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Subregional Follow-up Meeting on the Initial Integrated  
Industrial Promotion Programme within the Framework  
of the Industrial Development Decade for Africa\*

Lomé, Togo, 2 - 6 December 1985

REVISED INTEGRATED INDUSTRIAL PROMOTION PROGRAMME  
FOR THE WEST AFRICAN SUBREGION\*\*

Prepared by  
the secretariats of ECA, OAU and UNIDO

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\* Organized jointly by ECA, OAU and UNIDO in co-operation with the Government of Togo and the Economic Community of West African States (ECOWAS).

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## INTRODUCTION

### Objective of the report

1. This paper has been prepared in connection with the follow-up meeting on the initial integrated industrial promotion programme within the framework of the Industrial Development Decade for Africa (IDDA). It presents an operational and accelerated programme of action for subregional co-operation between the countries of West Africa. In the process of preparing this report, assistance was given to the Economic Community of West African States (ECOWAS) secretariat in reviewing the initial programme and projects as well as the mechanism for their implementation.

### Scope and contents of the report

2. The first chapter presents background information on industrial co-operation in the subregion. The second chapter describes the initial integrated industrial promotion programme and projects adopted at the subregional meeting held at Abidjan in December 1983. The third chapter assesses the current status of implementation of that programme. The fourth chapter outlines the revised integrated industrial promotion programme, while a strategy for accelerating the implementation of the proposed revised programme is suggested in the fifth chapter. The annexes describe the criteria for selecting multinational/subregional industrial core projects, the status of the projects in the initial programme as well as the profiles of all the projects in the revised programme.

CHAPTER 1

INDUSTRIAL CO-OPERATION IN THE SUBREGION

Historical background

3. Most West African countries gained their independence in the 1960s. That political event proved to be the strongest driving force for the development of the entire subregion. The post-independence era was also marked by a general recognition of industry as the main vehicle for achieving national development aspirations. The industrialization process in the individual countries encompassed a broad range of economic activities such as agro-related projects, manufacturing, mining and construction, as well as infrastructural and institutional development.

4. Not only do several countries of the subregion constitute a homogeneous geographical entity with virtually the same climate, but they also have many historical, cultural and demographic features in common. The subregion can be divided into two broad geographical groups: the Sahelian landlocked countries and the coastal tropical countries. The problems, vegetation and other characteristics of each group as well as the range of endowment factors in the subregion enhance the potential for complementarity and interdependence.

5. In 1982 the population of the subregion was about 152.2 million: it is expected to reach 268 million by the end of the century. This represents some 32 per cent of the population of Africa, thus making it the largest of the four subregions. Such a large population constitutes a formidable market by any standards, notwithstanding the relatively low purchasing power of its peoples.

6. The dominant economic feature of all the member countries is agriculture with a high subsistence profile. The agricultural sector employs some 80 per cent of the subregion's labour force. Some countries export such crops as cocoa, coffee and ground-nuts, as well as timber products. Some countries in the subregion also depend heavily on the export of unprocessed minerals such as iron ore, bauxite, oil, diamonds, gold, uranium and manganese as the major source of foreign revenue. Thus, the subregion's economy is almost entirely

dependent on the production and export of primary goods to developed countries. Despite the predominant role of agriculture, overall productivity in that sector is relatively low and progress has been chequered over the years primarily because of its predominantly subsistence character. Except in a few countries, agriculture has thus failed to lend the necessary impetus to the economic development of the subregion, where the rate of population growth is one of the highest in the world.

7. On gaining independence, most of the countries in the subregion quickly adopted import-substitution industrialization strategies as the most rapid means of achieving their development goals. Based on these policies and strategies, almost all the factor inputs, particularly machinery, equipment and spare parts, know-how, raw materials and, to some extent, skilled manpower have had to be imported, but little or no technology transfer has actually taken place. In conformity with these industrialization strategies and given the relatively small size of domestic markets, all the countries have tended to protect their young industries through a number of fiscal measures. These have included tariff barriers to discourage imports from neighbouring countries, restrictions on the movement of capital and skilled manpower and inflexible tax laws. In a number of cases, there has also been direct state intervention.

8. The adoption of import-substitution policies and strategies was largely based on the experience of the developed countries, where a high correlation exists between industrialization and economic development. The thrust of post-independence development programmes was therefore directed towards transforming (often at rates expected to be dramatic) predominantly agricultural societies into economies in which industry would play a major role. In that role, industrialization is seen not only as a means of expanding the economic base of the individual countries, but also as a means of bringing about basic structural change and attaining a higher standard of living in the countries of the subregion.

9. The inherent characteristics of these import-substitution strategies, however, brought about an internal orientation of domestic markets and a heavy dependence on imported semi-processed raw materials. In some countries, balance of payment problems led to a shortage of the foreign exchange that was

needed to import the industrial inputs required. In other countries, industry was not able to expand owing to an insufficient growth in demand, while landlocked countries faced the additional problem of increasingly high costs of importing the necessary inputs. All these factors led to a gross underutilization of existing manufacturing capacity.

10. Industrial activities in the subregion continue to be characterized by light industries with emphasis on consumer goods with little or no value added, heavy dependence on imported capital and know-how, and relatively small production capacities. Most industries are so small that they derive little or no benefit from the economies of scale and thus cannot compete effectively with foreign products even in their own markets. There is no evidence of manufactured products being exported. Most industries (50 per cent or more) in the subregion are engaged in the production of food, tobacco, beer and textiles. Since they depend heavily on imported machinery, spare parts, materials and semi-processed inputs, they provide little or no linkage with other sectors.

11. In operational terms, these industries have not, to say the least, been structurally linked with local resources, especially primary agricultural inputs. With dwindling foreign exchange earnings and little market growth owing to low incomes and purchasing power, most industries soon began to flounder. Consequently, some countries have adopted a number of restrictive measures which in turn has reduced the flow of information and capital.

12. Another serious effect of all these policies and measures has been their adverse effect on the level of intra-regional trade and industrial co-operation. Furthermore, in a number of cases, projects have duplicated each other. At the national level, given the low incomes and small populations, the markets in individual countries have remained too small to sustain the initially expected rate of growth and project expansion. As a result, the role of industry in the development of the subregion has remained insignificant and even decreased. An even more adverse effect has been the relocation of labour from the traditionally agricultural areas to the urban centres where the industries are mainly located.



13. All these developments have imposed additional burdens on the economies of member countries faced with the need to establish appropriate infrastructures and training facilities. In more recent years, the difficulties have been compounded by balance of payment problems and the ensuing scarcity of foreign exchange needed to pay for imported industrial inputs, the universal economic depression, the ever-increasing cost of fuel, drought and desertification especially in the Sahelian and landlocked states - all have contributed to a marked deterioration in the industrial sector of most countries in the subregion.

14. As Table 1 shows, over the last 15 years the contribution of the industrial sector to the GDP in the subregion has averaged only about 6.0 per cent. This compares unfavourably with the average of about 7.3 per cent for the whole region as well as the average of 7.5 per cent for the least developed countries. In fact, the latest figure for 1984 indicates a decline from about 6.5 per cent in 1983 to only 5.9 per cent in the subregion's contribution to GDP, while no growth at all was recorded in the period 1980-1983.

1. SELECTED MANUFACTURING SECTOR  
CONTRIBUTION TO GDP

	<u>Number of</u> <u>countries</u>	<u>1970</u>	<u>1980</u>	<u>1983</u>	<u>1984</u>
			<u>(Percentage)</u>		
Africa region	50	6.4	8.2	9.0	8.9
North Africa	6	5.6	8.9	10.1	10.1
West Africa	16	5.1	6.5	6.5	5.9
Central Africa	11	5.4	6.2	7.7	7.9
Eastern and Southern Africa	17	11.6	13.5	12.7	12.3
Oil-exporting countries	9	4.2	6.4	7.7	7.7
Least developed countries	26	6.8	8.2	7.6	7.4

Source: ECA - Survey of economic and social conditions in Africa, 1983/84.

15. Although certain countries have achieved marginal successes in industrial output over the last decade and a half, a number of them have actually witnessed a decline in industrial output in more recent years. Ten of the 16 countries<sup>1/</sup> in the subregion are still included in the United Nations list of 26 least developed countries in the region. The rate of growth in the per

<sup>1/</sup> The world total is 36. The 10 countries are: Benin, Burkina Faso, Cape Verde, Gambia, Guinea, Guinea-Bissau, Mali, Niger, Sierra Leone and Togo.

capita income of a number of these countries has, in fact, been negative over the last decade. Table 2 shows that the annual growth rate of the manufacturing sector fell from -4.0 per cent in 1980-83 to -10 per cent in 1984, representing a rate of decline of more than 100 per cent. Compared with the figure for the whole region (-1.0 per cent) and that for all least developing countries (-3.3 per cent), the picture for the West African subregion is clearly disquieting, particularly as the preparatory phase of the Decade Programme ended in 1984.

2. ANNUAL GROWTH OF THE MANUFACTURING SECTOR  
IN AFRICA (1980 - 1984)

	<u>1980-1984</u>	<u>1983</u> (Percentage)	<u>1984</u>
Africa region	1.5	1.6	-1.0
North Africa	4.5	5.0	5.2
West Africa	-4.5	-4.0	-10.7
Central Africa	7.0	8.4	-2.6
Eastern and Southern Africa	-1.2	-0.3	-2.7
Oil-exporting countries	3.6	3.7	-0.5
Least developed countries	-1.7	-1.2	-3.3

Source: ECA - Survey of economic and social conditions in Africa, 1983/84.

Subregional co-operation

16. A number of integration movements have emerged in the subregion partly in recognition of the above problems and partly in an effort to reverse the trend. The subregion possesses the largest number of multilateral agreements in the region: they have been concluded at the highest possible level and cover co-operation in matters ranging from culture and defence to industrialization and commerce. The industrial scenario described above is compelling enough and the proliferation of intergovernmental organizations (IGOs) confirms the political will for co-operation. Even the developed countries have often demonstrated that, despite individual wealth and power, no country can stand alone. In the subregion, the problem is not so much the identification of potential areas for co-operation, but how to ensure that existing co-operation agreements function properly.

17. The most significant manifestation of subregional co-operation is the Economic Community of West African States (ECOWAS) established in Lagos, Nigeria, in 1975. With a view to making the industrial sector more effective in the development process of the subregion, the Treaty sets out the modalities on which the co-operation efforts at the community level might be based in order to overcome, at least, some of the problems experienced at the national level. The Treaty identifies three stages of subregional industrial co-operation:

- Exchange of information on major industrial projects;
- Harmonization of industrial incentives and industrial development plans;
- Personnel exchange, training and joint ventures.

In addition, Articles 29-31 also cite the following areas for subregional industrial co-operation:

- The free exchange of research and project feasibility reports, including information on foreign and technical partners;
- Joint identification, promotion and financing of industrial projects;
- Pooling of resources, harmonization of industrial policies and exchange of industrial plans to avoid duplication and waste;
- Exchange of skilled personnel and the promotion, where necessary, of joint trading facilities.

18. The Treaty also touches on co-operation in matters related to trade, monetary affairs and infrastructure in support of industrial enterprises at the community level. This also includes the primary goods sector, particularly agriculture and transport services. The advantages to be derived from increased industrial co-operation in the above areas include the benefits of specialization, complementarity and economies of scale accruing from large-scale production, freer and better use of community resources and industrial outputs, as well as access to larger markets.

19. Certain efforts have been made at the level of intergovernmental organizations to co-operate in the areas mentioned in those Articles. The West African Economic Community (CEAO), the Liptako-Gourma Authority for Regional Development (LGA), Mano River Union (MRU), Sene-Gambia Permanent Secretariat and other IGOs interested in the development of the industrial sector have all been involved in the joint identification, promotion and financing of industrial projects, as well as in training and harmonization of industrial policies. However, there has been little evidence hitherto of the

free exchange of skilled personnel, research findings or information on foreign and technical partners.

20. All 16 member countries are expected, at least in principle, to provide each other, on request, with feasibility studies and other reports on industrial projects and to initiate joint studies and projects which would essentially be resource-based. This implies, of course, free movement of goods and services. This approach is very much in line with the efforts of such United Nation agencies as UNIDO. It is also in keeping with the aims of the Lima Declaration and Plan of Action on Industrial Development and Co-operation, as well as the Programme for the Industrial Development Decade for Africa. It is also consonant with the objectives of the Lomé Convention (1975) to which all ECOWAS countries are signatories.

21. The ECOWAS secretariat has already identified certain priority industrial sectors, including those requiring co-operation with other intergovernmental organizations (IGOs). It has also contacted bilateral and multilateral bodies such as UNIDO and the European Economic Community (EEC) in an endeavour to secure technical and financial support in the promotion of those sectors. In November 1979, the ECOWAS Council of Ministers (the second highest decision-making organ) at its meeting in Dakar reached consensus on priority subsectors for industrial co-operation at the subregional level. These subsectors have been incorporated in subsequent discussions on the promotion of subregional industrialization. They include building and construction, agro-related industries, wood, iron and petrochemicals. The Council recognized that those industries, if promoted in the most appropriate manner, would provide the necessary linkage and complementarity. This action was followed by the decision at the ECOWAS Summit of 1983 to adopt and implement a single trade liberalization scheme for industrial products originating from Member States. In 1984, a draft Protocol relating to the promotion of "Community enterprises<sup>2/</sup>" was signed by ECOWAS member countries.

22. Over the past decade, ECOWAS has made several efforts to enhance the role of multinational industries within the subregion through bilateral and

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<sup>2/</sup> "Community enterprises" is the term currently used to describe ECOWAS subregional enterprises and projects as defined in the Protocol.

multilateral arrangements. In addition to ECOWAS, the subregion also has more than 40 different intergovernmental organizations, the largest number in the region. Membership of the individual ECOWAS countries in these subregional IGOs is as follows:

Niger	-	25	Gambia	-	10
Burkina Faso	-	22	Nigeria	-	10
Senegal	-	20	Guinea	-	7
Côte d'Ivoire	-	19	Sierra Leone	-	6
Benin	-	18	Ghana	-	5
Mali	-	17	Liberia	-	5
Togo	-	17	Guinea-Bissau	-	3
Mauritania	-	12	Cape Verde	-	2

Source: ECA - Proposals for strengthening economic integration in West Africa.

The above list is by no means exhaustive, but it is indicative of the strong desire and will for bilateral and multilateral co-operation that exists in the subregion. The activities of most of the industrial groups that have emerged are limited in scope and, indeed, a few have curtailed their level of operation, mainly because of inadequate financial support by the Member States concerned.

23. Despite their proliferation, the IGOs would not appear to have succeeded in catalysing the development of the subregion in the manner intended. One obvious reason is the degree of duplication and overlapping of activities and functions among the various IGOs. Given the strong sectoral linkage and complementarity that are essential to any successful industrial venture, the reason also partly lies in the complexity of co-ordinating and implementing ideas and decisions, particularly when most of the IGOs are poorly funded and staffed.

24. All the foregoing suggests that the will for increased industrial co-operation exists. However, in a community of states such as ECOWAS, there is the need to foster economic development in more practical terms than hitherto through a greater sense of interdependence than is customary in other forms of international co-operation. There is also evidence that the lack of

progress is due more to such things as insufficient political will and inadequate vehicles for implementing decisions. These include poor industrial infrastructure and auxiliary institutions, as well as the lack of practical commitment and a properly co-ordinated approach to overcoming at least some of the existing structural and policy problems arising out of national industrialization efforts in the post-independence period. The renewed efforts that are being made to raise the level of industrialization in the subregion through community-level actions should take these factors into consideration.

The Industrial Development Decade for Africa (IDDA)

25. With the proclamation of the 1980s as the Industrial Development Decade for Africa, both the United Nations and the OAU Heads of State and Government wished to emphasize the importance of industrial development as a means of attaining rapid economic growth, overall development and a better standard of living in Africa. The Programme for the Decade, adopted by the African Ministers of Industry and endorsed by the OAU Heads of State and the legislative bodies of the ECA and UNIDO, is based on the principle of self-reliance and self-sustained development. It presumes that the necessary initiative and stimuli must emanate, first and foremost, from within each country or subregion so as to form a solid base on which self-reliant and self-sustaining economic growth can be fostered through an integrated development strategy. The complexity of the challenge inherent in such a programme demands determination, especially at the national level, as the degree of success depends ultimately on the countries themselves. It also depends on an integrated industrial development strategy that is linked to other sectors of the economy and in tune with national development plans and aspirations.

26. Implementation of the programme also presumes a greater and effective mobilization of the countries' resources, close subregional and regional co-operation, especially in matters relating to trade, transportation, technology and skills, and substantial bilateral and multilateral assistance from countries outside the region.

27. At the national level, the countries have to identify core industrial and support projects as defined in the Programme for the Decade, and pay attention to the development of physical infrastructure, institutional mechanisms, skills, technology and raw materials as well as other local inputs. Other priority actions include detailed assessment of the financial requirements and the establishment of sectoral linkages.

