of Haiti drew up the project entitled "Study/training tour on industrial development promotion". They agreed to submit it for the consideration and approval of their respective Governments.

This project will not be implemented until after April 1980. Its purpose is to expose members of the Haitian National Office for Investment Promotion (ONAPI) to various aspects of industrial development promotion relating to:

- Investment promotion
- Industrial estate management
- Development financing
- Small-scale industry development
- Management and productivity training

The duration of the project will be from two to three weeks. There should be two participants at the senior professional level in the field of investment promotion. The participants should have a working knowledge of English.

The budget will be approximately \$4,000, to be provided by the Government of Barbados, for: two round-trip tickets Port-au-Prince/ Bridgetown/Port-au-Prince; hotel accommodation and board; transportation; miscellaneous expenses.

Arrangements for the implementation of the project will be made by the Governments of Barbados and Haiti.

The representative of Barbados and the representatives of Haiti indicated that the above-mentioned programme was in accordance with the objectives of the Haitian Government as set out in part three of document UNIDO/EX.90 under the following items:

- 1.1. Strengthening of institutions concerned with industrial policy, planning and programming;

- 1.2. Small-scale industry promotion service;
- 1.4. Association of Haitian industrialists;
- 1.5. The "International Solidarity" industrial estate;
- 1.6. Establishment of an export free zone at Port-au-Prince;
- 1.7. Development finance company;
- 1.8. National quality-control and standards laboratory;
- 1.9. Development of building standards.

Record of discussions between the delegations
of Benin and Haiti

The representative of Benin congratulated the Government of Haiti for having initiated this form of horizontal co-operation. It was time to promote South-South co-operation between developing countries which showed similarities in various fields. The Government of Benin had studied the proposed projects in the working document with great interest. At the current stage of its industrial development it would not be possible for his country to offer technical and/or financial assistance to Haiti, as Benin was facing the same problems as Haiti and had just as great a need for material resources to wage the battle for development. However, Benin was ready in principle to share with Haiti its modest experience and the results obtained in the following areas:

Textile industry: training for Haitian technicians in textile factories in Benin, or a visit by them to these factories;

Animal products: a visit by Haitian technicians and an exchange of information concerning the slaughter-house set up in the framework of the Economic Community for Cattle and Meat (CEBV) of the Council of the Entente.

The delegation of Benin promised to ensure that conditions were created under which the Haitian technicians could be received by the production units. However, it did not have the necessary authority to commit itself to the financing of this exchange.

The Haitian delegation expressed an interest in an exchange of information on the cassava flour and yam flake projects, still at the study stage. The delegation of Benin promised to transmit this request to its Government.

Outside the Meeting, the office of the Minister of Commerce and Industry expressed interest in receiving certain documents from Benin in order to obtain an idea of the administrative structure of the Beninese Ministry of Industry and Crafts. The documents concerned were texts outlining the organizational structure of the Ministry, a text containing the investment code and the publication L'industrie béninoise.

The Beninese delegation promised to pass on this request to its Government for action.

Record of discussions between the delegations
of Brazil and Haiti

After discussions and preliminary exchanges of view on the working document, the following projects were discussed:

2.9. Production of absolute alcohol for fuel

The delegation of Haiti explained that it was intended to set up small-scale installations for absolute alcohol production based on experience with a pilot plant; the small property structure in some of the cane production sectors would also be taken into account. It was intended to restructure the programme in the light of certain technological problems encountered and the high costs: the following technical assistance would consequently be needed:

- An exchange of visits between Haitian and Brazilian officials and technicians;
- An expert in programming;
- An expert in feasibility studies;
- Experts for the design of the pilot plant;
- Equipment for the pilot plant;
- Technical and management training.

With regard to this project, the Brazilian delegation was informed that officials of IDAI would shortly be visiting Brazil. The representative of Brazil suggested that they might avail themselves of this opportunity to discuss the assistance required in greater depth; they should also bring with them the preliminary study prepared by Haiti on this subject.

The representative of Brazil offered to put the Haitian mission in touch with the Brazilian authorities and institutes concerned.

The available reports would be passed on to the Brazilian representatives.

3.1. Expansion and diversification of production of the Aciérie d'Haïti

The Haitian representative from the Aciérie d'Haïti explained that the electric arc furnace needed to be put back into operation urgently and that the capacity of the rolling mills and the wire-drawing facilities would be increased substantially. The problems relating to power requirements would have to be solved in order to avoid bottlenecks. The Aciérie d'Haïti had received two offers for its expansion programme. In view of that situation, the following technical assistance was needed:

- One expert production engineer specializing in foundry activities;
- One expert process engineer specializing in rolling;
- One expert in the evaluation of proposals and selection of technology;
- One expert in power supply for steel mills;
- One expert in wire production;
- A joint venture;
- A long-term loan.

