



TOGETHER
for a sustainable future

OCCASION

This publication has been made available to the public on the occasion of the 50th anniversary of the United Nations Industrial Development Organisation.



TOGETHER
for a sustainable future

DISCLAIMER

This document has been produced without formal United Nations editing. The designations employed and the presentation of the material in this document do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations Industrial Development Organization (UNIDO) concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries, or its economic system or degree of development. Designations such as “developed”, “industrialized” and “developing” are intended for statistical convenience and do not necessarily express a judgment about the stage reached by a particular country or area in the development process. Mention of firm names or commercial products does not constitute an endorsement by UNIDO.

FAIR USE POLICY

Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

CONTACT

Please contact publications@unido.org for further information concerning UNIDO publications.

For more information about UNIDO, please visit us at www.unido.org

21116

UNIDO IPS success stories booklet: project profiles

Projects in Africa

Type of project	joint venture.
Country	Kenya.
Project description	Production of pure leather, and mixed leather and textile bags, using local materials. The German partner provided machinery and equipment. A representative of the German partner was posted with the Kenyan factory as a quality engineer.
Total investment	DM 250,000.
Capacity	15,000 bags per month.
Local partner	Leather Masters/Malina Ltd., Nairobi, Kenya.
Share	40 percent.
Foreign partner	Picard-Lederwaren, Oberrhausen, Germany.
Share	60 percent.
Agreement signed	October 1993.
Commencement of construction works	May 1994.
Production start-up	July 1994.
Jobs created	50.
UNIDO Investment Promotion Service Office	Cologne.
UNIDO inputs	<ul style="list-style-type: none">- Identification of local partner.- Identification of foreign partner.- Provision of foreign partner with detailed information.- Facilitation of contacts and assistance with negotiations.- Accompaniment of the German entrepreneur during his first visit to the factory.

Type of project	Direct investment.
Country	Madagascar.
Project description	Manufacture of watch bracelets and other leather articles in an export zone.
Total investment	FF 5.0 million.
Capacity	1.2 million pieces per year.
Investor	M. Fleurus S.A., Vichy, France.
Agreement signed	Government approval obtained in April 1991.
Production start-up	September 1991.
Jobs created	300.
UNIDO Investment Promotion Service Office	Paris.
UNIDO inputs	<ul style="list-style-type: none"> - Mission to Madagascar organized by UNIDO. - Assistance with the application to invest in the export zone. - Assistance in finding premises. - Assistance in obtaining finance.
Type of project	Direct investment.
Country	Madagascar.
Project description	Production of combined textile and plastic packaging for luxury products such as perfume, alcoholic beverages and jewellery.
Total investment	FF 2.4 million.
Investor	Uniflockage S.A., Bercq-sur-mer, France.
Agreement signed	Government approval obtained in November 1993.
Production start-up	April 1994.
Jobs created	12.
UNIDO Investment Promotion Service Office	Paris.
UNIDO inputs	<ul style="list-style-type: none"> - Mission to Madagascar organized by UNIDO. - Assistance with application for approval under the country's Investment Code, and in negotiations with the national authorities.
Type of project	Joint venture.
Country	Madagascar
Project description	Establishment of a clothing factory in an export zone, with a complete production line from cutting to finishing, mainly producing children's clothing for sale in Europe.
Total investment	FF 3.0 million.
Local partner	F.B.O.I., Antananarivo, Madagascar.
Share	70 percent.
Foreign partner	François Bourget, Nantes, France.
Share	30 percent.
Agreement signed	Government approval obtained in April 1992.
Production start-up	June 1993.
Jobs created	110.
UNIDO Investment Promotion Service Office	Paris.
UNIDO inputs	<ul style="list-style-type: none"> - Mission to Madagascar organized by UNIDO. - Assistance with application for permission to invest in the export zone and administrative procedures leading to receipt of the approval.

Type of project
Country
Project description

Joint venture
Kenya.