28. At the subregional level, it is essential to work out a programme of industrial complementarity of core projects based on resource endowment factors and joint participation in order to optimize limited investment resources and enlarge the markets. To attain this objective, it is essential to identify core industrial projects which could lead to the establishment of multinational industrial enterprises involving two or more countries. The establishment of an information system would facilitate intra-African co-operation especially in the fields of training, energy, trade harmonization and the elimination of trade barriers. Above all, relevant existing subregional institutions need to be strengthened in order to foster industrial co-operation at the subregional level and enhance the industrial activities of the national institutions.

## CHAPTER II

### THE INITIAL INTEGRATED INDUSTRIAL PROMOTION PROGRAMME FOR WEST AFRICA

29. In keeping with the need to promote subregional co-operation, an expert group meeting on the promotion of industrial co-operation in West Africa within the framework of the IDDA programme was held at Abidjan, Côte d'Ivoire, 12-16 December, 1983. The meeting was organized by UNIDO, in co-operation with OAU, ECA, ECOWAS and the Government of the host country. The meeting adopted an initial integrated industrial promotion programme (document ID/WG.409/3/Rev.1) consisting of selected priority industrial projects for increased co-operation at the subregional level. The meeting also considered the modalities of implementing the projects selected.

30. In addition to the representatives of States from the subregion, the following agencies/organizations were represented at the meeting: African Development Bank (ADB), African Regional Centre for Engineering Design and

Manufacturing (ARCEDEM), African Regional Centre for Technology (ARCT), Central Bank of West African States (BCEAO), West African Development Bank (BOAD), West African Economic Community (CEAO), the Economic Community of West African States (ECOWAS), African Institute for Economic Development and Planning (IDEP), the Liptako-Gourma Region Integrated Development Authority (LGA), Mano River Union (MRU), Nigeria-Niger Joint Commission for Co-operation (NNJC), Common African and Mauritian Organization (OCAM) and the Organization for the Development of the Senegal River Basin (OMVS).

Priority core subsectors

31. The meeting, in selecting the projects to be included in the subregional programme, accorded priority to projects that contributed, either directly or indirectly, to the subregion's self-sufficiency in food production, as well as to those with upstream and downstream linkages. In this respect, a strategy for the subregion focusing on agro-based and agro-related industrial projects that had already been developed by the IGOs was emphasized in order to secure greater political support. This strategy implied equal priority for certain complementary subsectors which provided inputs to agro-based projects. Consequently, the major priority subsectors identified in the initial integrated industrial promotion programme were:

(a) Agro- and agro-based industries

This subsector was to be given priority when allocating resources so that the basic needs of the people could be met and the degree of self-reliance increased by reducing the import content and supplying locally available inputs in adequate quantities. The initial subregional programme called for increased processing of agricultural produce as well as greater production and use of fertilizers, pesticides and agricultural machinery (in order to enhance agricultural production). It also emphasized the need to establish suitable processing, storage and preservation facilities.

(b) Metallurgical industry

The subregion is endowed with large quantities of valuable metallic and other minerals which are not fully exploited. At best, the few minerals exploited are being exported with little or no processing. This subsector could become a major foreign exchange earner and save the subregion a considerable amount of money at present being spent on importing a wide range of processed metallic products. It could also become the foundation on which to build a wide range of industries producing goods for local consumption and export. It is not surprising therefore that the initial subregional programme placed high priority on the development of this subsector, in particular the



development of the iron and steel, copper and aluminium industries. Great importance was also attached to co-operation in their development in view of the high cost of the technology involved and the need to secure adequate markets.

(c) Chemical industry

The initial subregional programme stressed the need to develop production facilities for certain priority chemicals such as fertilizers and pesticides, which are essential to improved agricultural yields, and other chemicals and pharmaceuticals, especially those which can be extracted from local resources and medicinal plants. Here again, the need for co-operation and the formation of multinational corporations was emphasized as a means of mobilizing resources on a subregional basis.

(d) Engineering industry

The development of the engineering industry was seen to be essential as it offered a means of enhancing the development of technology and providing the requisite machinery, equipment, spare parts and components for all economic and social activities, especially in the development of energy, transport and communications.

(e) Building materials industry

Basic needs such as shelter and infrastructural development are closely linked with other subsectors of the economy. The initial subregional programme therefore called for the intensified production of certain strategic materials such as cement and the need for research into the greater use of local raw materials.

32. The identification and selection of core projects in these priority sectors are based on the principle of attaining self-reliance and self-sustained industrialization. Consequently, any projects selected must meet basic domestic needs, act as stimuli to other sectors of the economy and enhance the development of the requisite local capabilities. In short, the projects must ensure the full and effective utilization of local natural resources, have strong linkages with established industries, create employment and diffuse technological know-how. The linkage and complementarity factors need to be projected at both the national and subregional levels. In the long term, it is expected that this policy will not only enhance industrialization, but also accelerate the local production of inputs for other sectors and lead to the gradual development of capital goods industries in the subregion. The criteria governing the selection of subregional projects, which were discussed and adopted at the Abidjan meeting and endorsed by the African Ministers of Industry, are attached as Annex I.

33. The core industry concept developed in the Programme for the Decade was also examined in some detail and incorporated into the basic strategy of the initial programme. Consideration was given to factors such as availability of markets, raw materials, training facilities, equity participation and management cadres - all at the community level. It was also decided to evaluate the projects selected within the context of the changing priorities and requirements of the subregion, as well as within the framework of the Programme for the Decade.

#### Strategy for implementation

34. It is pertinent at this juncture to re-state some of the clearly stressed modalities adopted at the Abidjan meeting for the implementation of the programme. These include:

- The need to identify clearly priority subsectors or branches. Given the limited amount of available resources, the selection process and the establishment of priorities constitute a sine qua non;
- The need for detailed pre-investment studies and investment promotion activities to enable the mobilization of requisite investment financing for the implementation of the projects. In this regard, the role of financial institutions in the funding and/or mobilization of such resources was emphasized;
- The need to accord priority to projects developed by IGOs in view of their greater political support;
- The need for an agreed integrated, realistic and well articulated programme to be matched with concrete proposals for implementation;
- The need for national Governments to incorporate relevant aspects of the programme in their national development plans and to establish National Co-ordinating Committees, as well as operational focal points to be provided with adequate staff and funds;
- The adoption of a short- and long-term approach to the preparation and implementation of the programme;
- The need for those countries selected to host projects to play an effective leadership role;
- The need for intensified consultations between countries, IGOs and other relevant subregional institutions leading to firm negotiations on each project;
- The involvement of the private sector;

- The need to establish subregional machinery (subregional and subsectoral committees) to monitor and evaluate the implementation of the programme and projects at every stage; and
- The crucial co-ordinating role of the IGOs and, in particular, the association of IGOs and ECOWAS.

### CHAPTER III

#### ASSESSMENT OF THE IMPLEMENTATION OF THE PROJECTS IN THE INITIAL INTEGRATED INDUSTRIAL PROMOTION PROGRAMME

##### Status of the projects

35. The initial integrated industrial promotion programme for West Africa adopted at the subregional meeting in December 1983, comprised 35 investment projects and 17 support projects covering institutional, infrastructural and manpower development. During the meeting itself, over ten additional projects were submitted for the most part by countries and intergovernmental organizations that wished to upgrade the projects proposed in respect of their countries or Member States.

36. At the seventh meeting of the ECOWAS Commission on Industry, Agriculture and Natural Resources which met from 9 to 13 November 1984 (almost one year after the Abidjan meeting), the initial integrated industrial promotion programme for the subregion was also considered. The Commission underscored the role that the ECOWAS secretariat could play in monitoring and co-ordinating the programme. Despite the large number of projects already included in the programme, the Commission re-affirmed the recommendations of the Abidjan meeting and called on the Executive Secretary of ECOWAS to contact Member States with the request for further projects to be submitted to the next meeting of the Commission.

37. The selection of projects for inclusion in the initial integrated industrial promotion programme was thus seen as a continuous process without any apparent limitation on the number of projects. Political considerations and the desire to accommodate the wishes of all member countries seemed to take precedence over the selection criteria that had been adopted at the

Abidjan meeting in an endeavour to secure the successful implementation of the programme. The Commission identified certain major shortcomings in the programme, viz. inadequacy of the project definition and selection criteria, lack of basic data in respect of the projects, inadequate distribution of projects among Member States. All these shortcomings were attributed to the failure on the part of Member States to provide the necessary information. The Commission therefore appealed to Member States to ensure the availability of the requisite basic information and data.

38. Annex II provides details on the status of implementation of the initial programme. It can be seen that significant efforts were made by individual countries and intergovernmental organizations alike to promote the implementation of the projects in the initial programme. Those efforts were, however, hampered by a series of constraints at both the national and subregional levels.

Constraints upon the implementation of the initial programme

39. Despite the efforts made by Member States and intergovernmental organizations in the subregion, progress towards the implementation of the initial integrated industrial promotion programme for West Africa had, on the whole, been very limited in the interim period. The failure to implement fully the recommendations of the Abidjan meeting was due to a number of reasons. It should be appreciated that some of the projects were not well thought out before submission. Many were submitted on the spur of the moment, with little consideration given to the implications and problems of implementation. As a result, many of the projects lacked the necessary data or supporting studies. The selection and location of projects were governed by considerations other than economic. Furthermore, communications between the member countries and with the IGOs left much to be desired; steps must be taken to improve the dialogue between countries and elicit prompt responses. Moreover, even at the national level, communications and co-ordination between the various ministries and other responsible agencies call for improvement. Furthermore, the inherent complexity of the industrial development process had made it difficult to achieve any major breakthrough in a limited period of time. Whereas some of the constraints could indeed be overcome at the national level by improved co-ordination and harmonization of ministerial

action, other constraints arose out of the current economic recession as documented by the fact that the share of industry in the GDP of the countries of the subregion had dropped from 6.5 per cent in 1980-1983 to 5.9 per cent in 1984.

40. By and large, over recent years national economic and industrial strategies and policies had been heavily affected by some or all of the following problems:

- Balance of payment problems which had led to acute shortages of virtually all the necessary imported industrial inputs;
- Inadequate markets and the inability of industrial products to compete effectively on external markets owing to high costs and quality factors;
- High cost of energy, particularly petroleum;
- A prolonged drought which had curtailed activities in the agricultural sector and destroyed the few local input sources;
- Food shortages, in varying degrees, which in some countries had posed the threat of starvation;
- An external debt crisis;
- The need to maintain political stability; and
- Poor management of an invariably overwhelming public sector that had also penetrated areas that were better left to the private sector.

41. The strategies and policies that had been adopted bore no direct relation to the subregional programme or its objectives. Indeed, many of the protectionist policies contravened agreed subregional policies. However, with the assistance of relevant international agencies and the crushing effect of the debt crisis, many of the policies and strategies were fast becoming more corrective than developmental in nature. In almost all the countries, the policies adopted aimed at changing the structure of the economy in order to accentuate the importance of agriculture and rural development and shift the industrial sector from import substitution towards a more resource-based orientation.

42. That notwithstanding, most of the countries in the subregion had taken policy measures to attract foreign investment. Thus, steps had been taken to re-orient industrial policies, adjust national budgets, adopt new investment codes and improve the industrial fabric of the countries in general.

43. Experience over the years showed that the success of such measures did not depend on the magnitude of concessions. On the contrary, greater inducement is offered by the availability of infrastructural facilities, general economic prospects and environment, the potential profitability of a project and, above all, national stability. Concessions in the form of protection can in the final analysis lead to inefficiency and the production of uncompetitive goods. Furthermore, only a few countries had taken bold policy measures to streamline their productive sector to ensure more effective industrial performance and productivity; they had drawn up strategies for the rapid training of industrial manpower at all levels, particularly at the management level.

44. Although many of the projects adopted at the Abidjan meeting had been listed in the countries' national plans, there was no evidence of consultations having been held subsequently by the government departments and national development agencies concerned with a view to integrating projects in the national development policies and strategies. Furthermore, in the corrective measures being formulated by the World Bank or IMF in certain countries in the subregion, little reference was made and insufficient consideration given to subregional policies and strategies, nor to the development of linkages between various subsectors in the subregion. On each occasion, they had limited their perspective to the economy of the country they were examining at that particular juncture.

45. The current economic depression in almost all countries of the subregion had also been the most significant single factor militating against prompt measures promoting subregional industrial projects. For some countries, the funds were simply not available. In the drought-stricken countries, the entire meagre resources had been diverted towards securing food. In others, much higher priority had been accorded to national projects in the short term unless the country concerned could be assured of the benefits to be derived from an integrated subregional programme.

46. The above only serves to underscore the fact that the most formidable constraint upon the implementation of the initial programme had been the lack of funds. Countries with non-convertible currencies found it especially difficult to attract investment. Whereas financial institutions repeatedly

claimed that funds were not lacking for suitable projects, it was recognized that the funding agencies should be more specific when defining the criteria for and categories of projects they were willing to finance, in addition to simplifying their often cumbersome funding rules and procedures.

#### Constraints at the subregional level

47. At the subregional level, a number of industrial policies and strategies had been adopted under the aegis of ECOWAS. These related to: priority areas of co-operation and project development; establishment of national structures to follow up on policies adopted; criteria for project selection; level of participation in equity capital; mobilization of the population towards integration; and the development of programmes through specialization including technology, training and technical assistance. Other areas included finance from specified sources and special funds for telecommunications. The policies pursued by other economic communities in the subregion such as CEAO and MRU covered, in varying degrees, similar ground. The difference was that the latter's policies and strategies were limited in scope and oriented to the specific problems and needs of their Member States. For example, they were also concerned with the establishment of small- and medium-scale industrial projects. None the less, it would appear that the areas of finance, including the mobilization of domestic and external funds for development, and the harnessing and co-ordination of technical assistance were not fully covered by the policies and strategies adopted by ECOWAS and some of the other subregional organizations.

48. The general policy and criteria governing the selection of projects adopted by ECOWAS (document C/DEC 5/5/83) aimed at a global regional balance, giving special attention to the promotion of projects in the less developed member countries. To this end, Member States had been categorized as follows: Group I (the least developed countries) - Cape Verde, Gambia, Guinea-Bissau, Burkina Faso, Mali, Mauritania and Niger; Group II (the less developed countries) - Benin, Guinea, Liberia, Sierra Leone and Togo; and Group III (the more developed countries) - Côte d'Ivoire, Ghana, Nigeria and Senegal. As admirable as the intentions behind this policy might be, it is important to bear in mind the implications, especially insofar as subregional industrial projects are concerned. The countries in Group I have, to say the least,

meagre resources, small markets and an infrastructure inadequate to the location of industries. Their absorptive capacity is therefore relatively limited. A good example is the salt project proposed for Cape Verde. The financial institutions were anxious to assist and, with the necessary studies completed, it had transpired that the existing port facilities were inadequate for the operation of the project. The additional cost of reconstructing a port to meet the requirements of the project was substantial. Even if funds were available for the construction of the port facilities, Cape Verde might be confronted with the problems of maintenance and modernization of those facilities. Indiscriminate adherence to the ECOWAS policy therefore might entail compromising efficiency and spending scarce resources on infrastructure as against direct productive expenditure. The less developed countries might stand to benefit more from sharing institutional services and direct assistance.

Constraints faced by subregional institutions  
promoting industrial co-operation

49. In this context, attention should be drawn to an ECA study<sup>3/</sup> undertaken at the initiative of the ECOWAS Heads of State and Government, which covered all the economic communities and 40 other intergovernmental organizations in West Africa. Implementation of the recommendations contained in the report would contribute substantially to enhancing the effectiveness of economic co-operation in the subregion.

50. The structure and resources of the secretariats of the IGOs, particularly those dealing with industrial development, need to be enhanced so as to provide efficient administrative and specialized services. Perhaps the establishment of a well staffed Department of Industry as a single organizational entity within those secretariats is overdue. The economic crisis mentioned above has also seriously affected these IGOs, since not all Member States have been in a position to meet fully their financial commitments. This is a particularly serious constraint since these organizations often lack funds under their regular budgets and financial institutions only fund projects submitted by States.

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<sup>3/</sup> Proposals for Strengthening Economic Integration in West Africa,  
(Economic Commission for Africa, Addis Ababa).



51. In addition to the intergovernmental organizations, a number of sectoral or bilateral and multilateral arrangements lack any permanent or physical structures. As mentioned earlier, these organizations need to be streamlined in order to avoid unnecessary bottlenecks, duplication and waste of scarce resources. The establishment of an Association of Intergovernmental Organizations and the Association of Regional and Subregional Development Finance Institutions in West Africa had been a step in the right direction. However, by virtue of its membership, ECOWAS was obviously in the best position to ensure co-ordination.

#### CHAPTER IV

##### PROPOSALS FOR A

##### REVISED INTEGRATED INDUSTRIAL PROMOTION PROGRAMME

##### Selection of core subsectors and investment projects

52. The priority subsectors identified in the initial integrated industrial promotion programme for the subregion comprise: agro-based and related industries, building and construction industry, metallurgical industry, chemical industry and engineering industry. A number of industrial areas were also accorded priority in the programme. For its part, the ECOWAS Council of Ministers identified the following priority subsectors<sup>4/</sup>: building and construction industry, agricultural implements, chemicals, food, wood processing, iron and steel, telecommunications, electronics, automobile, and pharmaceutical and related industries. For the most part, these ten subsectors correspond to the priority core subsectors identified in the initial integrated subregional programme, except for the electronics and automotive industries (which can be classified as engineering subsectors) and the telecommunications industry. The latter is understandably classified as a priority subsector in view of existing infrastructural deficiencies within the subregion.