The Haitian representative said that favourable consideration would be given to the possibility of equity participation by a Brazilian firm, to the extent of up to 49 per cent of the capital. It was decided that a list of equipment needed would be made available to the Brazilian delegation as soon as possible so that the project could be submitted to the government authorities and private firms concerned.

3.2. Establishment of a new foundry

The Haitian delegation indicated that it had received two offers for the expansion of the capacity of the existing foundry, and that the Haitian Government was receiving technical assistance from UNIDO at the present time for a feasibility study and the subsequent technology evaluation. In this connexion, the following technical assistance was requested:

- An expert in the marketing of grey castings and steel castings;
- A joint venture.

The Brazilian delegation indicated that, when the UNIDO feasibility study and the technical evaluation were completed, they would be very interested in obtaining the results as well as the lists of equipment needed in order to transmit this information to interested enterprises and government authorities for their consideration.

3.3. Establishment of a ship-repair centre at Port-au-Prince

The Haitian representatives described the facilities for the maintenance and repair of small boats existing in the country, stressing the considerable problems involved in maintaining the fleet and the necessity of increasing cargo and fishing tonnage. There was an urgent need to assess the requirements for the construction and maintenance of small boats. For that purpose the following assistance was requested:

- One expert in boat construction;
- One expert in dry-dock design and construction;
- One expert in techniques of under-water welding;
- Training in dry-dock maintenance.

The Brazilian delegation said that it was not in possession of the necessary specific information to be able to make an immediate proposal. However, it offered to submit the project to the firms and government authorities concerned for their consideration. For this purpose the delegation suggested an exchange of visits between officials of the Haitian National Port Authority (APN) and corresponding Brazilian officials.

3.5. Stock-breeding/slaughter-house/processed pork products manufacture at Les Cayes

The representatives of Haiti indicated that a pre-feasibility study had been carried out five years ago. It included a basic list of equipment which required updating before the project could be implemented. For that purpose, the following technical assistance was requested:

- One expert in feasibility studies;
- One expert in equipment selection;
- One expert in project preparation;
- On-the-job training for project supervision;
- A joint venture.

They observed that the project was closely related to stock-breeding programmes.

The Brazilian representatives expressed their interest and offered to present the project to the authorities concerned; they requested that the study prepared and the equipment list should be made available to them to advance the consideration of the project.

3.7. Manufacture of cassava flour for use in bread

The Haitian representatives indicated that they had assembled technical information and carried out preliminary trials in flour production. They required the following assistance:

- One industrial economist;
- One expert in project preparation;
- One expert in production management;
- Training in management;
- Fellowships in process, maintenance and plant engineering.

The Brazilian delegation suggested that the IDAI staff who were shortly going on a mission to Brazil should also establish contact with sources of financing, such as the Banco de Brazil, in conjunction with such visits as might be arranged with firms possessing the required technology and the government institutions involved in providing complementary assistance.

3.10. Plant for the blending and bagging of chemical fertilizers and

3.11. Establishment of a pesticide-formulation plant

The delegation of Haiti opted to combine these two projects in its presentation, in view of the similar problems involved. Little use was made of fertilizers in Haiti and it was intended considerably to expand the blending and bagging of these products with a view to increased supply and productivity in the agricultural sector. The same strategy would be applied to increase the supply of pesticides which were being imported. In this respect, a first stage involving bulk warehousing was envisaged, followed by a second stage involving formulation-bagging. Both projects were linked with high-priority programmes in agriculture. The following assistance was therefore requested:

- One expert in programming;
- One expert in feasibility study preparation;
- One expert in marketing;
- A joint venture;
- Financing for equipment and the initial constitution of stocks.

The Brazilian delegation responded favourably and said that it would transmit the project to the Brazilian Government for its consideration. The representative of UNIDO recommended that the fellowships requested by the Haitian delegation which dealt with agricultural extension services, research and other related activities should be referred to FAO for advice. The Brazilian delegation agreed that the agricultural aspects of the project were essential for its evaluation.

Record of discussions between the delegations
of Colombia and Haiti

In a spirit of solidarity and with reference to conference paper No. 1 and the working document, UNIDO/EX.90, the Colombian Minister of Economic Development outlined some aspects of the economic development of his country. He referred to Colombia's economic experience, some of it encouraging and some of it frustrating, and suggested that it could be of value in the consideration of the project proposals submitted by the Haitian Government.