Production of cut flowers for export to Europe at an existing plantation in Limuru, Kenya. The flowers are grown in open fields and plastic covered greenhouses. Employment at the plantation has more than doubled as a result of the project, and modern management methods have been introduced. The project is the third in which UNIDO has helped the Swiss partner to establish overseas operations, the previous two being in Sri Lanka and Colombia. US\$ 750,000.

Total investment
Local partner
Foreign partner
Jobs created
UNIDO Investment Promotion Service Office
UNIDO inputs

Tropilora Ltd, Kenya.
Agrotropic AG, Switzerland.
200.
Zurich.

- Project formulation.
- Identification of the local partner.
- Support for the negotiations between the partners.
- Securing export financing.
- Assistance in obtaining foreign loan clearance and other approvals.

Type of project	Joint venture.
Country	Madagascar.
Project description	Production of T-shirts and other leisure garments.
Total investment	FF 1.2 million.
Capacity	1.26 million garments per year.
Local partner	Mme. Bernadette Touloug, Antananarivo, Madagascar.
Share	50 percent.
Foreign partner	Michel Mayoux, Echalas, France.
Share	50 percent.
Agreement signed	March 1994.
Production start-up	December 1994.
Jobs created	60.
UNIDO Investment Promotion Service Office	Paris.
UNIDO inputs	<ul style="list-style-type: none"> - Assistance with preparation of technical documentation. - Application for permission to invest in the export zone, and assistance with administrative procedures leading to receipt of the approval.

Type of project	Joint venture.
Country	Madagascar.
Project description	Establishment of an operation for hand embroidery of women's and children's garments. The foreign partner provides design and technical assistance, and markets the products in Europe.
Total investment	US\$ 450,000.
Local partner	IMES Production, Antananarivo, Madagascar.
Share	85 percent.
Foreign partner	Bruce Thomass, Paris, France.
Share	15 percent.
Agreement signed	May 1994.
Production start-up	June 1994.
Jobs created	50.
UNIDO Investment Promotion Service Office	Paris.
UNIDO inputs	<ul style="list-style-type: none"> - Identification of local partner. - Identification of foreign partner. - Facilitation of contacts and assistance with negotiations.

Projects in Asia

Type of project	Joint venture
Country	China.
Project description	Manufacture of stainless steel beer barrels at a Chinese refrigerator factory. The German partner contributed a complete, overhauled plant, licence and technicians, as well as training programmes in Germany and China.
Total investment	US\$ 3.8 million.
Local partner	Yingkou Refrigerator General Works, Liaoning Province, China.
Foreign partner	Thielmann Beteiligungs AG, Bad Berleburg, FRG.
Agreement signed	December 1993.
Commencement of construction works	January 1994.
Production start-up	July 1994.
UNIDO Investment Promotion Service Office	Cologne.
UNIDO inputs	<ul style="list-style-type: none"> - Promotional activities, particularly at a UNIDO investment forum in Yingkou, in October 1993. - Identification of local partner. - Identification of foreign partner. - Support throughout the negotiations.

Type of project	Joint venture.
Country	India.
Project description	Production of tropical fruit processing, canning and distillation lines. The project involved technology transfers and exports of parts to the partner company. The establishment of ancillary units to manufacture a growing percentage of local components is envisaged.
Total investment	US\$ 500,000.
Capacity	Products to a value of US\$ 5 million p.a.
Local partner	Pennwalt India Ltd., Bombay, India.
Share	65 percent.
Foreign partner	Alberto Bertuzzi SpA, Milan, Italy.
Share	35 percent.
Agreement signed	September 1990.
Production start-up	October 1991.
Jobs created	10.
UNIDO Investment Promotion Service Office	Milan.
UNIDO inputs	<ul style="list-style-type: none"> - Formulation of investment proposal and testing for financial viability. - Visit to Indian factory and collection of relevant documentation. - Project promotion and identification of local partner. - Facilitation of contacts and assistance with negotiations.

<no picture>

Type of project

Country

Project description

Joint venture.

India.