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<sup>4/</sup> ECOWAS Council of Ministers meeting, Dakar, 26-28 November 1979.  
Ref. Doc. ECW/CM VI Res.26.

53. In order to ensure the effective implementation of the initial integrated industrial promotion programme, it is recommended that attention should focus on the core subsectors and the areas listed in that programme. The attainment of the objectives of self-sufficiency and self-sustaining economic development hinges on the development of priority core subsectors and areas.

54. In the light of the above and the assessment made in Chapter III, it is recommended that future action on the implementation of the projects contained in the revised programme be approached on a priority basis. The core projects have thus been classified in three categories: (i) first priority: implementation in the short term (0-5 years); (ii) second priority: implementation in the medium term (5-10 years); and (iii) third priority: implementation in the long term (more than 10 years). All support projects have been included in the first priority category. While particular attention should be paid to implementing projects accorded first priority, this should not prejudice action by the sponsors of projects in the other two categories.

55. The revised programme contains 40 core projects and 20 support projects. Basic information on each project is contained in the project profiles attached as Annex III.

#### CORE PROJECTS

##### Engineering industry

##### Agricultural machinery and equipment subprogramme

##### First priority

- (1) Manufacture of agricultural tools and implements, Sierra Leone
- (2) Manufacture of agricultural implements and equipment, Nigeria
- (3) Production of mobile mini palm-oil mills, Mano River Union

##### Second priority

- (4) Manufacture of four-wheeled tractors, Senegal and Nigeria

##### Third priority

- (5) Manufacture of diesel engines for irrigation pumps and generators, Guinea

Road and rail transport equipment subprogramme

First priority

- (6) Manufacture of railway wagons, Burkina Faso with a subsidiary plant in Senegal
- (7) Establishment of a central press workshop, Oshogbo, Nigeria

Third priority

- (8) Manufacture of diesel engines for tractors, trucks, lorries and buses, Nigeria
- (9) Manufacture of diesel engine-mounted chassis for lorries, trucks and buses, Nigeria
- (10) Manufacture of low-cost, standard multipurpose vehicles, Guinea

Energy equipment

First priority

- (11) Manufacture of hurricane lamps, Senegal

Third priority

- (12) Manufacture of aluminium conductors and cables, Ghana and Guinea
- (13) Manufacture of power transformers, Togo
- (14) Manufacture of steel towers, Nigeria

Chemical industry

Fertilizer subprogramme

First priority

- (15) Establishment of a phosphoric acid plant, Togo

Second priority

- (16) Subregional ammonia and urea project
- (17) Establishment of a phosphate fertilizer plant, Niger

Pharmaceuticals subprogramme

First priority

- (18) Establishment of a pharmaceutical plant, Guinea (UFM)
- (19) Rehabilitation and extension of the Sereddu station, Guinea

Second priority

- (20) Establishment of a pharmaceutical plant, Nigeria

Pesticides subprogramme

First priority

- (21) Plant for phytosanitary products, Burkina Faso

Basic chemical subprogramme

First priority

- (22) Tidekelt salt project, Niger

Second priority

- (23) Establishment of salt/soda production, Mano River Union

Agro- and agro-based industries

Food-processing subprogramme

First priority

- (24) Integrated complex for poultry production, Liberia  
(25) Plants for the industrial processing of millet and sorghum, Niger and Nigeria  
(26) Manufacture of village mills for millet and sorghum, Niger and Nigeria

Second priority

- (27) Food-processing plant, Guinea  
(28) Fruit-processing plant, Guinea

Forest industries subprogramme

First priority

- (29) Establishment of pulp and paper board factory, Côte d'Ivoire

Other projects

First priority

- (30) Surgical/medical cotton project, Senegal

Building materials industry

Cement and ceramics subprogramme

First priority

- (31) Establishment of a subregional cement factory in the Liptako-Gourma region  
(32) Establishment of a ceramics factory, Togo

Non-metallic mineral products subprogramme

First priority

- (33) Manufacture of glass containers, Liberia

Second priority

- (34) Manufacture of glass containers, CEA0 Member States

Metallurgical industry

Iron and steel subprogramme

Third priority

- (35) Establishment of a sponge iron plant  
(36) Installation of electric arc furnace plants in the subregion  
(37) Installation and expansion of re-rolling mills in the subregion  
(38) Establishment of an integrated iron and steel plant for flat and tubular products  
(39) Establishment of foundries

Non-ferrous metals subprogramme

Third priority

- (40) Processing of bauxite and alumina, Ghana

56. It is recommended that the projects in the iron and steel subprogramme should be studied as a whole with a view to developing a long-term subsectoral programme. A sub-committee should be set up to develop a master plan for the subprogramme. Similarly, the projects identified in the agricultural machinery and equipment subprogramme should also be studied as a composite whole and a sub-committee established for that purpose. The above studies should be completed at the earliest possible juncture so that the various measures to be taken could be identified and the master plan elaborated.

SUPPORT PROJECTS

ARCEDEM

- (S1) Assistance to ARCEDEM

ARCT

- (S2) Assistance to ARCT

Burkina Faso/Mali

(S3) Development of meat-processing and allied industries

CEAO

(S4) Assistance to CEAO

ECA

(S5) Development of local industrial entrepreneurship (Directory of small-scale industrial project profiles)

ECA/UNIDO

(S6) Development of the cotton textile industry

ECOWAS

(S7) Assistance to ECOWAS

(S8) Assistance to ECOWAS in the development of an industrial training programme

(S9) Development of industrial consultancy and management capabilities

Liptako-Gourma Authority

(S10) Assistance in integrated industrial development planning for the Liptako-Gourma region

Mano River Union

(S11) Establishment of a Mano River Union technology centre

(S12) Establishment of a Mano River Union coastal shipping enterprise

(S13) Establishment of an industrial and technology fair serving the Member States of the Mano River Union

(S14) Establishment of a Mano River Union financing institution

(S15) Processing of fish and other sea foods

Nigeria

(S16) Pharmaceutical industry development centre, Nigeria

(S17) Subregional development centre for hides, skins, leather and leather products, (Leather Research Institute, Zaria, Nigeria)

Nigeria-Niger Joint Commission for Co-operation

(S18) Assistance to NNJC

OMVS

(S19) Assistance to OMVS

Togo

(S20) Togolese National Centre for Technology Development

CHAPTER V

STRATEGY FOR ACCELERATING THE IMPLEMENTATION OF THE  
REVISED PROGRAMME

Measures to be adopted

57. In the plan for the implementation of the initial integrated industrial promotion programme for West Africa, the following measures were recommended for adoption at the national and subregional levels.

At the national level

58. It is important to emphasize that the success of the programme will be determined by the actions taken at the national level and by the policies and operational mechanisms adopted by Governments. These actions include:

- (a) Formal endorsement of the programme and its projects by Government;
- (b) Incorporation, if necessary, of the salient features of the subregional programme and its projects in national industrial development plans, possibly incurring the need to adjust ongoing national industrial development plans;
- (c) Allocation of the human, financial and physical resources needed to implement the projects;
- (d) Strengthening or introduction of operational mechanisms (e.g. corporations, companies, commissions) responsible for follow-up, including project definition, pre-investment studies, investment promotion, and project-related consultations with other countries in the subregion;
- (e) Promotion of projects among potential investors and financial institutions;
- (f) If designated lead country, official submission of the project to financing institutions;
- (g) On the basis of profiles for core investment projects, elaboration of detailed pre-investment studies, assisted by ADB, ECA, UNIDO and competent local industrial consultancy organizations;
- (h) Improvement of domestic manpower capabilities and institutional capacities needed for the identification, preparation, evaluation and implementation of projects and their follow-up.

59. The endorsement of programmes and projects by the legislative authorities of subregional organizations is a protracted and quite complicated process. Furthermore, Government representatives attending the meetings of these subregional organizations are invariably changing and often come from different ministries, with the representative of one ministry being unaware of the projects submitted by another ministry.

60. In the light of the above, the following suggestions may be found useful:

- Any projects prepared by a national Government should be jointly endorsed by both the Ministries of Planning and Industry, submitted in order of priority and accompanied by the necessary feasibility studies as well as a status report on implementation. This would also help to enhance co-ordination and the exchange of information at the national level;
- Efforts should be made to maintain consistency in the representation of Governments at various meetings dealing with industrial co-operation.

61. Each Government also needs to lend greater impetus to the involvement of the private sector in the formulation and implementation of the projects retained in the subregional programme. A programme for the greater involvement of the private sector, including national competences, especially agents of production, planners, and financial institutions, needs to be adopted. It is therefore essential that the support projects included in the revised subregional programme are accorded appropriate priority when implementing the programme. It is a well-known fact that industrial co-operation projects often fail on account of faulty studies, inadequate institutional capacity and lack of support in terms of project preparation, evaluation, promotion and management.

62. Policies and programmes should be adopted with due regard to local conditions on matters relating to:

- (a) The development of local industrial entrepreneurship and indigenization;
- (b) The energy problem as it affects industrialization;
- (c) The current crisis in public sector enterprises in most countries of the subregion and a programme for their rehabilitation.



63. It is strongly recommended that existing National Co-ordinating Committees for the IDDA or UNIDO and Operational Focal Points for the IDDA should be strengthened or established as appropriate. Active working contacts should be maintained between these committees and operational focal points and the secretariats of the relevant subregional organizations in order to ensure the successful implementation of the subregional programme.

At the subregional level

64. The industrial priorities established by ECOWAS and other relevant subregional organizations in West Africa coincide with the activities identified for the implementation of the initial integrated industrial promotion programme at the subregional level. These activities include:

- (a) Formal endorsement and implementation of the initial integrated industrial promotion programme by the intergovernmental organizations in the subregion, and inclusion thereof in their subregional development plans and programmes;
- (b) Involvement of the technical committees of subregional organizations on a sector-by-sector basis within the framework of the Association of Intergovernmental Organizations of West Africa (in concert with initiatives taken by existing intergovernmental organizations) to co-ordinate, monitor and advise Governments on the selection and implementation of multinational projects in each subsector;
- (c) Provision by those intergovernmental committees of advice to Governments on the preparation, implementation, management and monitoring of the multinational industrial projects, including the definition of:
  - (i) The broad principles governing the relationship among the parties and specifying the co-operation arrangements in the areas of industrial production, and trade in industrial raw materials and products;
  - (ii) The policies and supporting measures which the Governments concerned should pursue;
  - (iii) Operational principles and measures, including mutual benefits or equitable treatment;
  - (iv) Joint ventures involving such bodies as multinational corporations in the countries of the subregion, or member countries of the subregion and other subregions and regions, or statutory corporations and other enterprises;
  - (v) Co-production and specialization, including subcontracting and marketing, as an arrangement of particular importance to engineering-based core industries;

- (vi) Joint acquisition of technology and the mobilization of financing resources.
- (d) Agreement among the countries in the subregion on the host country for each multinational core project and the respective roles of the others in implementing the core projects. This would include agreement on:
  - (i) Supply of the requisite raw materials and energy;
  - (ii) Purchase of intermediate and final products;
  - (iii) Equity shareholding, majority of which should be owned by African countries;
  - (iv) Training and allocation of manpower to the project;
  - (v) Conducting R & D related to the project;
  - (vi) Exchange of information;
  - (vii) Management of the enterprise;
  - (viii) Subcontracts, where feasible.
- (e) Assistance by intergovernmental organizations and development banks in the subregion in the mobilization of financial and other resources, including investment promotion for the implementation of the multinational core projects;
- (f) Strengthening or establishment of operational arrangements, such as multinational corporations or enterprises linked with corresponding national corporations, for the implementation of specific project or complex of projects. In this regard, it should be noted that in establishing multinational enterprises aimed at a lasting and effective economic relationship, it may be necessary for each partner, particularly the Governments, to share in the risks and rewards of the enterprises and participate fully in the decision-making at the highest managerial level;
- (g) Involvement of African Chambers of Commerce and industry or manufacturers and their associations as well as competent local consulting firms from the outset of the project, increasing their participation/involvement as the project develops.

65. In order to implement the measures proposed above, a number of policy actions will be required. These are predicated on the assumption that unless the productive capacity of the subregion is enhanced, the volume of trade will be insignificant. Furthermore, the capacity and capabilities of the relevant subregional organizations, especially ECOWAS, will have to be reinforced in order to ensure effective follow-up and monitoring of the implementation of the programme.

66. Institutional measures to effect changes and implement policies and programmes should therefore include the strengthening of the secretariats of the relevant intergovernmental organizations, especially of the departments for project preparation, evaluation and promotion in each of those organizations. Their functions could include the following:

- (i) To gather, analyse and disseminate relevant industrial data and information from and to all Member States, the private sector, associations, institutions and other bodies in the subregion;
- (ii) To develop and promote an effective working relationship among the member countries and co-operating organizations;
- (iii) To serve as a resource unit for the promotion of subregional industrial projects, providing advice and assistance in securing investment, expansion of markets, acquisition of technology and know-how, and project negotiations within the subregion and without.

67. The department will need to be properly staffed with competent personnel so as to enable it to monitor and co-ordinate effectively the various activities relating to the formulation and implementation of the subregional programme and projects, especially those in the priority industrial subsectors and support areas. The department should maintain a dynamic work relationship with the relevant intergovernmental organizations, with national, subregional, and regional organizations, as well as with UNIDO and the ECA Multinational Programming and Operational Centre (MULPOC). It should also keep itself fully informed of all major technical assistance proposals and programmes relating to industrial projects in the subregion.

68. In addition to the subsectoral committees recommended in paragraph 56 above for the iron and steel and the agricultural machinery subprogrammes, it is urged that action be taken, as recommended in the Programme for the IDDA<sup>5</sup>/ and in the guidelines for priority actions during the preparatory phase of the Decade<sup>6</sup>/, to establish a subregional committee on the IDDA, which could reinforce the existing subregional industrial co-ordination mechanisms in monitoring the implementation of the programme. Proper co-ordination also needs to be maintained between the various subregional co-ordination mechanisms in order to avoid duplication and to ensure the early endorsement of any decisions by the competent legislative authorities.

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<sup>5</sup>/ ID/287, Chapter III.

<sup>6</sup>/ ID/310, page 11.

### Promotion of the programme

69. In order to facilitate the implementation of the programme and to create greater awareness in the subregion, it is recommended that the programme be widely circulated among all relevant economic agents in the subregion, especially at the national level. They should be asked how they, the Government or business communities can best promote the programme. The importance of involving the private sector has already been stressed. The successful mobilization of local resources can serve as an inspiration to genuine foreign investors, encouraging them to participate in viable joint venture projects. All these activities also require the full use of the information media, as well as careful monitoring and co-ordination. It is recommended that the relevant subregional organizations, especially ECOWAS, should collaborate with the project sponsors in carrying out this co-ordination.

### Mobilization of financial resources

#### Bilateral sources

70. Well over 40 developed countries provide some form of technical assistance to most of the countries in the subregion. The total value of the programmes is substantial. A more strategic approach towards harnessing this source of assistance could have a tremendous impact on development efforts. For example, some of the donor countries are often happy to participate in specific projects when approached individually. In this case, a two-pronged approach needs to be adopted. The host Government must take the leading role in making the necessary approach at the national level, while the secretariat of ECOWAS or other relevant subregional organizations should support such requests by presenting the programme in a global context and promoting it among potential donors and investors in both developed and other developing countries.

#### Multilateral sources

71. Major sources of financing are the multilateral agencies such as the Arab Fund for Economic and Social Development (AFESD), Arab Bank for Economic

Development in Africa (BADEA), European Economic Community (EEC), International Finance Corporation (IFC), OPEC Fund, and the World Bank. All these agencies should be approached with concrete project proposals based on a careful study of their priorities and areas of interest. Furthermore, multilateral aid agencies and financial institutions should increase their support to subregional projects since they helped to develop and strengthen linkages between industry and other sectors, especially agricultural and food production.

72. Consideration might be given to the publication of a brochure by the ECOWAS secretariat, with the assistance of UNIDO, on the revised integrated industrial promotion programme for West Africa. It should be specifically aimed at attracting support from bilateral and multilateral sources. It is suggested that the communities seek representation and recognition in aid-giving conferences such as the Lomé Convention of the EEC/ACP countries and the Paris Round-table Conferences with investors.

73. Although the countries in the subregion are expected to use all the economic and diplomatic channels at their disposal to promote the projects identified, UNIDO should also provide assistance through its investment promotion programme, including the use of its Investment Promotion Services.

#### Role of the co-ordinating and other agencies

74. As stated in the initial programme, the successful implementation and economic operation of core industries calls for the development of human and technological capabilities, the mobilization of financial resources as well as the establishment or strengthening of capabilities to service and augment the industrialization process in the subregion. The agencies and organizations of the United Nations system, in particular UNIDO and ECA, in close co-operation with the ADB, BOAD, OAU and other African organizations such as ARCEDEM, ARCT and ARSO, can contribute to meeting those requirements and thus help to overcome the acute developmental problems of the subregion.