The Haitian representatives exchanged views with the Minister on some matters of general interest in connexion with the projects, in order to define the area of possible financial and technical co-operation.

After this exchange of views, the Colombian Minister offered the Government of Haiti the experience of his country in the following fields:

- 1.5. The "International Solidarity" industrial estate
- 1.6. Establishment of an export free zone at Port-au-Prince
- 1.8. National quality-control and standards laboratory
- 2.2. Energy of organic origin (biogas)
- 2.8. Creation of a production unit for fibro-cement building elements
- 3.6. Establishment of a textile complex

The Colombian Minister said that Haiti could also benefit from the experience of the fishery companies in his country based on mixed capital.

In addition, he said that his Government had decided to offer Haiti credit on very favourable terms for the purchase of Colombian materials and products for Haitian manufacturing industry under competitive conditions. This financing would be provided by the Ministries of Economic Development, Industry and Commerce. It would be channelled through the banks of the two countries.

The Haitian representatives submitted the following requests for technical assistance to the Colombian delegation:

- 3.6. Establishment of a textile complex
 - An expert on textile production;
 - Civil engineering services;
 - Training of workers, technicians and engineers.
- 1.6. Establishment of a free zone and an industrial estate for export purposes at Port-au-Prince
 - Information on organizations;
 - Information on legislation;
 - Information on layout, construction and administration.

1.8. National quality-control and standards laboratory

- An expert on standardization and quality control;
- An expert on the design and setting up of laboratories for physical and chemical research;
- Training of administrative and laboratory personnel.

2.8. Creation of a production unit for fibro-cement building elements

- An expert on the study of markets for fibro-cement construction materials;
- An expert on the design of a fibro-cement plant;
- Training of executive personnel at the managerial level.

With regard to the project for a textile complex, the representative of Haiti thought that technical co-operation could be established with a Colombian firm. The operating modalities could be agreed upon by the two parties later.

The Colombian Minister thought that, if the assistance and technical co-operation were to be effective and answer to the needs, it would be best to proceed step by step in order to guarantee solid and positive results. He invited the Haitian representatives to visit Colombia to study the operations of the six free zones there, especially the one in Cartagena. Another exploratory mission could be sent to the industrial centre at Medellin, and to the Standards and Quality Control Institute. The round-trip fares and subsistence expenses for these missions would be taken care of by the Government of Colombia.

Since the Colombian Government did not invest directly, it would offer its help to publicize the investment projects and the investment code covering foreign investment in Haiti through the Colombian National Association of Industrialists (ANDI) and the chambers of commerce, in order to seek to involve the private sector. He was sure that the response of some Colombian firms would be positive, in view of the favourable conditions offered by Haiti and the traditional ties linking the two countries.

The Colombian delegation recalled that the two countries had already signed an agreement on cultural, technical and scientific co-operation aimed at facilitating mutual assistance between them, and referring in particular to possible assistance from the National Vocational Training Service (SENA) in the form of specific programmes for training Haitian personnel in a short time. The Colombian delegation emphasized this agreement in order to stress his country's potential for broad technical co-operation.

The Minister said that, to enable concrete results to be achieved as soon as possible, he had been in touch with the Colombian diplomatic mission so that the necessary contacts could be established not only with the local authorities but also with UNIDO.

Record of discussions between the delegations
of the Dominican Republic and Haiti

The bilateral discussions between the Dominican Republic and Haiti took place at ministerial level.

The Dominican Minister of Industry expressed his satisfaction at having the opportunity, thanks to the Solidarity Meeting, to establish a direct dialogue with his Haitian counterpart for the first time and to discuss with him a few problems existing between the two countries. The two ministers then reviewed the fields in which co-operation could be developed in a beneficial way for the two countries.

Among the projects of possible interest to Haiti the Minister mentioned the mining of gold in the Dominican Republic. He invited a group of Haitian technicians to visit the Dominican mining company in order to profit from Dominican experience in gold mining. He also offered his co-operation in the implementation of the following Haitian projects:

Administrative, financial and technical infrastructure projects

1.4. Association of Haitian industrialists

- With the participation of the National Association of Industries of the Dominican Republic

1.8. National quality-control and standards laboratory

- With the participation of the Directorate-General for Standards and Quality Systems and the Dominican Institute of Industrial Technology (INDOTEC).