Establishment of a company, Covema Filaments, to operate a plant located in Kerala, India, producing nylon monofilament professional fishing line. The project, which involved modification of an existing factory, employs extrusion machinery supplied by the Italian partner. Capacity was increased in the course of implementation.

Total investment

US\$ 4.5 million.

Capacity

460 tonnes per year of long line; 40 tonnes per year of sewing thread; and 210 tonnes per year of sport line.

Local partner

Mr Vinod Sahai & Associates and Kerala Industrial Development Corporation, Kerala, India.

Share

55 percent.

Foreign partner

Nuova Covema, Milan, Italy.

Share

45 percent.

Agreement signed

January 1991.

Commencement of construction works

October 1991.

Production start-up

April 1992.

Jobs created

120.

UNIDO Investment Promotion Service Office

Milan.

UNIDO inputs

- Project formulation.
- Identification of local partner.
- Identification of foreign partner.
- Pre-feasibility study.
- Formulation of financing scheme.
- Assistance in negotiations with the financing bank.

Type of project

Joint venture.

Country

Kazakhstan.

Project description

Delivery and operation of a mobile diagnostic unit with computer tomography equipment, and provision of know-how and expertise.

Total investment

US\$ 3 million.

Local partner

Institute of Surgery, N. Syzganov Kazakh Scientific Centre, Alma-Ata, Kazakhstan.

Share

45 percent.

Foreign partner

Engelalos Macedonia, Chalandri, Greece.

Share

55 percent.

Agreement signed

October 1993.

Start-up

June 1994.

Jobs created

15.

UNIDO Investment Promotion Service Office

Athens.

UNIDO inputs

- Project formulation assistance.
- Identification of local partner.
- Identification of foreign partner.
- Assistance in carrying out feasibility study.
- Assistance in seeking sources of finance.

<no picture>

Type of project
Country
Project description

Joint venture.

Philippines.

Production of high fashion garments in the Philippines. The Italian partners, who mainly produce high-quality dresses, transferred know-how, designs and technology to the local partner, which manufactures the garments. The factory was expanded and upgraded. US\$ 2 million.

300,000 garments per year.

Sampaguita Garment Corporation, Manila, Philippines.

30 percent

Dressing S.P.A., Silea, Italy and Piemmedì, Consocio di Casale sul Sile, Italy.

70 percent

December 1991.

June 1992.

Milan.

- Project formulation.
- Identification of local partner.
- Identification of foreign partner.
- Facilitation of contacts and assistance with negotiations.

Total investment

Capacity

Local partner

Share

Foreign partner

Share

Agreement signed

Production start-up

UNIDO Investment Promotion Service Office

UNIDO inputs

<no picture>

Type of project

Country

Project description

Direct investment.

Philippines.

Expansion of an existing United Technologies Automotive (UTA) subsidiary in the Philippines by establishment of a third plant at the Mactan export processing zone to manufacture wire harness for cars. US\$ 5 million.

United Technologies Automotive, Dearborn, Michigan, USA.

1993.

1994.

150.

Washington.

- Project formulation.
- Identification of the foreign partner as a company with an interest in the Philippines.
- Assistance in establishing operations.

Total investment

Investor

Agreement signed

Production start-up

Jobs created

UNIDO Investment Promotion Service Office

UNIDO inputs

Type of project	Joint venture.
Country	Thailand.
Project description	Two-phase project, initially concerning goat skin processing and thereafter bovine skins. The skins, imported from China, are processed into finished leather for export.
Total investment	US\$ 10 million.
Capacity	9 million sq ft of hide.
Local partner	Bangkok Rubber, Bangkok, Thailand.
Share	56 percent.
Foreign partner	Cavallini Pellami, S. Croce Sull' Arno, Italy.
Share	44 percent.
Agreement signed	May 1990.
Commencement of construction works	January 1992.
Production start-up	September 1992.
Jobs created	250.
UNIDO Investment Promotion Service Office	Milan.
UNIDO inputs	<ul style="list-style-type: none"> - Preparation of feasibility study requested by Italian Ministry of Foreign Affairs in connection with project financing. - Identification of local partner. - Identification of foreign partner.