75. For the most part, these organizations would provide technical assistance, upon request, in the following areas:

- (a) Updating of the subregional industrial programme;
- (b) Preparation of pre-investment studies, including investment profiles on selected projects in each subregion, providing information on such items as: consumption; plant size; raw materials; utilities; technology; investment; manpower and training; probable production cost; project/programme profitability; and potential market(s);
- (c) Identification of specific areas and modes of co-operation between countries, as well as between producers and R & D facilities, in implementing the programme for the Decade;
- (d) Operations of the Association of Intergovernmental Organizations of West Africa relating to reviewing and updating the regional integrated industrial promotion programme, monitoring its implementation and co-ordinating the activities of the technical committees described in paragraph 64(b);
- (e) Development of capabilities related to: industrial planning; industrial consultancy; project preparation; procurement of supplies; and support of local entrepreneurs and manufacturers including the creation of associations related to core programmes;
- (f) Organization of technical consultations, negotiations and investment promotion meetings in specific core subsectors. These will include consultation and negotiations between:
  - (i) African countries, involving both State finance institutions and local agents of production and distribution;
  - (ii) African States and potential partners from other developing countries through ECDC, involving potential investors from those countries as well as financial institutions;
  - (iii) African States and potential partners from developed countries.

76. It is perhaps important to stress the need for a system which should be developed by UNIDO, in co-operation with the ECA, ECOWAS, OAU and appropriate subregional organizations, to assist countries in monitoring the implementation of the revised programme. In this regard, it is considered desirable to host regular meetings of all the governments, co-ordinating agencies and organizations concerned, for example every two years, in order to review, adjust and monitor the implementation of the programme. For such a system to be effective, Member States and other project sponsors would have to provide information on the projects' status of implementation.

ANNEX I

Criteria for selecting multinational/  
subregional industrial core projects

For an industrial project to qualify as a multinational/subregional core project, it should meet all requirements in group I and one or more additional requirements in group II.

I. Basic requirements

The project:

- (a) Provides inputs into the priority sectors selected in the Lagos Plan of Action and the Final Act of Lagos, i.e. food, transport and communications and energy;
- (b) Provides effective integration and linkages with other industrial and economic activities and infrastructures in the subregion;
- (c) Utilizes and upgrades, to the maximum extent possible, African natural resources (raw materials and energy) so as to benefit first the subregion, secondly other African countries and thirdly non-African countries;
- (d) Produces intermediates for further processing or fabricating in an increasing number of established or planned industries or engineering goods, particularly those related to food production and processing, building materials, textiles, energy, transport and mining;
- (e) Caters, first and foremost, directly or indirectly, to the basic needs of the people in the subregion and, if required, in other African countries;
- (f) Involves (i) economies of scale, (ii) complex technology or upgrading of technology, (iii) large investment; and (iv) market(s) beyond the reach of individual countries in the subregion;
- (g) Offers scope for co-operation, especially among the African countries, in long-term supply/purchase arrangements for raw materials, intermediates and final products; subcontracting; barter, equity shareholding; etc.;
- (h) Contributes to reducing the region's heavy reliance on external factor inputs.

11. Additional requirements

The project:

- (a) Offers comparative advantage(s) over similar project(s) - actual or potential - in other groups of countries (African and non-African), particularly in respect of raw materials, energy and the infrastructure required;
- (b) Complements related project(s) or existing production unit(s) in the subregion;
- (c) Earns foreign exchange through the export of its products, including upgrading of raw materials;
- (d) Results in rehabilitation and rationalization of existing production unit(s);
- (e) Replaces, whenever practical, synthetic materials by natural materials, particularly those that are renewable.



ANNEX 11

Initial integrated industrial promotion programme for West Africa  
considered at Abidjan, December 1983

STATUS OF PROJECT IMPLEMENTATION

CORE PROJECTS

Project number, title and location      Sponsors      Action taken since December 1983  
(as shown in ID/WG.409/3/Rev.1)

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**IRON AND STEEL SUBPROGRAMME**

- |   |                              |  |
|---|------------------------------|--|
| 1. Establishment of a sponge iron plant<br>Location: To be determined   | MRU, CEAO and Liptako-Gourma | Extensive follow-up action taken by the subregional organizations on all projects. ECOWAS carried out studies with the assistance of a French company (SACILOR). Similar studies carried out by both CEAO (with the assistance of UNIDO) and the Nigeria-Niger Joint Commission for Co-operation in respect of the first three projects. |
| 2. Installation of electric arc furnaces in the subregion<br>Location: To be determined                         | ECOWAS and CEAO              |  |
| 3. Installation and expansion of re-rolling mill<br>Location: To be determined                                  | ECOWAS, MRU and CEAO         |  |
| 4. Establishment of integrated iron and steel plant for flat and tubular products<br>Location: To be determined | Proposed by MULPOC           |  |
| 5. Establishment of foundries<br>Location: To be determined   | Proposed by MULPOC           |  |

**ENGINEERING SUBPROGRAMME**

- |   |                             |   |
|---|-----------------------------|---|
| 6. Manufacture of four-wheeled tractors<br>Location: Senegal, Nigeria | MULPOC Council of Ministers | Nigeria established a project in Bauchi (STEYR NIG. LTD.). BOAD undertaking a study for similar project covering the Member States of the West African Monetary Union (WAMU). |
|---|-----------------------------|---|

Project number, title and location (as shown in ID/WG.409/3/Rev.1)	Sponsors	Action taken since December 1983
7. Manufacture of agricultural tools and implements	MRU	Studies undertaken with assistance of UNIDO completed and available.
8. Manufacture of diesel-engine for irrigation pumps and generators Location: Guinea	MULPOC Council of Ministers and MRU	Information on definite action not available. Project under active consideration given the extensive iron-ore deposits in Mauritania and the electrification scheme planned for the OMVS Member States.
9. Manufacture of agricultural implements and equipment Location: Nigeria	Nigeria	No action taken.
10. Production of mobile mini palm-oil mills	MRU	Follow-up action initiated by local authorities and ARCEDEM. Request submitted to UNIDO and ADB for assistance. ADB scheduled to visit MRU and ARCEDEM to exchange views and obtain more precise information on the project.
<b>ROAD AND RAIL TRANSPORT EQUIPMENT SUBPROGRAMME</b>		
11. Manufacture of railway wagons Location: Burkina Faso and Senegal	CEAO	Study completed and primary location of project established in Bobo-Dioulasso (Burkina Faso) with a subsidiary in Dakar (Senegal). Action also taken to select a technical partner.
12. Manufacture of diesel-engines for tractors, trucks, lorries and buses Location: Nigeria	MULPOC and IGO Committee of Experts on Engineering	Nigeria already implementing the project with the establishment of Leyland, NAMCON and STEYR plants.
13. Manufacture of engine-mounted chassis for lorries, trucks, buses Location: Nigeria	"	No action taken.
14. Manufacture of low-cost, standard multi-purpose vehicles Location: Guinea	"	No action taken.

Project number, title and location (as shown in ID/WG.409/3/Rev.1)	Sponsors	Action taken since December 1983
15. Establishment of a central press workshop Location: Oshogbo, Nigeria	Nigeria	Nigeria initiated implementation of the project by constructing a building, importing some machinery and appointing a technical partner. Study of the project conducted by six-man World Bank mission which recommended that contact be made with World Bank to decide on joint action for its implementation as a subregional project.
<b>ENERGY EQUIPMENT SUBPROGRAMME</b>		
16. Manufacture of aluminium conductors and cables Location: Ghana, Guinea	MULPOC and IGO Committee of Experts on Engineering	Although no action yet taken on the project, Ghana on point of implementing a related project on the local production of aluminium ingots which could provide inputs to projects 16 - 18.
17. Manufacture of power transformers Location: Togo		No action taken.
18. Manufacture of steel towers Location: Nigeria		Information on action taken not available.
19. Manufacture of hurricane lamps Location: Senegal	BOAD	Action taken by Senegal and a technical partner for the project being sought.
<b>CHEMICAL INDUSTRIES SUBPROGRAMME</b>		
20. Establishment of phosphoric acid plant Location: Togo	Togo	World Bank and a technical partner being sought. Action also being taken to mobilize the investment required.
21. Subregional ammonia and urea project Location: To be determined	MULPOC Council of Ministers	Implementation of the project initiated with a detailed survey being conducted in co-operation with a Canadian firm.
22. Establishment of a phosphate fertilizer plant Location: To be determined	Liptako- Gourma Authority	Preliminary studies carried out with assistance of UNIDO. Pre-feasibility study of the Tapoa deposits already completed by a Canadian firm.

Project number, title and location (as shown in ID/WG.409/3/Rev.1)      Sponsors      Action taken since December 1983

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**PHARMACEUTICALS SUBPROGRAMME**

- |   |         |   |
|---|---------|---|
| 23. Establishment of a pharmaceutical plant<br>Location: Guinea (UFM)   | MRU     | Study completed and a pilot project established with assistance of UNIDO. MRU had also studied the project. |
| 24. Establishment of a pharmaceutical plant<br>Location: Nigeria        | Nigeria | Information on action taken not available.  |
| 25. Rehabilitation and extension of Sereddu station<br>Location: Guinea | Guinea  | As for project No.23.   |

**PESTICIDES SUBPROGRAMME**

- |  |              |   |
|--|--------------|---|
| 26. Plant for phytosanitary products<br>Location: Burkina Faso | Burkina Faso | Full study completed and related BOAD-financed studies dating from 1979 updated using national funds. Projects included in the five-year national development plan (1986-1990). |
|--|--------------|---|

**BASIC CHEMICALS SUBPROGRAMME**

- |  |     |   |
|--|-----|---|
| 27. Establishment of salt/soda production plant<br>Location: countries of the Mano River Union | MRU | Relevant studies completed and exact location of the project yet to be determined. The selection of a technical partner under active consideration. |
|--|-----|---|

Project number, title and location      Sponsors      Action taken since December 1983  
(as shown in ID/WG.409/3/Rev.1)

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**AGRO AND AGRO-BASED INDUSTRIES SUBPROGRAMME**

- |  |               |  |
|--|---------------|--|
| 28. Integrated complex for poultry production<br>Location: Liberia             | Liberia       | Project implementation initiated with the involvement of local smallholders and funds already secured under Danish financial assistance.   |
| 29. Food-processing plant<br>Location: Guinea                                  | Guinea        | Studies on the expansion and modernization of both plants initiated, but currently in abeyance. An in-depth study of the food-processing sector pertinent to the project completed by UNIDO. |
| 30. Fruit-processing plant<br>Location: Guinea                                 | Guinea        |  |
| 31. Establishment of a pulp and paper-board factory<br>Location: Côte d'Ivoire | Côte d'Ivoire | Apart from earlier studies carried out on the project, no action taken since December 1983.  |

**BUILDING MATERIALS SUBPROGRAMME**

- |  |                |   |
|--|----------------|---|
| 32. Establishment of a cement factory in the Liptako-Gourma region<br>Location: To be determined | Liptako-Gourma | No action taken.  |
| 33. Establishment of a ceramics factory<br>Location: Lomé, Togo                                  | Togo           | Studies on the project completed by BOAD. Technical partners and local sponsors being sought. |

**OTHER PROJECTS**

- |  |         |   |
|--|---------|---|
| 34. Manufacture of glass containers<br>Location: To be determined  | CEAO    | A preliminary study completed in July 1984 with assistance of UNIDO and a raw materials survey conducted by NNJC in February 1984.    |
| 35. Manufacture of glass containers<br>Location: Monrovia, Liberia | Liberia | Construction of the factory nearing completion and production scheduled to start early 1986. Company renamed Union Glass Corporation. |

Project number, title and location (as shown in ID/WG.409/3/Rev.1)      Sponsors      Action taken since December 1983

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Plants for the industrial processing of millet and sorghum, Niger and Nigeria

NNJC

Pre-feasibility and feasibility studies completed. Zinder (Niger) and Kano (Nigeria) selected as sites.

Manufacture of village mills for millet and sorghum, Niger and Nigeria

NNJC

Pre-feasibility study conducted in February 1983. OPEC Fund has allocated funds for the feasibility study and contacts established with other institutions. The project is to be sited in Maradi (Niger).

SUPPORT PROJECTS

**INSTITUTIONAL INFRASTRUCTURE**

S1. Assistance to the OMVS

OMVS High Commission

Inter-State committee for industrial development as well as a regional planning committee set up by OMVS.

S2. Assistance to CEAO  
Location: Ouagadougou

CEAO

Action taken with the assistance of UNIDO in three specific community market studies at a total value of \$191,578 in respect of fertilizers, iron and steel and glass production.

S3. Assistance to ECOWAS  
Location: Lagos

ECOWAS

Action taken with the assistance of UNIDO (at a total value of \$300,000) in (i) initiating follow-up action on the subregional programme, and (ii) elaborating a short-, medium- and long-term programme for strengthening the capacity of the ECOWAS secretariat in the formulation, management and monitoring of regional industrial programmes and projects.

S4. Pharmaceutical industry development centre

ECOWAS

No action taken.

Project number, title and location (as shown in ID/WG.409/3/Rev.1)	Sponsors	Action taken since December 1983
S5. Subregional development centre for hides and skins, leather and leather products Location: Zaria, Nigeria	ECOWAS	Action taken with the assistance of UNIDO in strengthening the institute, including an assessment of the centre's capability to provide training to industrial personnel in the African region and a proposal for a long-term co-operation programme between the centre and other research and training centres in the African region. The leather research institute of Nigeria now accepted as one of the "centres of excellence" for UNIDO training programmes in that sector.
S6. Assistance to the African Regional Centre for Engineering Design and Manufacture Location: Ibadan, Nigeria	ARCEDEM	Using a special contribution from Hungary, UNIDO, in collaboration with ARCEDEM, organized two workshops (one in 1984 and one in 1985) on core metallurgical industries for African countries. Most of the 24 participants in the second workshop, which took place in Hungary in October 1985 and lasted two weeks, came from the West African subregion. In response to a request from ARCEDEM, UNIDO envisaged utilizing the contribution of the Hungarian Government to UNIDO for the IDDA to provide ARCEDEM with further assistance in the preparation of a detailed design and eventual establishment of a demonstration investment foundry with an auxiliary demonstration plant for the manufacture of wax replicas.

Project number, title and location (as shown in ID/WG.409/3/Rev.1)	Sponsors	Action taken since December 1983
S7. Assistance to African Regional Centre for Technology Location: Dakar, Senegal	ARCT	UNIDO provided assistance to ARCT in establishing an African technical information exchange service (TIES) as well as strengthening its technological information capacity. This enabled ARCT to assist in the establishment of national focal points for technological information and to strengthen the links between the countries themselves as well as between the relevant institutions and ARCT.
S8. Assistance in integrated industrial development planning for the Liptako- Gourma area Location: Ouagadougou	Liptako- Gourma Authority	The organization continued to receive the assistance of UNDP/UNIDO (initiated in 1981) in the formulation of a framework for integrated industrial co-operation between Burkina Faso, Mali and Niger. Within this framework, UNIDO experts identified potential agro-industries including industries based on livestock; assessed the market and production possibilities for agricultural machinery and production of fertilizers, and conducted a study for the development of the building materials industry.
S9. Establishment of a Mano River Union technology centre Location: to be determined	MRU	The MRU secretariat currently receiving assistance from UNIDO in identifying appropriate financial mechanisms for the funding of Union and industrial projects. This assistance is linked with a series of UNIDO/MRU short-term development projects.



Project number, title and location      Sponsors      Action taken since December 1983  
(as shown in ID/WG.409/3/Rev.1)

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#### INDUSTRIAL MANPOWER DEVELOPMENT

- S10. Assistance to ECOWAS in the development of an industrial training programme  
Location: ECOWAS, Nigeria      ECOWAS      Implementation of the project had been initiated through assistance UNIDO provided to institutions in Senegal and Nigeria in developing sectoral/functional industrial manpower training activities.
- S11. Development of industrial consultancy and management capabilities  
Location: ECOWAS, Nigeria      ECOWAS      No action taken.
- S12. Development of local industrial entrepreneurship (directory of small-scale industrial project profiles)  
Location: Addis Ababa      ECA      The first issue of the Directory had been printed by ECA and was due for distribution at the end of 1985. A similar Directory of a more global nature entitled "How to Start Manufacturing Industries" had been published and widely distributed by UNIDO. The IFC is also developing a project, with the assistance of UNDP and several donor countries and with the collaboration of the ADB, directed towards the development of local entrepreneurial capabilities in African countries.

#### STUDIES

- S13. Development of meat-processing and allied industries  
Location: ECOWAS, Nigeria      ECOWAS      Under the auspices of a technical assistance project to the Liptako-Gourma Authority, UNIDO assessed the development potential of the meat processing industry in the subregion.
- S14. Processing of fish and other sea foods      ECA/UNIDO      No further action taken following the study carried out with the assistance of USAID, prior to the Abidjan meeting.