Introduction and adaptation of new techniques

2.7. Production of cement tiles

2.8. Creation of a production unit for fibro-cement building elements

2.10. Technical assistance for the recently established marble works

Sectoral investment projects

3.1. Expansion and diversification of the production of the Aciérie d'Haïti

3.4. Expansion and diversification of a small-scale enterprise producing furniture and lighting fixtures

3.5. Stock-breeding/slaughter-house/processed pork products manufacture at Les Cayes

3.9. Establishment of salt refineries

3.10. Plant for the blending and bagging of chemical fertilizers

The Dominican Minister mentioned the potential partners in his country for co-operation in the implementation of these projects:

Main national associations of business managers

- National Association of Industries of the Dominican Republic
- Herrera Association of Industrial Enterprises
- National Council of Businessmen
- Santiago Association of Industries

National standards and quality control offices

- Directorate-General for Standards and Quality Systems, an autonomous State agency, attached to the Secretariat of State for Industry and Commerce
- The Dominican Institute of Industrial Technology, an agency set up by the Central Bank of the Dominican Republic

Local producer of fibro-cement building elements

- Industria de Asbesto Cemento, C por A, a private enterprise making asbestos-cement sheets, pipes and other products in various models and sizes

Local marble industry

- La Marmolería Nacional, a State enterprise, belonging to the State Enterprises Corporation (CORDE)
- Marmolite, C por A, Astilleros Santo Domingo S.A., private enterprises

Cement slabs industry

- Baldosa de Cemento, C por A, Tavares Industrial, C por A, Paliza, C por A, Hoyo de Lima Industrial, C por A: the main national enterprises producing cement, aggregates and related products

Steel

- Metales Dominicanos, C por A (METALDOM), Aceros Dominicanos S.A., Industria de Acero Inoxidable S.A. (INOXIDA): major private enterprises making sections, bars, tanks, steel structures, etc.

Furniture

- Josue, C por A, Muebles Sabina Remy, C por A, Vulcano, C por A, Imperio del Mueble, C por A

Sausages

- Compañía Industrial Lechera, C por A (Sosua), El Torito Dominicano, C por A, Fabrica de Embutidos Induveca, S.A.

Salt refineries

- Refinería de Sal, State enterprise, belonging to CORDE
- Industria de Sal Dominicana, S.A., private enterprise

Chemical fertilizers

- Fertilizantes Quimicos Dominicanos, C por A, Fertilizantes de Santo Domingo, C por A

Record of discussions between the delegations of
the Ivory Coast and Haiti

The Ivory Coast delegation said that its Government was highly appreciative of the approach adopted by UNIDO in organizing the Solidarity Meetings. The Government of the Ivory Coast was ready to give Haiti all the help it could within the limits of its possibilities, and to share its experience and the results it had obtained. The suggested projects had been studied carefully and the sectors that the Ivory Coast might be interested in had been identified. The two main projects of interest were the following:

1.2. Small-scale industry promotion service

Component offered: scholarships for the training of Haitian personnel

1.8. National quality-control and standards laboratory

The Ivory Coast would be happy to receive a Haitian study group at its expense. It was suggested that this offer should remain as flexible as possible so that the Haitian officials could first inform the Ivory Coast officials in detail of the matters interesting them. As for the length of the stay, the Ivory Coast suggested two months and the Haitian delegation asked whether a longer period could be envisaged. The Ivory Coast delegation promised to forward that request to its Government.

The Ivory Coast delegation stressed that it would fully support the idea of establishing an "International Solidarity" industrial estate and would make a report to its Government on this matter.

Record of discussions between the delegations of
Mexico and Haiti

In an introductory statement, Mr. Okumu defined the concept and the objectives of the Solidarity Meeting. He hoped that the Mexican Government would make specific proposals, particularly for assistance in grant form.

In his statement, the representative of Mexico described the economic policy of his country, which was based on planning. With regard to the Haitian projects submitted at the Meeting, they would be examined by the competent authorities of his country, which would concentrate on those that

were technically and economically feasible. However, the Haitian Government should indicate priorities, and the projects for which it would like Mexican co-operation. This co-operation would focus primarily on pre-investment studies and the transfer of technology.