Type of project	Direct investment.
Country	Thailand.
Project description	Construction and operation of an assembly plant, followed by a large, fully fledged manufacturing facility, producing Bernina sewing machines.
Total investment	US\$ 5 million.
Foreign investor	Fritz Gegauf AG, Switzerland.
Commencement of construction works	Manufacturing plant 1990.
Production start-up	Assembly plant 1990; manufacturing plant June 1991.
Jobs created	240.
UNIDO Investment Promotion Service Office	Zurich.
UNIDO inputs	<ul style="list-style-type: none"> - Assistance to Swiss investor in the search for a suitable location. - Formulation of investment proposal and testing for financial viability. - Exploratory mission to Thailand. - Pre-investment study.

Type of project Joint venture.
Country Thailand.
Project description Construction and operation of an electronic filter factory. The Swiss partner has a worldwide share of about 25 percent in this market.
Total investment US\$ 1 million.
Local partner Sri Thai Superware, Bangkok, Thailand.
Foreign partner Schaffner Elektronik, Switzerland.
Agreement signed December 1988.
Production start-up February 1992.
Jobs created 200.
UNIDO Investment Promotion Service Office Zurich.
UNIDO inputs

- Organization of a visit to Schaffner group headquarters by officials from the Thai Board of Investment.
- Accompaniment of a mission by the investor to Thailand.
- Assistance in obtaining the necessary approvals for land acquisition, management recruitment, etc.

Type of project Joint venture.
Country Vietnam.
Project description Establishment of a factory to manufacture men's jackets at a new factory at Bien Hoa Industrial Estate, Vietnam. As a result of the project's success, the German company hopes to expand the factory in order to produce trousers.
Total investment US \$ 1.7 million.
Local partner Huy Hoang Co. Ltd., Ho Chi Minh City, Vietnam.
Foreign partner Büttel Bekleidungswerke GmbH, Salzbergen, FRG.
Agreement signed October 1991.
Production start-up November 1993.
Jobs created 120.
UNIDO Investment Promotion Service Office Cologne.
UNIDO inputs

- Identification of local partner.
- Initial contacts with the foreign partner arose from a promotional campaign in Vietnam.
- Formulation of investment proposal and testing for financial viability.
- Follow-up of initial project discussions up by IPS Cologne and the Vietnamese delegate.
- Detailed pre-feasibility study.
- Advice to the foreign partner on local investment conditions.

Type of project	Joint venture.
Country	Vietnam.
Project description	Upgrading the processing and packaging capacity at a frozen seafood plant in order to meet European demand and quality requirements. The Italian partner undertook to transfer the necessary technology and market the output in Europe.
Total investment	US\$ 200,000.
Capacity	3,500 tonnes per year of frozen seafood.
Local partner	Gan Hao Sea Product Processing Enterprise, Gan Hao, Vietnam.
Share	80 percent.
Foreign partner	Eurofish, Genoa, Italy.
Share	20 percent.
Agreement signed	March 1991.
Production start-up	June 1991.
UNIDO Investment Promotion Service Office	Milan.
UNIDO inputs	<ul style="list-style-type: none"> - Formulation of investment proposal and testing for financial viability. - Project promotion resulting in participation by the prospective investor in the Vietnam Forum of March 1991. - Identification of local partner. - Pre-feasibility study. - Assistance in negotiations in Vietnam. - Assistance in finalization of the contract with the national authorities.

<no picture>

Type of project	Subcontract and technology transfer.
Country	Vietnam.
Project description	Subcontracted assembly of cabinet hinges for export, using equipment supplied by the Japanese partner.
Total investment	US\$ 300,000.
Capacity	500,000 sets per month.
Local partner	Binh Minh Plastic Factory, Vietnam.
Foreign partner	Eguchi Trading Co. Ltd, Japan.
Agreement signed	May 1992.
Production start-up	September 1992.
Jobs created	100.
UNIDO Investment Promotion Service Office	Tokyo.
UNIDO inputs	<ul style="list-style-type: none">- Identification of local partner.- Identification of foreign partner.- Facilitation of contacts and assistance with negotiations.