Project number, title and location (as shown in ID/WG.409/3/Rev.1)	Sponsors	Action taken since December 1983
S15. Development of the cotton textile industry	ECA/UNIDO	Action initiated, with UNIDO providing assistance to the textile technology institute in Kano (Nigeria) so as to enable it to provide extension services to other centres in the subregion. Through this institute, the project for the greater utilization of locally-grown cotton in the subregion could be developed. Furthermore, the BOAD had launched a diagnostic sectoral study of textile plants operating in the WAMU/CEAO countries.
S16. Establishment of a Mano River Union coastal shipping enterprise	MRU	MRU conducted preliminary study while ECOWAS studied a coastal shipping project which was subsequently considered premature by ECOWAS Council of Ministers. CEAO also has a shipping project (long-haul shipping) at an advanced stage.
S17. Establishment of an industrial and technology fair serving the Member States of the Mano River Union	MRU	Follow-up action taken with the assistance of UNIDO in carrying out a study of the feasibility of establishing an industrial and technology promotion fair within the MRU.

ANNEX III

Profiles of projects in the revised programme

The core projects are grouped by subsector and listed in order of priority within the respective subsectors. The support projects, all of which are accorded first priority, are grouped by promoter/sponsor.

PROJECT PROFILE NO. 7

Priority: First (short-term)

SUBSECTOR: Engineering industry (agriculture machinery and equipment)

SUBREGION: West Africa

1. Project Title: Manufacture of agricultural tools and implements, Sierra Leone

2. Objective: To develop (i) manufacture of foundry and metal-forming tools products particularly for the agriculture sector; (ii) production of corrugated iron roofing sheets and (iii) repair jobbing and metal fabrication facilities.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of participation sought by member states
4. Location	6. Immediate follow-up	8. Energy	11. Market	13. Total investment	
3. Government of Sierra Leone	5. Feasibility study available	7. Grey iron scrap, steel scrap, timber and charcoal are locally available. Other materials and inputs such as steel have to be imported.	10. (Units/year for local export markets) Mincers/maize mills: 4,000/4,000 Charcoal iron: 5,000/4,500 Cooking pot: 6,000/7,000 Rakes: 12,000/14,000 Palmoil presses: 350 Semi-rotary pumps: 250/350 Palmnut crackers: 375 Rice hullers: 250 Wheelbarrows: 4,000/4,000 Rice winnowers: 350 Corrugated iron sheets: 2,000/1,200	12. (Units/year) Mincers/maize mills: 7,500 Charcoal irons: 43,420 Cooking pot castings: 14,440 Rakes: 6,420 Palmoil presses: 350 Pumps: 350 Palmnut crackers: 350 Rice hullers: 220 Wheelbarrows: 6,000 Rice winnowers: 350 Corrugated iron sheets: 3,000	14. Government of Sierra Leone has 40 per cent equity. Three foreign currency loans of \$2.44 million are assumed. A local currency loan of \$250,000 is envisaged
4. Freetown, Sierra Leone	6. Identification of potential investors	8. Available, primarily electric energy and a standby 800 kVA generator	11. Construction and agricultural sectors as well as local consumers	13. \$2.9 million	

PROJECT PROFILE NO. 2

Priority: First (short-term)

SUBSECTOR: Engineering industries (agricultural machinery and equipment)

SUBREGION: West Africa

1. Project Title: Manufacture of agricultural implements and equipment, Nigeria

2. Objective: To establish a plant to manufacture agricultural implements and equipment.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
4. Location	6. Immediate follow-up activities	8. Energy	11. Market	13. Total in- vestment	
9. Physical in- frastructure					
<p>3. Government of Nigeria</p> <p>4. Nigeria. Information about the site in Nigeria is not available</p>	<p>5. Feasibility study conducted in 1980 is available</p> <p>6. Information not available</p>	<p>7. No information available on whether the steel required will be produced locally or imported.</p> <p>8. No information available about project requirements</p> <p>9. Information not available</p>	<p>10. Information not available. However, present subregional demand amounts to: 10,000 small tractors; 30,000 hand-held implements; and 10,000 various other implements</p> <p>11. Subregional.</p>	<p>12. Information not available</p> <p>13. Estimated at N 31.2 million including pre-investment costs, fixed capital and working capital.</p>	<p>14. (a) It is not known whether Nigeria has invited other countries in the subregion to participate in the project.</p> <p>(b) Potential problems during implementation might include the lack of investment funds.</p>

SUBSECTOR: Engineering industry (agricultural machinery and equipment)

SUBREGION: West Africa

1. Project Title: Production of mobile mini palm-oil mills, Mano River Union

2. Objective: To reduce the degree of fresh fruit wastage by using mobile processing units which can travel to the plantations

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of participation sought by member states
4. Location	6. Immediate follow-up	8. Energy	11. Market	13. Total investment	
<p>3. Mano R Union</p> <p>4. Mano River Union countries</p>	<p>5. Terms of reference for the project drafted and mobilization of funds initiated.</p> <p>6. Given positive response of ADB, a fact-finding mission will be undertaken and close co-operation established with ARCEDEM in respect of equipment design</p>	<p>7. Nearly all raw materials will have to be imported.</p> <ul style="list-style-type: none"> <li>- Appropriate lorry bodies and accessories for assembly</li> <li>- Iron sheets and profiles and accessories for assembly</li> <li>- Welding material and fittings for mounting</li> </ul> <p>8. Energy supply system for units (generators of about 40 kVA)</p> <p>9. No special requirements</p>	<p>10. 50 to 80 units may be absorbed by the Union market</p> <p>11. Mobile units can also be produced for export to ECOWAS Member States as in many countries similar conditions prevail in respect of palm-oil production.</p>	<p>12. Mobile unit will have an input capacity of about 3,000 tons/year</p> <p>13. Will cost about \$250,000 which can be paid back in about two years</p>	<p>14. 51% nationals or institutions of MRU member countries 49% free distribution. Preferential treatment to be given to the import of mobile units so as to enlarge the sales prospects of this venture.</p>

PROJECT PROFILE NO.   5  

Priority: Second (medium-term)

SUBSECTOR: Engineering industry (agricultural machinery and equipment)

SUBREGION: West Africa

1. Project Title: Manufacture of four-wheeled tractors, Senegal and Nigeria

2. Objective: To develop manufacture of agricultural machinery.

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
<p>3. This proposal was examined by the sixth meeting of the Niamey-based MULPOC Council of Ministers which referred it to the first meeting of the Inter-governmental Committee of Experts on Engineering Industries for West Africa</p> <p>4. Senegal and Nigeria</p>	<p>5. Conceptual stage</p> <p>6. Further in-depth studies</p>	<p>7. To be imported pending the supply of grey cast iron/malleable cast iron, forging quality steel, sheet metals and sections from local projects or from the metallurgical projects proposed for the subregion.</p> <p>8. Available, primarily electric energy</p> <p>9. Adequate in both locations proposed.</p>	<p>10. 23,000 units p.a. (1990) 50,000 units p.a. (2000)</p> <p>11. Agricultural sector in the subregion</p>	<p>13. (a) Pre-investment studies \$200,000</p> <p>(b) Total basic investment: \$ 70 million (excluding investment for engine production and ancillary industries)</p> <p>12. Senegal plant: 5,000 units Nigerian plant: 10,000 units</p>	<p>14. (a) 50 per cent of basic investment to be provided by equity shareholding and balance by loans.</p> <p>(b) Ancillary industries to be set up at national level to provide ancillary parts and components.</p>

PROJECT PROFILE NO. 5

Priority: Third (long term)

SUBSECTOR: Engineering industry (agricultural machinery and equipment)

SUBREGION: West Africa

1. Project Title: Manufacture of diesel-engines for irrigation pumps and generators, Guinea

2. Objective: To develop agricultural machinery and energy equipment manufacture

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
<p>3. This proposal was examined by sixth meeting of the Niamey-based MULPOC Council of Ministers which referred it to the first meeting of the Inter-governmental Committee of Experts on Engineering Industries for West Africa</p> <p>4. Guinea</p>	<p>5. Pre-feasibility study stage 6. Further in-depth studies</p>	<p>7. To be imported pending supplies from the metallurgical projects proposed for the subregion</p> <p>8. Available, primarily electric energy</p> <p>9. Adequate</p>	<p>10. 100,000 units p.a. (1990) 200,000 units p.a. (2000)</p> <p>11. Units manufacturing irrigation equipment and small generators in the subregion</p>	<p>12. 100,000 units p.a.</p> <p>13. \$ 50 million (including investment on national pump and generator assembly plants)</p>	<p>14. (a) 50 per cent of basic investment to be provided by equity shareholding and balance by loans.</p> <p>(b) National pump and generator assembly plants to be set up.</p> <p>(c) Given Mauritania's experience, geographic location and major iron-ore deposits, possible location of the project in that country might be considered</p>



PROJECT PROFILE NO. 6

Priority: First (short term)

SUBSECTOR: Engineering industry (road and rail transport equipment) SUBREGION: West Africa

1. Project Title: Manufacture of railway wagons, Burkina Faso and Senegal

2. Objective: To develop manufacture of transport equipment

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
<p>3. West African Economic Community (CEAO)</p> <p>4. Primary location in Bobo-Dioulasso, Burkina Faso and subsidiary in Dakar, Senegal</p>	<p>5. Feasibility study available</p> <p>6. Further in-depth studies required to take subregional demand into account</p>	<p>7. To be imported pending supplies from metallurgical projects proposed for the subregion</p> <p>8. Electricity supply sufficient</p> <p>9. Adequate</p>	<p>10. Demand 225 wagons per annum</p> <p>11. Railway authorities in the subregion</p>	<p>12. 225 wagons</p> <p>13. Each manufacturing unit: 3,000 million CFA</p>	<p>14. (a) Togo and Benin have expressed interest in the project.</p> <p>(b) Ancillary industries to be set up at national level to provide parts and components.</p> <p>(c) Subcontracting arrangements are needed in order to make full use of existing railway workshops in the subregion for the supply of parts and components.</p> <p>(d) Technical partner to be selected in early 1986.</p>

SUBSECTOR: Engineering industry (road and rail transport equipment)SUBREGION: West Africa1. Project Title: Establishment of a central press workshop (Oshogbo, Nigeria)2. Objective: To establish a factory to manufacture machine tools

3. Promoter/ sponsor 4. Location	5. Project status 6. Immediate follow-up	7. Raw materials 8. Energy 9. Physical infrastructure	10. Projected demand by product 11. Market	12. Capacity by product 13. Total investment	14. Additional information including collaboration arrangements already made and type of participation sought by member states
3. The Nigerian Government 4. Oshogbo, Nigeria	5. Feasibility study conducted between 1978 and 1979 is available  6. P.E. International operations. (A con- sulting group appointed in 1980 to monitor the project and prepare a market survey for the products. NIDB Evaluation Report (1984). Reviewed by the World Bank in 1985.	7. Essential moulds to be imported. Basic raw materials available locally.  8. Available; primarily electric energy  9. Very good	10. Not available  11. Subregional and local market. Woodworking, engineering and other industries.	12. (Units/year) Power hacksaws: 110 Centre lathes - 1: 270 Centre lathes - 11: 220 Milling machines: 200 Bench drills: 320 Pillar drills: 40 Radial drills: 320 Pedestal grinders: 260 Tool and cutter- grinders: 70  13. N74.57* million (\$80.81 million)  * N1 = \$1.084 as at 27.11.85	14. Federal Government of Nigeria has majority equity, while the foreign technical partner, Hindustani Machine Tool, is contributing 10 per cent The balance of the finan- cing plan of N61.74 (\$66.93) to be provided by loans or further equity participation. (Debt/equity ratio is 1.058 : 1)

PROJECT PROFILE NO. 3

Priority: Third (long term)

SUBSECTOR: Engineering industry (road and rail transport)

SUBREGION: West Africa

1. Project Title: Manufacture of diesel engines for tractors, trucks, lorries and buses, Nigeria

2. Objective: To develop manufacture of agricultural machinery and transport equipment

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
<p>3. This proposal was examined by the sixth meeting of the Niamey-based MULPOC Council of Ministers which referred it to the first meeting of Inter-governmental Committee of Experts on Engineering Industries for West Africa</p> <p>4. Nigeria</p>	<p>5. Project has been launched</p> <p>6. No information available</p>	<p>7. (i) To be imported pending supplies from the metallurgical projects proposed for the subregion or supplies from the Nigerian steel projects (ii) Aluminium to be imported from Ghana/Guinea</p> <p>8. Available, primarily electric energy</p> <p>9. Adequate</p>	<p>10. 154,000 units p.a. (1990) 387,000 units p.a. (2000)</p> <p>11. Supplies to tractor factory and lorries/trucks/chassis factories proposed for the subregion</p>	<p>12. 100,000 units p.a.</p> <p>13. \$ 150 million (excluding investment for ancillary industries)</p>	<p>14. (a) 50 per cent of basic investment to be provided by equity shareholding and balance by loans.</p> <p>(b) Ancillary industries to be set up at national level to provide parts and components.</p> <p>(c) Supply/purchase arrangements to be worked out in respect of raw materials and engines.</p>

PROJECT PROFILE NO. 9

Priority: Third (long term)

SUBSECTOR: Engineering industry (road and rail transport)

SUBREGION: West Africa

1. Project Title: Manufacture of diesel engine-mounted chassis for lorries, trucks and busses, Nigeria

2. Objective: To develop manufacture of transport equipment.

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
<p>3. This proposal was examined by the sixth meeting of the Niamey-based MULPOC Council of Ministers which referred it to the first meeting of the Inter-governmental Committee of Experts on Engineering Industries for West Africa</p> <p>4. Nigeria</p>	<p>5. Exact current status unknown</p> <p>6. Further in-depth studies</p>	<p>7. To be imported pending supplies from local projects or the metallurgical projects proposed for the sub-region.</p> <p>8. Available, primarily electric energy</p> <p>9. Adequate</p>	<p>10. 131,000 units p.a. (1990) 337,000 units p.a. (2000)</p> <p>11. All countries in the sub-region for vehicle body building at the national level.</p>	<p>12. 30,000 units p.a. (1 ton chassis) 25,000 units p.a. (2-5 ton chassis) 20,000 units p.a. (6-10 ton chassis)</p> <p>13. \$ 40 million for each chassis type, i.e. 120 million for all three types</p>	<p>14. (a) 50% of basic investment to be provided by equity shareholding and balance by loans.</p> <p>(b) Ancillary industries to be set up at national level to provide parts and components.</p>

PROJECT PROFILE NO. 10

Priority: Third (long term)

SUBSECTOR: Engineering industry (road and rail transport)

SUBREGION: West Africa

1. Project Title: Manufacture of low-cost, standard multi-purpose vehicles, Guinea
2. Objective: To develop manufacture of transport equipment suited to the rural needs.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
4. Location	6. Immediate follow-up activities	8. Energy	11. Market	13. Total in- vestment	
<p>3. This proposal was examined by the sixth meeting of the Niamey-based MULPOC Council of Ministers which referred it to the first meeting of the Inter-governmental Committee of Experts on Engineering Industries for West Africa</p> <p>4. Guinea</p>	<p>5. Conceptual stage</p> <p>6. Further in-depth studies</p>	<p>7. To be imported pending supplies from the metallurgical projects proposed for the subregion</p> <p>8. Available, primarily electric energy</p> <p>9. Adequate</p>	<p>10. 180,000 units p.a. (1990) 500,000 units p.a. (2000)</p> <p>11. Whole sub-region</p>	<p>12. 50,000 units p.a. in each country</p> <p>13. Total investment \$ 82 million (excluding investments for ancillary industries and assembly of bodies at the national level.)</p>	<p>14. (a) 50% of basic investment to be provided by equity shareholding and balance by loans.</p> <p>(b) Ancillary industries to be set up at national level to provide parts and components.</p>

PROJECT PROFILE NO. 11

Priority: First (short-term)

SUBSECTOR: Engineering industry (energy equipment)

SUBREGION: West Africa

1. Project Title: Manufacture of hurricane lamps, Senegal

2. Objective: To meet the needs of the West African Monetary Union (UMOA) and the West African Economic Community (CEAO) in this field

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of participation sought by member states
4. Location	6. Immediate follow-up	8. Energy	11. Market	13. Total investment	
a. BOAD in colla- boration with the Dakar Industrial Zone Zone	5. Regional project b. Update the feasibility studies	7. From the subregion 8. Available 9. Satisfactory	10. Demand estimated at more than 200,000 lamps a year 11. UMOA/CEAO market and possibly ECOWAS	12. Capacity: 600,000 to 1,200,000 lamps a year 13. Estimated cost 1,000 million CFA francs (1980 value to be re-updated)	14. a) Technical partners being sought b) This partner will soon update previous feasi- bility studies financed by BOAD c) Participation by ECOWAS countries recommended d) Due consideration to be paid to plant established in Burkina Faso
c. Dakar (Senegal)					

PROJECT PROFILE NO. 12

Priority: Third (long term)

SUBSECTOR: Engineering industry (energy equipment)