The Haitian delegation then submitted the following projects for the consideration of the Mexican representative:

2.6. Utilization of vetiver wastes

This project is concerned with the utilization of the residue obtained from the distillation of vetiver (cuscus) in the production of agglomerated panels for the purposes of a low-cost housing programme in Haiti. Since Mexico does not have any vetiver, it cannot help in the preparation of a pre-feasibility study for this project. However, after the laboratory tests have been carried out, it will be possible to give Haiti access to the technology for producing agglomerated panels. For this project it was recommended that UNIDO should study the possibility of conducting laboratory tests. The Haitian Government would have to submit a request to the UNDP office at Port-au-Prince to obtain the help of UNIDO for this project.

3.3. Establishment of a ship-repair centre

Mexico has four shipyards on the West Coast. The Mexican representative proposed that a Haitian official should be sent to visit the shipyards and to study with the Mexicans the possibility of Haiti starting a similar project. This study mission would assist Haiti in avoiding the errors made by other countries.

Manufacture of pharmaceutical products using Haitian medicinal plants

This project does not appear in the working document. The Haitian delegation spoke in detail of the investigations conducted in this area and made documentation on the subject available to the Mexican representative. The latter promised to transmit the documents to two Mexican agencies specializing in this field, and to pass on the views of those agencies. The exchange of information about the manufacture of medicinal products will allow Haiti to enter a field in which transnational corporations enjoy a de facto monopoly, thus preventing the development of a pharmaceutical industry in the third world countries.

Record of discussions between the delegations of
Peru and Haiti

In his introductory statement the representative of Peru described in broad terms some of the industrial sectors in which his country had achieved good results (engineering, ship-building and ship repair, fertilizer industry): he then indicated the specific areas in which technical assistance was offered to Haiti:

1.5. Industrial estates

1.8. National quality control and standards laboratories

2.1. Use of solar energy (and wind energy)

He made special reference to the Institute of Industrial Technological Research and Technical Standards and to the Institute of Industrias del Perú. Both institutions had specified in writing the scope and conditions of the technical assistance provided by them.

3.3. Establishment of a ship-repair centre at Port-au-Prince

Certain Peruvian ship-building companies, both private and public enterprises, might be interested in co-operating. It would depend, inter alia, on the types of ships to be repaired.

The representative of Peru emphasized the genuine desire of his Government to co-operate with Haiti in its industrial and technological development and invited the Haitian delegation to approach the Peruvian Government through diplomatic channels (e.g. the Foreign Ministry), clearly specifying the assistance required, not only regarding the projects discussed but also with regard to any other projects of interest to Haiti.

Record of discussions between the delegations of
Senegal and Haiti

The delegate proposed that Senegal should co-operate with the Haitian Government in the following three areas: agricultural equipment, protein-rich food, and the National Investment Promotion Office (ONAPI).

Agricultural equipment

IDAI has already made contact with the Société industrielle sénégalaise de constructions mécaniques et de matériels agricoles (SISCOMA), a Senegalese company manufacturing various items of agricultural equipment. In addition, a study carried out by a UNIDO expert has made it possible to draw up a project in two stages:

- Testing and adaptation of the agricultural equipment to be produced
- Local manufacturer of the agricultural equipment

SISCOMA is being asked to supply the prototypes to be tested in the field. The purchase of the equipment will be taken care of under a project financed by UNDP. In addition, Senegal will share with Haiti its experience in the field of technology transfer (production licences) and will supply all the relevant documentation. The Senegalese representative also promised to study with SISCOMA the possibility for a Haitian professional to be given training with the company. However, it will be necessary to find another source of financing to cover the travel expenses of the Haitian trainee.

Protein-rich foods

The general manager of the Minoterie d'Haiti plans to introduce on the market in Haiti a new protein-rich food within reach of the most modest purses and made from raw materials available locally (maize, millet, etc.).

The Senegalese representative said that his country had a Research Office for Food and Nutrition (ORANA) in operation with some 15 years' experience in this field. A Haitian mission could go to Senegal to study this activity on the spot.

National Investment Promotion Office (ONAPI)

The representative of ONAPI wished to establish contact with the Senegalese National Society for Industrial Studies and Promotion (SONEPI) in order to profit from the latter's experience in the preparation of small and medium-sized projects. SONEPI could transmit the studies on projects already implemented; these studies could be examined and adapted to conditions in Haiti by ONAPI.