Projects in Central & Eastern Europe

Type of project	Joint venture.
Country	Bulgaria.
Project description	Conversion of the local partner's production, which was previously mainly for military purposes, by providing new machines and retraining personnel. Provision of technology and capital. Production of professional spray guns, to be bought back by the Italian partner and sold in Europe. Production of spares constitutes a second phase of the investment programme.
Total investment	US \$ 2.3 million.
Capacity	755,000 units per year.
Local partner	Periphema Technika, Plovdiv, Bulgaria.
Share	43 percent.
Foreign partner	Gervasoni S.r.l., Brembilla-Bergamo, Italy.
Share	57 percent.
Agreement signed	March 1994.
Production start-up	Late 1994.
Jobs created	62.
UNIDO Investment Promotion Service Office	Milan.
UNIDO inputs	<ul style="list-style-type: none">- Formulation of investment proposal and testing for financial viability.- Evaluation of the project logistics and finalization of the financial package.- Assistance to the Italian partner in preparing the documentation required in order to obtain finance for the training programme.

Type of project
Country
Project description

Direct investment.

Hungary.

Establishment of a rabbit slaughterhouse and meat processing plant in Lajosmizse, Hungary, with modern equipment supplied by Hungarian companies. The processed meat is exported to various West European markets. The project contributes to rural development by providing approximately 10,000 people with an additional source of income from rabbit keeping.

US\$ 2.5 million.

Slaughtering and processing of 5,000-8,000 rabbits per hour.

Delimpex, Zurich, Switzerland.

1991.

November 1991.

150 (mainly women).

Zurich

-- Provision of information on potential sources of finance.

Total investment

Capacity

Investor

Commencement of construction works

Production start-up

Jobs created

UNIDO Investment Promotion Service Office

UNIDO inputs

Type of project	Joint venture.
Country	Poland.
Project description	Construction of a new, state-of-the-art poultry processing plant, producing a variety of sausages and canned meats, in Slupca, Poland. The new plant uses technology developed at the Polish partner's original factory, but is designed to comply with USDA and EU standards. The original plant attracted interest from abroad and led to the establishment of joint ventures in developing countries. The new one is intended to serve as a model for the export of turnkey plants to both developing and developed countries. The project obtained a US\$ 16.5 million loan from the European Bank for Reconstruction and Development (EBRD).
Capacity	60 tons per day of slaughtered chickens and five tons per day of chicken sausages.
Total investment	US\$ 21 million.
Local partner	Konspol, Nowy Sacz, Poland.
Share	72 percent.
Foreign partner	Epstein Engineering Ltd., Chicago, USA.
Share	28 percent.
Agreement signed	July 1993.
Commencement of construction works	1993.
Production start-up	July 1993.
UNIDO Investment Promotion Service Office	Warsaw.
UNIDO inputs	<ul style="list-style-type: none"> - Identification of the foreign partner. - Preparation of a feasibility study and business plan in cooperation with the project sponsors. - Project brought to attention of the EBRD. - Assistance in approaching and negotiating with banks, leading to a syndicated loan.

Type of project
Country
Project description

Joint venture.

Poland.

Formation of a company, Super Drob S.A., to operate an existing meat processing factory. Expansion and modernization of the plant; diversification of product range from 70 to 200 lines, using Swiss know-how. There are plans for a new plant in Grojec.

US\$ 6.0 million.

70,000 units of poultry and 170 tons per day of meat products.

Karczew poultry processing plant, Karczew, Poland.

20 percent.

Lipka Frères, Switzerland.

80 percent.

February 1993.

150.

Total investment

Capacity

Local partner

Share

Foreign partner

Share

Agreement signed

Jobs created

UNIDO Investment Promotion Service Office

UNIDO inputs

Warsaw.