SUBREGION: West Africa

1. Project Title: Manufacture of aluminium conductors and cables, Ghana and Guinea

2. Objective: To develop manufacture of energy supply equipment

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
<p>3. This proposal was examined by the sixth meeting of the Niamey-based MULPOC Council of Ministers which referred it to the first meeting of the Inter-governmental Committee of Experts on Engineering Industries for West Africa</p> <p>4. Ghana and Guinea</p>	<p>5. Conceptual stage</p> <p>6. Further in-depth studies</p>	<p>7. Aluminium available in both countries</p> <p>8. Electricity available, primarily electric energy</p> <p>9. Physical infrastructure adequate in both locations</p>	<p>10. 50,000 tons p.a. (1990) 100,000 tons p.a. (2000)</p> <p>11. Electricity enterprises in the subregion</p>	<p>12. 25,000 tons p.a. in each location</p> <p>13. \$ 25 million (for rod rolling mill and cables and conductors manufacturing units).</p>	<p>14. (a) 50% of basic investment to be provided by equity shareholding and balance by loans</p> <p>(b) Given the availability of aluminium in the subregion, the use of that material is proposed instead of copper.</p>

PROJECT PROFILE NO. 13

Priority: Third (long term)

SUBSECTOR: Engineering industry (energy equipment)

SUBREGION: West Africa

1. Project Title: Manufacture of power transformers, Togo.

2. Objective: To develop manufacture of energy supply equipment

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
<p>3. This proposal was examined by the sixth meeting of the Niamey-based MULPOC Council of Ministers which referred it to the first meeting of the Inter-governmental Committee of Experts on Engineering Industries for West Africa</p> <p>4. Togo</p>	<p>5. Conceptual stage</p> <p>6. Further in-depth studies</p>	<p>7. To be imported pending supplies from metallurgical projects proposed for the subregion</p> <p>8. Available primarily electric energy</p> <p>9. Adequate</p>	<p>10. 2000 MVA p.a. each of large, medium and distribution transformers (1990)</p> <p>5000 MVA p.a. each of large medium and distribution transformers (2000)</p> <p>11. Electricity enterprises in the subregion</p>	<p>12. 3000 MVA</p> <p>13. US\$ 20 million</p>	<p>14. (a) 50% of basic investment to be provided by equity shareholding and balance by loans.</p> <p>(b) It is proposed that the plant starts with the manufacture of distribution transformers, to be followed by the manufacture of medium and large power transformers</p>



PROJECT PROFILE NO. 14

Priority: Third (long term)

SUBSECTOR: Engineering industry (energy equipment)

SUBREGION: West Africa

1. Project Title: Manufacture of steel towers, Nigeria

2. Objective: To develop manufacture of energy supply equipment

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
<p>3. This proposal was examined by the sixth meeting of the Niamey-based MILPOC Council of Ministers which referred it to the first meeting of the Inter-governmental Committee of Experts on Engineering Industries for West Africa</p> <p>4. Nigeria</p>	<p>5. Conceptual stage</p> <p>6. Further in-depth studies</p>	<p>7. Available</p> <p>8. Available, primarily electric energy</p> <p>9. Adequate</p>	<p>10. 50,000 tons p.a. (1990) 100,000 tons p.a. (2000)</p> <p>11. Electricity enterprises in the subregion</p>	<p>12. One 50,000 tons p.a. rolling mill served by up to five 10,000 tons p.a. manufacturing plants</p> <p>13. \$ 100 million (for one rolling mill and five manufacturing plants)</p>	<p>14. (a) 50% of basic investment to be provided by equity shareholding and balance by loans.</p> <p>(b) The manufacturing unit could start by installing a plant with an annual capacity of 10,000 tons which could be expanded at a later juncture.</p>

PROJECT PROFILE NO. 15

Priority: First (short term)

SUBSECTOR: Chemical industry (fertilizers)

SUBREGION: West Africa

1. Project Title: Establishment of a phosphoric acid plant, Togo
2. Objective: To exploit phosphate deposits for the production of phosphoric acid and meet the multicountry/subregional requirements.

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
3. Government of Togo  4. Hanotoe, Togo	5. Preliminary study completed  6. Feasibility study is nearing completion and mobili- zation of funds being studied	7. Phosphate deposits at Dagbati and Kpogame  8. No information available  9. Adequate	10. Demand in the subregion is estimated at 1 - 1.2 mill- ion tons P <sub>2</sub> O <sub>5</sub> by 2000.  11. Countries of the subregion and Central Africa	12. Phosphoric acid: 1,000 tons/day  13. 70 billion CFA	(a) The sixth meeting of the Council of Ministers of the Niamey-based MULPOC urged all Member States to lend support to the Togolese phosphoric acid project in matters rela- ted to equity participation, supply and consumption.  (b) Technical partner being sought.

PROJECT PROFILE NO. 16

Priority: Second (medium term)

SUBSECTOR: Chemical industry (fertilizers)

SUBREGION: West Africa

1. Project Title: Subregional ammonia and urea project

2. Objective: Using natural gas reserves to produce ammonia/urea and meet multicountry/subregional requirements.

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
3. Based on a request of the sixth meeting of the Council of Ministers of the Niamey-based MULPOC  4. To be determined	5. Preliminary study completed  6. Detailed studies being undertaken by Canadian firm	7. Natural gas available in the Ivory Coast and Ghana  8. Will be available in country selected  9. Needs to be developed	10. Based on sub-regional trends it is estimated that the demand gap will be 1.6 million tons in 2000	12. Ammonia: 1,000 tons per day; Urea: 1,500 tons per day.  13. US\$ 500 million	14. The sixth meeting of the Council of Ministers of the Niamey-based MULPOC endorsed the proposal for a preliminary study on the feasibility of a second ammonia project in the subregion; the first being in Nigeria, the output of which will be completely absorbed by the Nigerian market.

PROJECT PROFILE NO. 17

Priority: Second (medium-term)

SUBSECTOR: Chemical industry (fertilizers)

SUBREGION: West Africa

1. Project Title: Establishment of a phosphate-fertilizer plant, Niger

2. Objective: Production of phosphate fertilizers to enhance agricultural production

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of participation sought by member states
4. Location	6. Immediate follow-up	8. Energy	11. Market	13. Total investment	
3. Government of the Republic of Niger  4. Tahoua, Niger	5. A feasibility study has been completed with the assistance of USAID.  b. Follow-up on the USAID study and its recom- mendations. ECOWAS Fund being approached for financial assistance	7. Rich phosphate deposits exist (considered the largest in the subregion). One of the deposits located at Tahoua is estimated at over 1,455 million tons.  8. The infrastructure needs further improvement.  9. As above.	10. Information not available.  11. Information not available.	12. Initial capacity: Sulphuric acid: 45,000 tons a year Phosphoric acid: 15,000 tons a year Triple super phosphates: 45,000 tons a year Single super phosphates: 65,000 tons a year.	14. External financial and technical assistance required. The Government is anxious to co-operate with other neighbouring and CEAO countries in the Sahelian region.

PROJECT PROFILE NO. 18

Priority: Third (long-term)

**SUBSECTOR:** Chemical industries (pharmaceuticals)

**SUBREGION:** West Africa

**1. Project Title:** Establishment of a pharmaceutical plant, Guinea (UPM)

**2. Objective:** To set up a pilot demonstration plant for the production of oral rehydration salts (ORS) and intravenous fluids

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up	7. Raw materials  8. Energy  9. Physical infrastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total investment	14. Additional information including collaboration arrangements already made and type of participation sought by member states
<p>3. Mano River Union (MRU) and Government of Guinea through ENIPHARGUI</p> <p>4. Matoto (near Conakry), Guinea</p>	<p>5. Pilot production plant already established with buildings, quality-control and trained staff</p> <p>6. Implementation of UNIDO assistance for rehabilitation of existing facilities.</p>	<p>7. Locally available but active ingredients being imported.</p> <p>8. Locally available.</p> <p>9. Already developed but also being improved.</p>	<p>10. Minimum of 3 million packets of ORS and 750,000 intravenous fluid containers.</p> <p>11. MRU countries and other countries in the sub-region.</p>	<p>12. (a) 3 million packets of ORS and 750,000 intravenous fluid containers.</p> <p>13. \$5 million including infrastructure</p>	<p>14. Amongst the steps taken to satisfy the pharmaceutical needs of the population the ENIPHARGUI was established under the Decree No. 53 of 1979 to take up local production of pharmaceuticals. The Government also approached UNDP/UNIDO for assistance in this connection. Project DP/GUI/78/008 "Rehabilitation et Creation des Unités des Fabrication Locale de Medicaments" was approved in 1980 and implemented 1980-84 at Matoto near Conakry. The plant is currently producing pharmaceutical dosage forms such as tablets, syrups and ointments. In order to meet the growing demand of the country and of the MRU, the Government decided to request UNIDO's assistance in rehabilitating and diversifying the production programme of the plant as well as utilizing it for demonstration and training of personnel from Africa and the MRU in particular.</p>

PROJECT PROFILE NO. 19

Priority: First (short term)

SUBSECTOR: Chemical industries (pharmaceuticals)

SUBREGION: West Africa

1. Project Title: Rehabilitation and extension of the Sereddu station, Guinea

2. Objective: Develop the production of quinine salt in Guinea to meet the demand of the subregion.

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
3. Government of Guinea  4. Sereddu (MACENTA) Guinea	5. Feasibility studies available  6. More detailed studies. World Bank evaluation Report.	7. 300 hectares of cinchona should provide a suffi- cient and regular supply of raw materials.  8. Available: exis- ting lines and a stand-by generator of 250 kVA.  9. Available but needs to be developed.	10. Not available.  11. Local market and export to other countries in the sub- region.	12. 22.5 tonnes of cinchona salt.  13. US\$ 15 mill- ion.	14. (a) Agreement in principle by the World Bank to finance a first phase costing \$5 million. Financing of sub- sequent phases by the same body.  (b) Countries of the sub- region need to participate.  (c) Purchase by those coun- tries of the final product as raw materials for their pharmaceutics industries.

PROJECT PROFILE NO. 20

Priority: Second (medium term)

SUBSECTOR: Chemical industries (pharmaceutical)

SUBREGION: West Africa

1. Project Title: Establishment of a pharmaceutical plant, Nigeria.

2. Objective: To set up a plant to manufacture a variety of pharmaceutical products, including antibiotics.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
4. Location	6. Immediate follow-up activities	8. Energy	11. Market	13. Total in- vestment	
<p>3. Nigeria.</p> <p>4. Nigeria. Information about the actual site in Nigeria is not available</p>	<p>5. Feasibility study conducted in 1982 is available</p> <p>6. Information not available</p>	<p>7. Information not available</p> <p>8. Information not available</p> <p>9. Information not available. Probably the infrastructure required still needs to be developed</p>	<p>10. Information not available</p> <p>11. Information not available</p>	<p>12. Proposed as follows: 3,000 million tablets p.a.; 2 million litres p.a. of oral liquids; 500,000 kg p.a. of ointment; and 125 million capsules of antibiotics</p> <p>13. Estimated at N 63.1 million, including pre-investment costs, fixed capital and working capital</p>	<p>14. (a) It is not known whether Nigeria has invited other countries in the subregion to participate in the project</p> <p>(b) Potential problems during implementation might include lack of investment funds.</p>

SUBSECTOR: Chemical industries (pesticides)

SUBREGION: West Africa

1. Project Title: Plant for phytosanitary products, Burkina Faso

2. Objective: To set up a new plant to manufacture a number of pesticides which are imported at present.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of participation sought by member states
4. Location	6. Immediate follow-up	8. Energy	11. Market	13. Total investment	
3. Ministry of Commerce, Industry and Mining, Burkina Faso  4. Bobo-Dioulasso, Burkina Faso	5. Feasibility study carried out in April 1979 was updated in 1984  6. Information not available	7. <u>Locally available:</u> Kaolin, dolomite, etc. <u>Imported:</u> Active ingredients  8. Information not available  9. Information not available about transport and communications infrastructure. Buildings and associated infrastructure are to be developed.	10. Burkina Faso: <u>Liquids:</u> 1.62 million l <u>Powder:</u> 4,500 tons Niger: <u>Liquids:</u> 375,000 l <u>Powder:</u> 3,000 tons  11. Local market and export to other countries in the subregion, such as Niger.	12. Planned as follows: (a) Liquid pesticides: 1 million l p.a. (b) Powder pesticides: 2,500 tons p.a.  13. Estimated at CFA 647 million	14. (a) Participation was sought of PETROPLAST of London (UK) which is reviewing the feasi- bility study. (b) No information is available about Burkina Faso having invited other countries in the subregion to participate in the project. (c) Financial participation sought: equity shareholding and loans. (d) Information not available about manpower requirements. (e) Project is included in national five-year development plan.



PROJECT PROFILE NO. 22

Priority: First (short-term)

**SUBSECTOR:** Chemical industries (basic chemicals)

**SUBREGION:** West Africa

**1. Project Title:** Tidekelt salt project

**2. Objective:** To produce salt for industrial and domestic use

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of participation sought by member states
4. Location	6. Immediate follow-up	8. Energy	11. Market	13. Total investment	
<p>3. Government of the Republic of Niger</p> <p>4. Tidekelt, Niger</p>	<p>5. A new project, a feasibility study of which is available.</p> <p>6. Exploitation of the deposits and improvement of infrastructure to commence soon.</p>	<p>7. Two major salt mines exist in Niger which have not yet been exploited. They are considered almost inexhaustible.</p> <p>8. A generator will be required to provide the necessary energy.</p> <p>9. To be improved upon as considered necessary.</p>	<p>10. Salt is imported at present.</p> <p>11. Estimated annual demand in Niger and the neighbouring countries exceeds 195,000 tons.</p>	<p>12. Initial capacity: Industrial salt: 8,000 tons a year Domestic salt: 3,000 tons.</p> <p>13. 1,137,041,000 CFA.</p>	<p>14. The Government requires external financial assistance and a technical partner.</p>

PROJECT PROFILE NO. 23

Priority: Second (medium term)

SUBSECTOR: Chemical industries (basic chemicals)

SUBREGION: West Africa

1. Project Title: Establishment of salt/soda production plant, Mano River Union

2. Objective: To set up a salt refinery and the installation of salt works to meet multi-country subregional requirements.

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
3. Mano River Union  4. Location still under review	5. A full scale investigation was undertaken not only of the human contri- bution of sea but also the use of raw salt in supp- lementary industries.  6. Feasibility study	7. Sea water and raw salt.  8. Solar energy and large amount, of electric energy  9. To be determined by new feasibility study.	10. To be deter- mined in fea- sibility study  11. Three member states and others.	12. See 10 above  13. To be deter- mined in pre- investment study.	14 a) No special co-ordination required except protection against imports.  b) An Italian company Fin SALTEC identified as potential partner, but final selection of a technical partner still under review

PROJECT PROFILE NO. 24

Priority: First (short term)

SUBSECTOR: Agro- and agro-based industries (food processing)

SUBREGION: West Africa

1. Project Title: Integrated complex for poultry production, Liberia.

2. Objective: To establish a new enterprise to produce poultry, eggs, poultry feed and associated by-products (including organic fertilizers).

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
3. Government of Liberia: National Investment Commission(NIC)  4. Bensonville, Liberia.	5. Feasibility study completed on behalf of NIC in 1982 by MULTICON of Brazil, and funds secured under Danish financial assistance programme.  6. No information available	7. To be imported  8. Available, but supplies need to be developed.  9. Transport and communications available. However, installations directly related to production need to be developed.	10. Information not available  11. Countries of the Mano River Union and other countries in the sub- region.	12. In 1984: 3,866 tons poultry; over 5.4 million eggs; 1,959 tons poultry feed; 1964 tons organic fer- tilizer; and 480 tons by-products.  13. Estimated at \$ 16 million	14. (a) Participation by other countries outside the sub- region sought in terms of equity sharing, loans, techno- logy, know-how and management.  (b) No information is availa- ble about Liberia having in- vited other countries in the subregion to participate in the project.  (c) Information about project manpower requirements is available.

SUBSECTOR: Agro- and agro-based industries (food-processing)SUBREGION: West Africa1. Project Title: Plants for the industrial processing of millet and sorghum, Niger and Nigeria

2. Objective: To two units should permit the industrial processing of millet and sorghum, the aim being to meet the demand in urban centres for millet and sorghum flour. Furthermore, action will be taken to produce composite flour thereby reducing corn imports.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of participation sought by member states
4. Location	6. Immediate follow-up	8. Energy	11. Market	13. Total investment	
3. MNJC 4. Zinder, Niger and Kano, Nigeria	5. Pre-feasibility study carried out in 1981 under the SI/RAF/77/801 project; feasibility study completed in April 1984 under the RAF/77/020 project. Cost of study: \$44,380. 6. Preparation of request for financing considered at meeting of experts from Niger and Nigeria in November 1985. This project will be included in the national plans and programmes of both countries and submitted to bilateral and multilateral financing sources.	7. Niger and Northern Nigeria are major producers of millet and sorghum. The first phase of the project will involve only 6,000 tons for each of the two units in Zinder and Kano. 8. Energy is available in both towns where the two units are to be located. 9. The mill foreseen at Zinder will take into consideration the installations already existing in SOTRAMIL. There is already a corn-mill in Kano. The road network throughout the subregion is good, as well as parts of the railway system in northern Nigeria.	10. Demand is very high because millet and sorghum, especially the flour thereof, are basic food-stuffs. 11. Initially, the urban centres of northern Nigeria and Niger.	12. Each of the two units will produce 6,000 tons of millet and sorghum flour. 13. \$2 million.	14. Contacts have been made with BADEA, ADB, the OPEC Fund, Canada and the Federal Republic of Germany. The two countries are committed to this project which is part of the programme for self-sufficiency in food.