Record of discussions between the delegations of
Venezuela and Haiti

After preliminary discussions and exchanges of views on the working document and on Haiti's industrial strategy, with particular reference to industrial planning, the representative of Venezuela expressed the desire of his Government to offer its co-operation in the implementation of three projects selected from the working document:

- 1.4. Association of Haitian industrialists
- 1.5. The "International Solidarity" industrial estate
- 1.6. Establishment of an export free zone at Port-au-Prince

The Venezuelan representative also expressed his readiness to ask his Government to take into consideration the possibility of offering assistance in the following projects:

- 1.7. Development finance company
- 1.8. National quality-control and standards laboratory
- 2.2. Energy of organic origin (biogas)
- 2.10. Technical assistance for the recently established marble works
- 2.11. Development of the use of fibreglass in industry
- 3.1. Expansion and diversification of the production of the Aciérie d'Haïti
- 3.2. Establishment of a new foundry
- 3.4. Expansion and diversification of a small-scale enterprise producing furniture and lighting fixtures
- 3.5. Stock-breeding/slaughter-house/processed pork products manufacture at Les Cayes
- 3.9. Establishment of salt refineries
- 3.10. Plant for the blending and bagging of chemical fertilizers

The delegation also asked for details on the results of the agreement signed on 31 January 1974 between Haiti and Venezuela.

V. CLOSING SESSION

In his statement at the closure of the Solidarity Meeting, Mr. Khane, Executive Director of UNIDO, thanked the Haitian Government and people for their efforts in organizing the Meeting. He expressed his admiration for Haiti, which he was visiting for the first time, and stressed the traditions and qualities of the country and its people and the historic role of Haiti in the area. He thanked the representatives of the countries participating in the Meeting and said that the gesture of solidarity by their respective Governments was a further step towards the achievement of the new international economic order. UNIDO would remain at the disposal of Haiti and of the countries participating in the Meeting and would make its modest financial contribution towards helping them to reach the objective set by the Meeting. He stressed that the contribution of UNIDO was a part of the universal effort of the United Nations to assist third world countries in reaching their development targets. He thanked the Resident Representative of the United Nations Development Programme for the active part taken by UNDP in the organization of the Meeting. He also thanked the representatives of the World Bank and the Organization of American States, who had shown by their presence the interest they took in the UNIDO programme for co-operation among developing countries.

In his address at the closure of the Meeting, Mr. Berret, Minister of Planning of Haiti, thanked Mr. Khane warmly for UNIDO's work in preparing and organizing the Meeting. He expressed his gratitude to the delegates for the efforts made by their Governments to help Haiti in its economic revolution under the leadership of its President. He thanked delegates for the technical assistance and investment projects they had selected with a view to promoting co-operation with Haiti. Their efforts would not be in vain. Transcending differences in outlook, the willingness of the countries participating in the Meeting to promote the real integration of Haiti in the great Caribbean, Latin American and African family was one of the great proofs of solidarity shown at the Meeting. In conclusion, he was convinced that the Solidarity Meeting would enable the Haitian Government to reach the ambitious economic and social objectives which it had set itself.

Annex I

LIST OF PARTICIPANTS

ARGENTINA

Mr. Pablo BENEDIT
Secretary of State for Industrial Development

Mr. Jorge A. GIRALDES
Ambassador of Argentina to Haiti

Mr. Juan Ruben LACO
First Secretary
Argentine Embassy in Haiti

BARBADOS

Mr. R. CHASE
Director-General
Industrial Development Corporation

BENIN^{1/}

Mr. Bouraima WASSI
Chief, Projects Service
Ministry of Industry and Crafts

BRAZIL

Mr. Mauro da Costa LOBO
Chargé d'Affaires a.i.
Brazilian Embassy in Haiti

Mr. Sergio Luiz BEZERRA CAVALCANTI
First Secretary
Technical Co-operation Division
Ministry of Foreign Affairs

^{1/} Participation in bilateral discussions only.

COLOMBIA

Mr. Gilberto ECHEVERRI MEJIA
Minister of Economic Development

Mr. Lacides MORENO BLANCO
Ambassador of Colombia to Haiti

Mr. Alvaro PARIS PARIS
First Secretary
Colombian Embassy in Haiti

DOMINICAN REPUBLIC

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Annex II

AREAS OF ASSISTANCE AND CO-OPERATION DISCUSSED, BY COUNTRY

Country	Project title	Supply of equipment and machinery	Expertise, engineering, exchange of information	Feasibility studies	Training	Form of co-operation	Action envisaged
Argentina	Various projects to be specified later					Not specified	Haitian Government requested to submit proposals to Argentine Government and negotiate.
Barbados	Study/training tour in industrial development promotion						Implementation after April 1980.
Benin	Training for Haitian technicians at textile factories, or a visit by them to these factories					Details not finalized	Government of Benin will indicate conditions of visit later.
	Visit and exchange of information on slaughter-houses					Details not finalized	Government of Benin will indicate conditions of visit later.
	Exchange of information on administrative structure of the Ministry of Industry and Crafts, investment code and publication on production of cassava flour and yam flakes					Exchange of information	Representative of Benin will submit these suggestions to his Government.