- Provision of information on legal issues and on the meat sector in Poland.
- Identification of local partner.
- Assistance in negotiations between the foreign partner and local authorities responsible for the sale of the plant.
- Formulation of business plan.
- Assistance in presenting the business plan to financial institutions.

Type of project	Joint venture.
Country	Poland.
Project description	Establishment of a bakery using Swiss equipment and know-how. Part of the output is exported, while part goes to 42 fast-food outlets in the Warsaw area, also operated by the new company.
Total investment	US\$ 500,000.
Capacity	Bakery and fast-food products with an annual value of approx. US\$ 200,000.
Local partner	Sc.ork / Muehner Foundation

Type of project	Joint venture.
Country	Russia
Project description	Formation of a company, Sordax, to produce photovoltaic materials and batteries, and jointly develop an electric vehicle. Two production facilities have been installed so far, and construction of a third is scheduled to commence mid-1995.
Total investment	US\$ 17 million.
Capacity	15 megawatts of photovoltaics and 1 million nickel-hydrode battery cells per annum (1994), new equipment, due to be installed in 1995, will raise photovoltaic capacity to 15 megawatts.
Local partner	KVANT Scientific & Industrial Enterprise, Moscow, Russia.
Share	50 percent.
Foreign partner	Energy Conversion Devices (ECD), Troy, Michigan, USA.
Share	50 percent.
Agreement signed	1990.
Production start-up	1994.
Jobs created	65.
UNIDO Investment Promotion Service Office	Washington.
UNIDO inputs	<ul style="list-style-type: none"> - UNIDO had previously assisted ECD with a similar project in India - Provision of general information on the investment climate in Russia and of a list of potential partners. - Facilitation of contacts and assistance with negotiations. - Support in securing financial resources for the project.

Type of project	Joint venture
Country	Russia
Project description	Technology transfer and provision of materials for the sub-contracted manufacture of disposable hospital and industrial clothing. Output is exported to Italy under a buy-back agreement.
Total investment	US\$ 400,000.
Capacity	314,900 caps, 73,300 shoe covers, 26,000 gowns and 175,000 other items of clothing.
Local partner	Feharka, Tula, Russia.
Foreign partner	Foremed, Naples and Indutex, Milan, Italy.
Agreement signed	July 1992.
Production start-up	November 1992.
Jobs created	150.
UNIDO Investment Promotion Service Office	Milan.
UNIDO inputs	<ul style="list-style-type: none"> - Identification of local partner. - Identification of foreign partner. - Support for negotiations. - Provision of information on the investment climate in Russia. - Information on and initiation of contacts with international financial institutions active in Russia.

Type of project	Joint venture.
Country	Slovenia.
Project description	Establishment of a mortadella sausage production plant.
Total investment	US\$ 2 million.
Capacity	2,000 tonnes per year.
Local partner	RRAS, Sesana, Slovenia.
Share	40 percent.
Foreign partner	Alosa S.p.A., Bologna, Italy.
Share	60 percent.
Agreement signed	January 1992.
Production start-up	January 1994.
Jobs created	Seven.
UNIDO Investment Promotion Service Office	Milan.
UNIDO inputs	Review of a feasibility study and technical data regarding the project on behalf of the Italian Ministry of Foreign Affairs.

Projects in Latin America

Type of project	Joint venture
Country	Brazil
Project description	Production of granite and marble tiles for the local and Italian markets. The Italian partner will buy back 60 percent of output for 10 years. The remaining 40 percent will be used by the local partner for its activities in the construction sector.
Total investment	US\$ 10 million.
Capacity	2,000 sq m per day of granite tiles.
Local partner:	Leo Lynce, Brasilia, Brazil.
Share	50 percent
Foreign partner:	Tacchella Marmi, Lugo di Grezzana, Italy.
Share	50 percent
Agreement signed	November 1990.
Commencement of construction works	January 1992.
Production start-up	March 1992
UNIDO Investment Promotion Service Office	Milan.
UNIDO inputs	<ul style="list-style-type: none"> - Project identification and formulation. - Pre-feasibility study. Identification of the foreign partner. Identification of sources of finance. - Feasibility study.