SUBSECTOR: Agro- and agro-based industries (food-processing)SUBREGION: West Africa1. Project Title: Manufacture of village mills for millet and sorghum, Niger and Nigeria

2. Objective: (i) To provide the rural areas with the means to process millet and sorghum, the basic food of the rural population; (ii) to lessen the hardship of rural women; (iii) to avoid losses incurred during the transportation of these foodstuffs; (iv) to introduce an appropriate technology; and (v) to decentralize economic and social development.

3. Promoter/ sponsor 4. Location	5. Project status 6. Immediate follow-up	7. Raw materials 8. Energy 9. Physical infrastructure	10. Projected demand by product 11. Market	12. Capacity by product 13. Total investment	14. Additional information including collaboration arrangements already made and type of participation sought by member states
3. NNJC 4. Maradi, Niger	5. Feasibility study conducted in February 1983 under project RAF/77/020. Cost of study: \$40,000. \$15,000 obtained from the OPEC Fund for the realization of feasibility study.  6. Expert meeting of the two countries held in November 1985 requested that this project be included in the national programmes of the two countries and that it be promoted in the private and public sectors and at the bilateral and multilateral levels. Contacted SISMAR in Dakar, Ghana in Brussels and the CDI in respect of the realization.	7. The plant equipment and the raw materials shall be imported in the first place. Gradually, the importation of raw materials shall be reduced through the availability of local production, especially in Nigeria.  8. Maradi has the necessary installations and it is planned that the plant generators will supply the energy.  9. Existence of a good road network in Nigeria and Niger.	10. Annual demand of mills in Niger and Northern Nigeria: 2,020. Annual demand of hullers estimated at 600 units for the two countries.  11. Niger, northern Nigeria and even other West African countries.	12. Planned unit will have production capacity of 5,000 mills.  13. 560,155,000 CFA or 1,140,226 Naira.	14. BADEA shall be contacted. UNDP requires NNJC to contact ARCEDEM for technical advice. Promotion done for Niger and Nigeria. Feasibility study shall consider the possibility of producing small pumps.

PROJECT PROFILE NO. 27

Priority: Second (medium term)

SUBSECTOR: Agro- and agro-based industries (food processing)

SUBREGION: West Africa

1. Project Title: Food-processing plant, Guinea
2. Objective: To rehabilitate plant manufacturing agro-products such as chocolate and expand its programme to include the processing of oranges and other fruit.

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
3. Ministry of Industry, Guinea.  4. Kindia, Guinea	5. Pre-feasibility study available  6. Study on expanding and modern- izing the plant was initiated but currently in abeyance.	7. Available.  8. Available.  9. Available, but requires expan- sion/moderniza- tion	10. Information not available.  11. Local market and export to other count- ries in the subregion as well as to Europe.	12. Proposed: 7,200 tons p.a.  13. Estimated at \$ 25 million.	14. (a) Participation by countries outside the subregion in terms of equity sharing and loans is sought.  (b) Information is not availa- ble about Guinea having invi- ted other countries in the subregion to participate in the project.  (c) Manpower available.

PROJECT PROFILE NO. 28

Priority: Second (medium term)

SUBSECTOR: Agro- and agro-based industries (food processing)

SUBREGION: West Africa

1. Project Title: Fruit-processing plant, Guinea

2. Objective: To rehabilitate a fruit-processing plant (with obsolete equipment) and to increase the processing and product range.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
4. Location	6. Immediate follow-up activities	8. Energy	11. Market	13. Total in- vestment	
3. Ministry of Industry, Guinea.	5. Pre-feasibility study available	7. Available. Existing factory uses locally avail- able fruit for producing jam, marmalade, juices and tomato concentrates	10. Information not available	12. Capacity of rehabilita- ted plant still to be determined.	14. (a) Participation sought includes: capital (equity sharing, loans), technological know-how, external market, etc
4. Mamou, Guinea.	6. Study on expanding the plant was initiated but currently in abeyance	8. Available.	11. See 10 above	13. Estimated at \$ 4.9 million	(b) Information is not avail- able about Guinea having invited other countries in the subregion to participate in the project.
		9. Available, but equipment needs to be replaced.			(c) Manpower requirements are met.

PROJECT PROFILE NO. 29

Priority: First (short term)

SUBSECTOR: Agro- and agro based industries (forest industries)

SUBREGION: West Africa

1. Project Title: Establishment of a pulp and paper board factory, Côte d'Ivoire

2. Objective: To use local products so as to avoid importing paper.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
4. Location	6. Immediate follow-up activities	8. Energy	11. Market	13. Total in- vestment	
3. Government of Côte d'Ivoire	5. Conceptual stage	7. Available: various tropical leaves, pines and eucalyptus plantations of more than 200,000 ha established in San Pedro region.	10. Domestic de- mand: numerous packing manu- facturing companies.	12. Capacity: 50 - 100,000 t/yr	14. (a) Project might be granted priority status
4. San Pedro, Côte d'Ivoire	6. Pre-feasibility studies and selection of technology	- Sawmill waste of about 50,000 t/yr - Recycled paper of 5 - 10,000 t/yr	- Manufacture of school and office articles	13. Total cost to be estima- ted after prefeasibi- lity studies and the se- lection of technology.	(b) Industrial site might be secured and experimental plantations set up
		8. Existing power: major hydro- electric potential	- Many Ivorian printing presses		(c) Some infrastructure available
		9. To be determined after feasi- bility studies.	- Demand in neighbouring countries: volume to be determined.		(d) Technical and financial partners being sought.
			11. National and subregional market to be determined after feasi- bility studies.		



SUBSECTOR: Agro- and agro-based industries (others)SUBREGION: West Africa1. Project Title: Surgical/medical cotton project

2. Objective: To process cotton for medical and surgical uses; and to provide the cotton requirements of pharmaceutical organizations

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of participation sought by member states
4. Location	6. Immediate follow-up	8. Energy	11. Market	13. Total investment	
9. Physical infrastructure					
3. The Government of Senegal 4. Industrial zone Dakar, Senegal	5. A feasibility study completed and a company "SICOPHAR" established with a capital of CFA18.9 million established under the auspices of "SONEPI". (Societe Nationale d'Etudes et de Promotion Industrielle). 6. Arrangements are being made to purchase some equipment from the Federal Republic of Germany. Contacts will be established with a number of African countries for market purposes.	7. Available locally and from neighbouring West African countries. However, in the initial stage some of the raw materials will be imported from outside the subregion. 8. Energy will be supplied on adequate scale by the local electricity authority. 9. Adequate infrastructure available in the industrial zone.	10. Demand is estimated at 90 tons per annum 11. Local and subregional markets.	12. 300 tons in the first year and 500 tons a year by the fifth year when the project becomes fully operational. 13. Total investment: 750,000,000 FCFA Equity: 250,000,000,000 FCFA Loan: 500,000,000,000 FCFA	14. Project has strong linkages with the agricultural sector as it encourages local cotton production. It also aims at meeting the pharmaceutical and medical needs of the subregion. Numerous offers from technical partners have been received by SICOPHAR, which are currently being assessed.

PROJECT PROFILE NO. 31

Priority: First (short term)

SUBSECTOR: Building materials (cement and ceramics)

SUBREGION: West Africa

1. Project Title: Establishment of a regional cement factory in the Liptako-Gourma region

2. Objective: To meet the needs of Liptako-Gourma region

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
<p>3. Liptako-Gourma Authority (Burkina Faso, Mali, Niger).</p> <p>4. To be determined based on the pre-feasibility studies</p>	<p>5. At the design stage</p> <p>6. Pre-feasibility studies and market-survey</p>	<p>7. Limestone : 166,000 t/annum; Marl : 200,000 t/annum; Sand : 11,000 t/annum; Gypsum : 10,500 t/annum; Pozzolana : 21,000 t/annum. These deposits are to be found in the Liptako-Gourma area.</p> <p>8. Energy : Potential for use of hydro-electric power is high; construction of dams on the Niger at Kandadji, Tossaye and Labezanga: 458 MW</p> <p>9. Physical infrastructure needs to be developed.</p>	<p>10. It is estimated that demand for cement in the subregion will be more than 400,000 t/annum in 1990.</p> <p>11. Countries of the Liptako-Gourma Authority</p>	<p>12. Capacity: 250,000 t/yr. This can be increased to 500,000 t/yr. The cement factory will produce 250,000 tons of cement per year and 200,000 tons of clinker per year.</p> <p>13. To be determined on the basis of a pre-feasibility study.</p>	<p>(a) The project was submitted and adopted by the Council of Ministers of the Liptako-Gourma Authority (19th session) which met at Ouagadougou, 28 - 30 November 1983.</p> <p>(b) Consideration might be given to the establishment of mini-cement plants.</p>

PROJECT PROFILE NO. 32

Priority: First (short term)

SUBSECTOR: Building materials (cement and ceramics)

SUBREGION: West Africa

1. Project Title: Establishment of a ceramics factory

2. Objective: To meet the demand for ceramics products in Togo and the subregion.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
4. Location	6. Immediate follow-up activities	8. Energy	11. Market	13. Total in- vestment	
<p>3. The Togolese Government</p> <p>4. Lome, Togo</p>	<p>5. Feasibility studies available and evaluation studies undertaken by BOAD.</p> <p>6. Technical partners and local sponsors to be sought</p>	<p>7. Clay deposits at Lidjoblibo, Kpodji and Nyitoe have been identified as local sources of raw materials, the reserves being 1.4 million, 2.5-3.5 million and 3 million tons, respectively.</p> <p>8. Available</p> <p>9. Adequate</p>	<p>10. The residual market of the UMOA in 1985 estimates that 1,222,000 sq.m of floor stone-ware will be needed. The market of the FRG is also interested in the project. Demand in 1985 will be 1,530,000 sq.m.</p> <p>11. Markets of WAMU countries and Europe.</p>	<p>12. Non-enamel mosaic tiles: 2x2cm) 150,000 sq.m 5x5cm)</p> <p>Non-enamel floor tiles: 10x10cm) 100,000sq.m 10x20cm)</p> <p>Enamel floor tiles: 10x10cm) 100,000sq.m 10x20cm)</p> <p>13. 3,000 million CFA francs.</p>	<p>14. The project has been submitted to the following partners:</p> <p>BOAD. It is prepared to finance up to 33.33% of total investment and, if possible, buy stock worth up to 10% of the share capital.</p> <p>Société Nationale d'Investissements du Togo is ready to subscribe 25% of the share capital and to finance up to 8.33% of the total cost of the project.</p>
<p>- Klingenberg.</p> <p>- Assistance sought:</p>	<p>This German Industrial Group will be the trading partner in the</p>	<p>European market.</p>	<p>Subregional partners to take up 35% participation in the</p>	<p>share capital and to</p>	<p>finance another 33% of the total cost of the project.</p>

PROJECT PROFILE NO 33

Priority: First (short term)

SUBSECTOR: Other projects

SUBREGION: West Africa

1. Project Title: Manufacture of glass containers, Liberia

2. Objective: To establish container industry and meet multi-country/subregional requirements

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
3. The National Investment Commission, Liberia (NIC).  4. Monrovia, Liberia	5. Construction of building nearing completion  6. Production scheduled to start 1986.	7. Silica sand locally available soda ash, limestone, dolomite, feld spar, cullets, borax, nifrate cobalt oxide, to be imported.  8. No information available  9. To be developed.	10. Bottles of various sizes for beverages, drugs and household use.  11. Countries in the subregion. Market survey indicates a large and growing demand for bottles.	12. 20.4 million bottles to be produced per annum during the first year of production.  13. Equity - Importex International PVT Ltd. \$ 1.65 million, NIC \$1.10 million, long- term loan \$7.35 mill- ion; short- term loan for working capi- tal US\$0.8 million. Total US\$10.90 million.	14. Company renamed Union Glass Corporation to reflect industry and market it aimed to serve.

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Priority: Second (medium-term)

PROJECT PROFILE NO. 34

SUBREGION: West Africa

SUBSECTOR: Other projects

1. Project Title: Manufacture of glass containers, CEAO Member States

2. Objective: To contribute to the production of pharmaceuticals, food products and liquids.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of participation sought by member states
4. Location	6. Immediate follow-up	8. Energy	11. Market	13. Total investment	
3. CEAO 4. CEAO Member States	5. Preliminary study conducted by CEAO with assistance of UNIDO in July 1984; prefeasibility study as well as a raw materials survey conducted by NNJC in October 1983 and February 1984 respectively  6. Co-ordination of various activities completed hitherto.	7. Silica available in Member States  8. Not yet estimated  9. Very good	10. To be determined in the study  11. See 10 above	12. Needs of Member States  13. See 10 above	14. CEAO findings were considered by industrial experts in September 1984 and submitted to first meeting of CEAO Ministers of Industry in October 1984. NNJC experts had also considered the feasibility study and proposed that the project be located in Nigeria.

PROJECT PROFILE NO. 35

Priority: Third (long term)

SUBSECTOR: Metallurgical industry (iron and steel)

SUBREGION: West Africa

1. Project Title: Establishment of a sponge iron plant

2. Objective: To produce sponge iron for use in electric arc furnaces in the subregion.

3. Promoter/ sponsor  4. Location	5. Project status  6. Immediate follow-up activities	7. Raw materials  8. Energy  9. Physical in- frastructure	10. Projected demand by product  11. Market	12. Capacity by product  13. Total in- vestment	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
<p>3. Mano River Union in cooperation with CEAO and Liptako-Gourma Authority.</p> <p>4. Possible locations include: Liberia, Guinea, Sierra Leone and Mauritania</p>	<p>5. Conceptual stage</p> <p>6. Prefeasibility studies</p>	<p>7. A reserve of approximately 22,000 million tons of iron ore available in Liberia, Guinea, Sierra Leone and Mauritania.</p> <p>8. Hydro-electricity: 51,200 MW; Natural gas: 1,200 billion cubic metres; Petroleum: 2,500 million tons</p> <p>9. Infrastructure partially available</p>	<p>10. The demand for sponge iron in the subregion: 1.5-2.0 million tons/year.</p> <p>11. Countries in the subregion</p>	<p>12. Initial capacity: 0.8 million tons of sponge iron per year with possibility of expansion to 1.5 million tons by the year 2000.</p> <p>13. To be determined.</p>	<p>(a) This project was initially conceived as three separate projects which were presented to the Sixth Meeting of the Council of Ministers of Niamey MULPOC held at Cotonou, Benin, 21-26 March 1983</p> <p>(b) In common with all the projects in this subsector, studies were carried out by ECOWAS, CEAO and NNJC. The CEAO study had been examined by CEAO experts prior to being submitted to CEAO Minister of Industry.</p> <p>(c) NNJC also undertook a preliminary study of the iron-ore deposits in Say, Niger, in 1984.</p>

PROJECT PROFILE NO. 36

Priority: Third (long term)

SUBSECTOR: Metallurgical industry (iron and steel)

SUBREGION: West Africa

1. Project Title: Installation of electric arc furnace plants in the subregion
2. Objective: To install electric arc furnaces, based on sponge iron from sponge iron units in the subregion to supply billets to merchant product re-rolling mills in the subregion.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
4. Location	6. Immediate follow-up activities	8. Energy	11. Market	13. Total in- vestment	
3. ECOWAS and CEAO 4. To be deter- mined	5. Conceptual stage 6. Prefeasibility studies	7. Sponge iron from project described in profile No. 35 8. Electricity 9. Infrastructure partially availa- ble	10. 1.5-2.0 million tons billets in 2000. 11. Countries in the subregion	12. Estimated at 1.5 to 2.0 million tons billets. 13. To be deter- mined	(a) This project was initially conceived as two separate projects which were presented to the Sixth Meeting of the Council of Ministers of the Niamey MULPOC held at Cotonou, Benin, 21-26 March 1983. (b) See also 14(b) under project No. 35

PROJECT PROFILE NO. 37

Priority: Third (long term)

SUBSECTOR: Metallurgical industry (iron and steel)

SUBREGION: West Africa

1. Project Title: Installation and expansion of re-rolling mill in the subregion

2. Objective: To install and expand rolling mills capacity for merchant products and to supply the subregion with requisite merchant products up to 2000.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
4. Location	6. Immediate follow-up activities	8. Energy	11. Market	13. Total in- vestment	
<p>3. ECOMAS, MRU and CEAO</p> <p>4. Countries with relatively high demand for merchant products.</p>	<p>5. Conceptual stage</p> <p>6. Prefeasibility studies</p>	<p>7. Billets from electric arc furnace plants within the sub- region.</p> <p>8. Electricity.</p> <p>9. Plants will be preferably located in areas where infrastructure already exists.</p>	<p>10. 1.5-2.0 million tons per year by 2000.</p> <p>11. Countries in the subregion</p>	<p>12. 1.5-2.0 million tons per year by 2000.</p> <p>13. To be deter- mined</p>	<p>(a) This project was initially conceived as two separate projects which were pre- sented to the Sixth Meeting of the Council of Ministers of the Niamey MULPOC held at Cotonou, Benin, 21-26 March 1983.</p> <p>(b) See also 14(b) under project No. 35</p>



PROJECT PROFILE NO. 38

Priority: Third (long term)

SUBSECTOR: Metallurgical industry (iron and steel)

SUBREGION: West Africa

1. Project Title: Establishment of integrated iron and steel plant for flat and tubular products

2. Objective: To install an integrated plant to meet the demand for flat and tubular products in the West African subregional market (excluding Nigeria).