Country	Project title	Supply of equipment and machinery	Expertise, engineering, exchange of information	Feasibility studies	Training	Form of co-operation	Action envisaged
Brazil	2.9. Production of absolute alcohol for fuel	Equipment for the pilot plant	Exchange of visits 1 expert/programming 1 expert/feasibility studies 1 expert/design of a pilot plant				Brazilian delegation offered to establish contacts between Haitian promoter and Brazilian authorities/organizations concerned. Haitian promoter, IDAI, to visit Brazil soon.
	3.1. Expansion and diversification of production of the Acierie d'Haiti		1 expert/production engineer 1 expert/process engineering (rolling) 1 expert/evaluation of offers, selection of technology 1 expert/power supply 1 expert/wire production			Capital participation, joint venture, long-term financing	Haitian promoter will submit list of equipment required, then project will be submitted to authorities and private firms.
	3.2. Establishment of a new foundry		1 expert/marketing of grey and steel castings			Joint venture, supplier credit	Feasibility study now under preparation by UNIDO expert + list of equipment required will be submitted for transmission to Government authorities and industry in Brazil.
	3.3. Establishment of a ship-repair centre at Port-au-Prince		1 expert/boat construction 1 expert/dry dock design and construction 1 expert/underwater welding		Training in dry dock maintenance		Brazilian delegation will submit request to authorities and industry in Brazil.
	3.5. Stock-breeding/slaughter-house/processed pork products manufactured at Les Cayes		1 expert/feasibility studies 1 expert/equipment selection 1 expert/project engineering		On-the-job training for project supervision	Joint venture	Brazilian delegation will submit the project to firms and authorities concerned. Haitian promoter to submit study and equipment list.

Country	Project title	Supply of equipment and machinery	Expertise, engineering, exchange of information	Feasibility studies	Training	Form of co-operation	Action envisaged
Brazil (cont'd)	3.7. Manufacture of cassava flour for use in bread		1 Ind. economist 1 expert/project engineering 1 expert/production management 1 expert/management questions		Training in management, fellowships in process, maintenance and plant engineering		Reports available will be submitted to Brazilian representatives, officials of IDAI will pay visit to Brazil.
	3.10 and 3.11. Plant for the blending and bagging of chemical fertilizers; and establishment of a pesticide formulation plant		1 expert/ programming 1 expert/feasibility study 1 expert/marketing			Joint venture, financing for equipment and initial build-up of stocks	Brazilian delegation responded favourably and will submit projects to the Government for consideration.
Colombia	1.6. Establishment of an export free zone at Port-au-Prince		1 expert/free zones		Study tour to the 6 free zones operating	Financed by the Colombian Government	
	1.8. National quality-control and standards laboratory		1 expert/standardization and quality control 1 expert/design and setting up of laboratories, physical and chemical tests		Training of laboratory and management personnel; visits to Standards and Quality Control Institute, industrial centre at Medellin	Financed by the Colombian Government	
	2.8. Plant for fibro-cement building elements		1 expert/market studies for construction materials 1 expert/design of fibro-cement plant		Training of executives for industry		
	3.6. Establishment of a textile complex		1 expert/textile production 1 expert/civil engineering		Training of workers, technicians and engineers	Co-operation with Colombian firm	Colombian delegation offered publicizing of sectoral projects through ANDI and the Chamber of Commerce in order to involve the private sector. Haitian Government is asked to make available the investment code.

Country	Project title	Supply of equipment and machinery	Expertise, engineering, exchange of information	Feasibility studies	Training	Form of co-operation	Action envisaged
Colombia (cont'd)	Various sectoral projects submitted by the Haitian Government to the Meeting					Colombia will offer Haiti credit on very favourable terms for the purchase of Colombian materials and products for manufacturing industry under competitive conditions	
Dominican Republic	1.4. Association of Haitian Industrialists					In co-operation with the National Association of Industries of the Dominican Republic	
	1.8. National quality-control and standards laboratory					In co-operation with the Directorate-General for Standards and Quality Systems INDOTEC	
	2.7. Production of cement tiles						The Dominican Minister indicated the potential partners in his country for co-operation in the implementation of the Haitian projects.
	2.8. Creation of a productic unit for fibro-cement building elements						
	2.10. Technical assistance for the recently established marble works						