Type of project	Joint venture
Country	Bolivia
Project description	Establishment of an alligator ranch, an alligator skin tannery, and a factory for the production of semi-finished leather goods. Apart from the creation and export generation, the project benefits wild life preservation by breeding animals for restocking. The Italian partner undertook to buy back the entire output of the project.
Total investment	US\$ 2.5 million
Capacity	30,000 sq ft per year of skins. 42,000 m per year of strips 30,000 kg per year of fresh meat.
Local partner	Gurumbres Moros, Trinidad, Bolivia.
Share	50 percent.
Foreign partner	Jason, Modena, Italy.
Share	50 percent.
Agreement signed	October 1990.
Commencement of construction works	May 1991
Production start-up	January 1992.
Jobs created	500
UNIDO Investment Promotion Service Office	Milan
UNIDO inputs	Project formulation. - Pre-feasibility study. Identification of sources of finance. Participation in a mission to Bolivia for final negotiations and discussions with local officials. Feasibility study.

Type of project	Joint venture.
Country	Bolivia.
Project description	Production of window and door frames, and parquet flooring at a factory in Santa Cruz. The local partner provides the site, raw materials and workforce, while the foreign partner — a manufacturer of wood processing machinery — supplied the machinery, including a planing mill, and the necessary technology transfers and training. Among the technologies transferred is a special gluing system. Energy for the plant is generated by a waste wood fired boiler.
Total investment	US\$ 5.2 million.
Capacity	400-500 cubic meters per month.
Local partner	Promabol Promoción Madera Bolivianos, La Paz, Bolivia.
Share	40 percent.
Foreign partner	MAWEG Robert Hildebrand Maschinen-Anlagen GmbH, Oberboihingen, FRG.
Share	50 percent.
Agreement signed	September 1991.
Commencement of construction works	April 1992.
Production start-up	July 1992.
Jobs created	150.
UNIDO Investment Promotion Service Office	Cologne.
UNIDO inputs	<ul style="list-style-type: none"> - Identification of local partner. - Identification of foreign partner. - Facilitation of contacts and assistance with negotiations.

Type of project	Joint venture.
Country	Ecuador.
Project description	Plant expansion leading to doubling of the capacity of the Contextagua company, which exports buttons made of tagua --- a natural ivory substitute. The total production was destined for Italy.
Total investment	US\$ 400,000.
Capacity	40,000 gross per month of tagua buttons.
Local partner	Contextagua, Guayaquil, Ecuador.
Share	55 percent.
Foreign partner	Gritti S.p.A., Bergamo, Italy.
Share	45 percent.
Agreement signed	November 1991.
Production start-up	January 1992.
UNIDO Investment Promotion Service Office	Milan.
UNIDO inputs	<ul style="list-style-type: none"> - Project identification and formulation. - Organization of several meetings in Italy for the local partner. - Assistance in negotiations with potential Italian investor.

Type of project	Joint venture
Country	Mexico.
Project description	Establishment of a chocolate processing and packaging plant to produce various types of chocolate cream snacks. The first stage was geared towards the US and Hong Kong markets, customers of the Italian partner being transferred to the new joint venture. The Italian partner provided know-know, training, and support in entering additional export markets.
Total investment	US\$ 1.7 million.
Capacity	35 million chocolate cream snacks per year.
Local partner	Cerezo, Mexico.
Share	51 percent.
Foreign partner	Socado, Verona, Italy.
Share	49 percent.
Agreement signed	May 1993.
Commencement of construction works	December 1993.
Production start-up	January 1994.
Jobs created	30.
UNIDO Investment Promotion Service Office	Milan.
UNIDO inputs	<ul style="list-style-type: none"> - Project identification and formulation during a mission to Mexico. - Identification of the foreign partner. - Facilitation of contacts and assistance with negotiations - Participation in a mission to Mexico to finalize the proposal.

Type of project	Joint venture
Country	Mexico.
Project description	Production and packaging of red radicchio salad for the US market. The first phase involved the use of existing facilities on 15 ha of land in Irapuato. The Italian partner provided cash, technology, seeds and marketing support.
Total investment	US\$ 1.2 million.
Capacity	500 tonnes per year of salad.
Local partner	Fresport, Irapuato, Mexico.
Share	50 percent.
Foreign partner	Bascolo e Tiozzo, Chioggia, Italy.
Share	50 percent.
Agreement signed	October 1993.
Production start-up	November 1993.
Jobs created	50.
UNIDO Investment Promotion Service Office	Milan.
UNIDO inputs	<ul style="list-style-type: none"> - Project identification and formulation. - Pre-feasibility study. - Identification of the foreign partner. - Assistance in negotiations between prospective partners.

<no picture>

Type of project

joint venture

Country

Paraguay

Project description

Establishment of a cotton thread plant using locally produced cotton to manufacture combed and open-end thread. The production is exported to Europe.

Total investment

US\$ 10.1 million.

Capacity

1,575 tonnes per year of combed cotton thread and 350 tonnes per year of open-end cotton.

Local partner

Aceterna Itaugua S.A. - Isotex, Asuncion, Paraguay.

Share

50 percent

Foreign partner

Giemme Filati S.p.A., Capriolo, Italy.

Share

50 percent

Agreement signed

September 1992.

Commencement of construction works

August 1993.

Production start-up

March 1994.

Jobs created

68.

UNIDO Investment Promotion Service Office

Milan.

UNIDO inputs

- Formulation of investment proposal and testing for financial viability.
- Identification of sources of finance.
- Feasibility study.

Type of project	Joint venture.
Country	Bolivia.
Project description	Production of window and door frames, and parquet flooring at a factory in Santa Cruz. The local partner provided the site, raw materials and workforce, while the foreign partner — a manufacturer of wood processing machinery — supplied the machinery, including a planing mill, and the necessary technology transfers and training. Among the technologies transferred is a special gluing system. Energy for the plant is generated by a waste wood fired boiler.
Total investment	US\$ 5.2 million.
Capacity	400-500 cubic meters per month.
Local partner	Promsabol Promoción Madera Bolivianos, La Paz, Bolivia.
Share	40 percent.
Foreign partner	MAWEG Robert Hildebrand Maschinen-Anlagen GmbH, Oberbofingen, FRG.
Share	60 percent.
Agreement signed	September 1991.
Commencement of construction work	April 1992.
Production start-up	July 1992.
Jobs created	150.
UNIDO Investment Promotions Service Office	Cologne.
UNIDO inputs	<ul style="list-style-type: none"> - Identification of local partner. - Identification of foreign partner. - Facilitation of contacts and assistance with negotiations.

UNIDO IPS success stories booklet: project profiles

Projects in Africa

Type of project	Joint venture.
Country	Kenya.
Project description	Production of pure leather, and mixed leather and textile bags, using local materials. The German partner provided machinery and equipment. A representative of the German partner was posted with the Kenyan factory as a quality engineer.
Total investment	DM 250,000.
Capacity	15,000 bags per month.
Local partner	Leather Masters/Nalina Ltd., Nairobi, Kenya.
Share	40 percent.
Foreign partner	Picard-Lederwaren, Obertshausen, Germany.
Share	60 percent.
Agreement signed	October 1993.
Commencement of construction works	May 1994.
Production start-up	July 1994.
Jobs created	50.
UNIDO Investment Promotion Service Office	Cologne.
UNIDO inputs	<ul style="list-style-type: none"> - Identification of local partner. - Identification of foreign partner. - Provision of foreign partner with detailed information. - Facilitation of contacts and assistance with negotiations. - Accompaniment of the German entrepreneur during his first visit to the factory.

*Project UNIDO
Sponsored Nalana*