Country	Project title	Supply of equipment and machinery	Expertise, engineering, exchange of information	Feasibility studies	Training	Form of co-operation	Action envisaged
Dominican Republic (cont'd)	3.1. Expansion and diversification of production of l'Acierie d'Haïti						
	3.4. Expansion and diversification of a small-scale enterprise producing furniture and lighting fixtures						
	3.5. Stock-breeding/slaughter-house/processed pork products manufacture at Les Cayes						
	3.9. Establishment of salt refineries						
Ivory Coast	1.2. Small-scale industry promotion service				Visits for study purposes	Fellowships offered by the Ivory Coast Government	Duration and specific objectives to be negotiated later.
	1.8. National quality-control and standards laboratory				Visits for study purposes	Fellowships offered by the Ivory Coast Government	Duration and specific objectives to be negotiated later.
Mexico	2.6. Use of vetiver waste		Access offered to technology of agglomerate panels after completion of laboratory testing				Proposed that UNIDO consider taking care of laboratory test work first.
	3.3. Establishment of ship-repair centre at Port-au-Prince					Visiting Mexican shipyards and studying the proposed project together with Mexican experts	

Country	Project title	Supply of equipment and machinery	Expertise, engineering, exchange of information	Feasibility studies	Training	Form of co-operation	Action envisaged
Mexico (cont'd)	Manufacture of pharmaceutical products using Haitian medicinal plants						Mexican representative to transmit Haitian documentation to two Mexican agencies for study and consultation.
	Various projects to be specified later						Mexican representative offered to forward a list of specific projects to Mexican engineering firms so that possibilities of co-operation could be examined.
Peru	1.8. National quality-control and standards laboratory		Expert services		Fellowships, visits	In accordance with the technical specifications indicated in documents submitted to the Meeting by the Peruvian representative; the financial conditions are subject to further negotiation	The Government of Haiti is asked to submit specific proposals through official channels (Foreign Ministry of Peru).
	2.1. Use of solar energy		Expert services		Visits, training programmes		The Haitian Government is asked to submit specific proposals through official channels (Foreign Ministry of Peru).
	3.3. Establishment of a ship-repair centre at Port-au-Prince					Industrial partners, both public and private, including investors, are available in Peru	The Haitian Government is asked to submit specific proposals through official channels (Foreign Ministry of Peru).

Country	Project title	Supply of equipment and machinery	Expertise, engineering, exchange of information	Feasibility studies	Training	Form of co-operation	Action envisaged
Senegal	Testing, adaptation and manufacturing of agricultural equipment	Prototypes of equipment					Representative of Senegal to contact SISCOMA.
	Transfer of technology					Supply of documentation, sharing of experience	Representative of Senegal to take action.
	Protein-rich food (within reach of the most modest purses)		Expertise		Visits	A potential partner in Senegal is ORANA, with 15 years' experience in this field	Haitian promoter is asked to submit details.
	1.2. Small-scale industry promotion service		Expertise; information concerning studies on projects already carried out; sharing and exchange of experience		Mutual visits, study tour	ONAPI, Haitian agency for investment promotion, could co-operate with corresponding institution in Senegal (SONEPI)	
Venezuela	1.4. Association of Haitian industrialists 1.6. Establishment of an export free zone at Port-au-Prince 1.7. Development finance company 1.8. National quality-control and standards laboratory 2.2. Energy of organic origin (biogas)						The Venezuelan delegation expressed its Government's interest in co-operating in the implementation of three projects, 1.4, 1.6 and the "International Solidarity" industrial estate, on which a special recommendation was adopted.

Country	Project title	Supply of equipment and machinery	Expertise, engineering, exchange of information	Feasibility studies	Training	Form of co-operation	Action envisaged
Venezuela (cont'd)	<p>2.10. Technical assistance for the recently established marble works</p> <p>2.11. Development of the use of fibreglass in industry</p> <p>3.1. Expansion and diversification production of the Aciérie d'Haïti</p> <p>3.2. Establishment of a new foundry</p> <p>3.4. Expansion and diversification of a small-scale enterprise producing furniture and lighting fixtures</p> <p>3.5. Stock-breeding/ slaughter-house/ processed pork products manufacture at Les Cayes</p> <p>3.9. Establishment of salt refineries</p> <p>3.10. Plant for the blending and bagging of chemical fertilisers</p>						<p>During the bilateral discussions the delegation expressed its readiness to ask its Government to examine the possibility of extending its assistance to the other projects listed here.</p>