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states												
4. Location	6. Immediate follow-up activities	8. Energy	11. Market	13. Total in- vestment													
		9. Physical in- frastructure															
<p>3. This project was presented to the sixth meeting of the Council of Ministers of the Niamey-based MULPOC held at Cotonou Benin, 21-26 March 1983, and was referred to the Inter-governmental Committee on Metals of the Niamey-based MULPOC.</p> <p>4. To be determined.</p>	<p>5. Conceptual stage</p> <p>6. Pre-feasibility studies</p>	<p>7. Subregional iron ore resources: 22,200 million tons</p> <p>8. Subregional fuel and energy resources. Petroleum: 2,500 tons; Natural gas: 1,200 billion cubic metres; Hydro-electric potential: 51,200 MW.</p> <p>9. Physical infrastructure will be created.</p>	<p>10. Subregional demand (thousand tons)</p> <table border="1" data-bbox="1043 1035 1277 1268"> <thead> <tr> <th>Product</th> <th>Year</th> </tr> </thead> <tbody> <tr> <td></td> <td>2000</td> </tr> <tr> <td>Flat</td> <td>3,300</td> </tr> <tr> <td>Tubular</td> <td>2,000</td> </tr> <tr> <td></td> <td><hr/></td> </tr> <tr> <td></td> <td>5,300</td> </tr> </tbody> </table> <p>11. Countries in the subregion (except Nigeria)</p>	Product	Year		2000	Flat	3,300	Tubular	2,000		<hr/>		5,300	<p>12. Total crude steel capacity will be 2 million tons</p> <p>13. To be determined</p>	
Product	Year																
	2000																
Flat	3,300																
Tubular	2,000																
	<hr/>																
	5,300																

PROJECT PROFILE NO. 39

Priority: Third (long term)

SUBSECTOR: Metallurgical industry (iron and steel)

SUBREGION: West Africa

1. Project Title: Establishment of foundries.
2. Objective: To produce various grades of cast iron required for subregional engineering industries in 1990 and 2000.

3. Promoter/ sponsor	5. Project status	7. Raw materials	10. Projected demand by product	12. Capacity by product	14. Additional information including collaboration arrangements already made and type of parti- cipation sought by member states
4. Location	6. Immediate follow-up activities	8. Energy	11. Market	13. Total in- vestment	
3. This project will be referred to the Inter-governmental Committee on Metals of the Miami-based MULPOC.  4. To be determined.	5. Conceptual stage  6. Studies to establish the quantity and quality of cast iron grades required for 1990 and 2000.	7. To be determined  8. See 7 above.  9. Will be located where infrastructure already exists.	10. See 7 above  11. Countries in the subregion	12. See 7 above  13. See 7 above	14. This project will be formulated according to the needs of the engineering industry programme.

PROJECT PROFILE NO. 40

Priority: Third (long-term)

**SUBSECTOR:** Metallurgical industry (non-ferrous metals)

**SUBREGION:** West Africa

**1. Project Title:** Processing of bauxite and aluminium, Ghana

**2. Objective:** To develop and utilize fully the bauxite resources of the country.

3. Promoter/ sponsor 4. Location	5. Project status 6. Immediate follow-up	7. Raw materials 8. Energy 9. Physical infrastructure	10. Projected demand by product 11. Market	12. Capacity by product 13. Total investment	14. Additional information including collaboration arrangements already made and type of participation sought by member states
3. Government of Ghana 4. Ghana	5. Pre-feasibility studies already conducted. 6. Further in-depth studies, including a fully fledged feasibility study.	7. Available locally. 8. Available, primarily electrical power from Akosambo dam. 9. Already well developed.	10. Information not avail- able and to be determined in subsequent studies 11. Ghana, Nigeria and other countries in the subregion	12. See 10 above 13. \$460 million	

SUPPORT PROJECT PROFILE NO. SI

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Assistance to the African Regional Centre for Engineering Design and Manufacturing (ARCEDEM)
2. Objective: To assist countries in the subregion in laying the foundation for and promoting accelerated, national and integrated development design and manufacturing capability in engineering goods, particularly capital goods in the strategic sectors of agriculture, transport and construction, the immediate objective being to ensure the purchase of machinery and equipment for production and training in engineering design and manufacture.

3. Promoter/sponsor

6. Project description and additional information

4. Location

5. Estimated total cost

Estimated cost of assistance

6. The original recognition of the need to establish ARCEDEM stemmed from the desire of the African Ministers of Industry to promote industries producing capital goods, especially those producing machinery and spare parts. A major obstacle was the inadequate development and, in some cases, the absence of any national capability for the conception and design of machinery and equipment. The mandate of ARCEDEM is to assist the African countries to develop the facilities and manpower needed for engineering design, and especially to promote the possibility of producing machines and parts locally. The Centre is conceived as a medium-sized industrial establishment with activities centred around the design and production of machines and parts.

3. ARCEDEM

4. Ibadan, Nigeria

5. Estimated total cost

At present the Centre has 23 member countries and a staff of 32. UNDP has committed around \$ 2.5 million to the Centre since 1978. As host country, Nigeria has pledged \$7.5 million towards capital development, and member countries have so far contributed \$ 3 million. Purchase of workshop, machinery and equipment for which funds are already committed will amount to US\$ 1.8 million, by the end of 1984.

(1) Training \$500,000

(11) Non-expendable equipment

\$ 1,000,000

It was estimated in 1978 that \$ 7.65 million will be required to equip fully the Centre's four workshops. After 5 years delay, inflation has raised this amount to nearly \$ 11 million, of which \$ 2 million have been secured. Efforts are being made to mobilize funds from all possible sources to fill the gap. \$ 1.5 million now being requested are part of the resources to be mobilized to acquire a minimum amount of machinery and equipment to make the four workshops functional.

Total \$ 1,500,000

SUPPORT PROJECT PROFILE NO. S2

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Assistance to the African Regional Centre for Technology (ARCT)
2. Objective: To assist ARCT in strengthening its activities, primarily those related to demonstration activities, on-the-job training and the dissemination of information.

<p>3. Promoter/sponsor</p> <p>4. Location</p> <p>5. Estimated total cost</p>	<p>6. Project description and additional information</p>
<p>3. ARCT</p> <p>4. Dakar, Senegal and other countries in the subregion/region</p> <p>5. \$2.4 million</p>	<p>6. The assistance to ARCT would concentrate upon improving the effectiveness of the Centre's services in relation to (i) pilot plants and demonstration units for enhancing national skills and capacities for rural development; (ii) the demonstration and training units for renewable energy and food-processing technologies; (iii) development of consulting and engineering design capabilities; and (iv) the creation of a regional centre for technology information.</p> <p>Pre-feasibility studies and, in some cases, feasibility studies have been conducted in respect of the above proposals, all of which are at present hampered by the lack of finance.</p> <p>UNIDO has provided assistance in strengthening the technological information capability of the Centre in connection with the Technological Information Exchange System (See Annex II).</p>

SUPPORT PROJECT PROFILE NO. S3

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Development of meat processing and allied industries

2. Objective: To develop totally integrated meat and allied industries in the countries of the subregion.

3. Promoter/sponsor 4. Location 5. Estimated total cost	6. Project description and additional information
3. Burkina Faso/Mali 4. Burkina Faso and Mali 5. Estimated at \$ 3 million	(a) <u>Background</u> : Burkina Faso recently completed a feasibility study of its meat-processing industry and UNIDO also assessed the development potential of the industry in the Liptako-Gourma region.  (b) <u>Objective</u> : To ensure the total integrated development of the meat processing and allied industries, starting from the slaughterhouse up to the processing of by-products, including skins and hides, and other meat products.  (c) <u>Activities</u> : Project to be carried out in two phases: Phase I during which survey will be conducted to determine needs and define strategies; and Phase II during which strategies and programmes defined in the first phase will be implemented.  (d) <u>Proposed duration</u> : 4 years

SUPPORT PROJECT PROFILE NO. S4

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Assistance to the West African Economic Community (CEAO)

2. Objective: To assist the CEAO Secretariat and member countries in strengthening their capabilities for planning, programming, establishment, appraisal and promotion of community industries.

<p>3. Promoter/sponsor</p> <p>4. Location</p> <p>5. Estimated total cost</p>	<p>6. Project description and additional information</p>
<p>3. CEAO</p> <p>4. CEAO secretariat, Ouagadougou, Burkina Faso</p> <p>5. Estimated at \$1.31 million.</p>	<p>6. (a) <u>Immediate objective</u>: (i) To carry out market and pre-feasibility studies for various CEAO industrial projects approved for implementation by CEAO and related to metallurgy, chemical industries, engineering, building materials industries and communications; (ii) to assist in deploying the various community industries within CEAO and in defining the responsibilities of the implementing countries and the role of the CEAO Secretariat; (iii) to assist the CEAO Secretariat and the member countries in organizing bids and financing for those community industries; (iv) to assist in the evaluation of engineering studies, supervision of plant construction, and manpower development; and (v) to propose statutes for those community industries identifying the operation of such enterprises, including raw material supplies, trading of finished goods and distribution of profit.</p> <p>(b) <u>Expected output</u>: (i) Study of the subregional market for the industries selected; (ii) prefeasibility studies of approved community industries; and (iii) determination of ways and means of establishing the community industries approved.</p> <p>(c) <u>Proposed duration</u>: 4 years.</p>

SUPPORT PROJECT PROFILE NO. S5

Priority: first (short term)

SUBREGION: West Africa

1. Project Title: Development of local entrepreneurship (Directory of small-scale industrial project profiles)
2. Objective: To upgrade entrepreneurial industrial capabilities in the small-scale industry, thereby promoting the establishment of those types of small-scale and manufacturing industries required during the Industrial Development Decade for Africa (1980 - 1990).

<p>3. Promoter/sponsor</p> <p>4. Location</p> <p>5. Estimated total cost</p>	<p>6. Project description and additional information</p>
<p>3. African countries</p> <p>4. ECA, Addis Ababa</p> <p>5. Project personnel     \$166,000 Training workshops and study tours for African entrepreneurs     \$222,140 Equipment \$12,000</p> <hr/> <p>Total \$400,140</p>	<p>6. The project aims at assisting African countries in laying the foundation for the accelerated, rational and integrated development of the small-scale industry subsector with a view to satisfying basic consumer needs and development needs in rural and urban areas, as well as achieving the objectives spelt out in the programme for the Decade. The Directory of project profiles is expected to provide local small-scale industrial entrepreneurs with the detailed information and guidance they require for initiating, preparing and implementing small-scale industrial projects, with or without the help of extension services. It is envisaged that the directory of project profiles will be developed into a handbook for entrepreneurs and African investors interested in small-scale industrial promotion units.</p> <p>ECA undertook an initial project in this field (Reference : ECA/INR/SSI/WP/2 - Directory of Project profiles on small-scale industries in Africa) and the first issue of the directory is scheduled for wide distribution by the end of 1985.</p>



SUPPORT PROJECT PROFILE NO.       S6      

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Development of the cotton textile industry
2. Objective: To improve utilization of existing capacities and establish new plants, if necessary, to process locally the cotton fibre that is currently exported.

<p>3. Promoter/sponsor</p> <p>4. Location</p> <p>5. Estimated total cost</p>	<p>6. Project description and additional information</p>
<p>3. ECA/UNIDO</p> <p>4. To be determined</p> <p>5. Exploratory study: \$ 40,000</p>	<p>6. Local cotton fibre production was of the order of 150,000 tons in 1982. Textile production is to be found in most countries producing enough fibre; however, at least one third of the textiles so produced are exported. On the other hand, the countries in the subregion import large quantities of cotton printed fabrics. Local processing of the cotton fibres currently exported would offer a number of advantages: greater foreign exchange revenue, better utilization of existing mills and facilities. An exploratory study will be undertaken to assess unused capacities, focusing on weaving mills in the subregion. The study will propose ways and means of processing locally the fibres now exported. The output or unbleached material will be either exported or used as inputs into local printed apparel factories. The study will determine the products to be manufactured and production requirements, as well as the countries to promote the project. Some action already initiated within the framework of the Textile Institute at Kano, Nigeria (see Annex II).</p>

SUPPORT PROJECT PROFILE NO. ... S7 ...

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Assistance to the Economic Community of West African States (ECOWAS)
2. Objective: To assist ECOWAS in the formulation and implementation of subregional industrial policies and programmes in its member countries.

<p>3. Promoter/sponsor</p> <p>4. Location</p> <p>5. Estimated total cost</p>	<p>5. Project description and additional information</p>
<p>3. Economic Community of the West African States (ECOWAS)</p> <p>4. ECOWAS Secretariat, Lagos, Nigeria.</p> <p>5. Estimated at approximately \$ 3.9 million.</p>	<p>6. (a) <u>Background</u>: This project was endorsed by the ECOWAS Secretariat for submission to UNDP for funding.</p> <p>(b) <u>Immediate objective</u>: To assist ECOWAS member countries (through the ECOWAS Secretariat) in:</p> <p>(i) harmonizing the relevant industrial laws and regulations of the community so as to establish common subregional industries as well as formulate and implement industrial co-operation policies; (ii) surveying and identifying areas which lend themselves to development co-operation in the subregion; (iii) carrying out investment-oriented pre-feasibility studies in identified priority sectors; (iv) preparing and maintaining portfolios of investment proposals; (v) strengthening the capabilities of the ECOWAS Secretariat and appropriate governmental institutions in respect of investment promotion and policies so as to control foreign investment and other forms of international industrial co-operation; and (vi) establishing industrial documentation and organizing training programmes on regional project identification, preparation and investment follow-up in the form of seminars and fellowships or through participation in consultancy work.</p> <p>(c) <u>Proposed duration</u>: 5 years</p> <p>(d) <u>Additional information</u>: UNIDO provided the services of an expert to assist in strengthening the secretariat's industrial planning capabilities.</p>

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SUPPORT PROJECT PROFILE NO. SS

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Assistance to ECOWAS in the development of an industrial training programme

2. Objective: To prepare a comprehensive inventory of facilities for industrial training in the subregion and strengthen a number thereof in order to improve the training of the industrial manpower required in the subregion.

3. Promoter/sponsor

4. Location

5. Estimated total cost

6. Project description and additional information

3. ECOWAS

4. ECOWAS Secretariat,  
Lagos, Nigeria.

5. To be determined.

6. (a) Background: The project is still at the conceptual stage and will have to be discussed before finalization.

(b) Objective: The project will provide a complete survey of all training facilities/schemes in the subregion on the basis of which comprehensive subregional training programmes can be prepared and implemented.

SUPPORT PROJECT PROFILE NO. S9

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Development of industrial consultancy and management capabilities
2. Objective: To develop and strengthen industrial management and consultancy institutions/policies with a view to improving industrial management and consultancy in the subregion.

3. Promoter/sponsor

4. Location

5. Estimated total cost

6. Project description and additional information

3. ECCOMAS

4. ECCOMAS Secretariat  
Lagos, Nigeria.

5. To be determined.

6. (a) Background: The project is still at the conceptual stage and will have to be finalized.

(b) Objective: To develop and strengthen industrial management and consultancy institutions and policies in order to implement effectively the subregional industrial development programme.

SUPPORT PROJECT PROFILE NO.   S10  

Priority:   First (short term)  

SUBREGION:   West Africa  

1. Project Title:   Assistance in the design of an integrated industrial development programme in the Liptako-Gourma region  

2. Objective:       The first phase consists of defining the industrial development strategy for the Liptako-Gourma area and determining the priority projects, the development of which will enhance the economic growth of the entire region. In the second phase, prefeasibility studies will be prepared and industrial promotion activities undertaken.

3. Promoter/sponsor

4. Location

5. Estimated total cost

6. Project description and additional information

3. The Liptako-Gourma Authority (Burkina Faso, Mali, Niger)

4. Directorate-General of the Liptako-Gourma Authority

5. a) UNIDO contribution the first phase (May to Nov. 1982): \$1,094,000

b) To be determined for the second phase.

6. Phase I was implemented between May and November 1982. The mission report was submitted to the Council of Ministers of the Authority and 3 (three) subregional scale projects were selected:

- a phosphate fertilizer factory
- a steelworks factory
- a cement factory

The objectives of Phase II are:

- to prepare market studies
- to undertake prefeasibility studies
- to help develop procedures
- to give assistance to the Directorate-General of the Liptako-Gourma Authority
- to give assistance to the Directorate-General and the member countries
- to train staff for the Directorate-General of the Liptako-Gourma Authority.

UNIDO provided further assistance related to the first phase and contributed to the identification of potential projects which should be covered by prefeasibility or feasibility studies in second phase, if funds are available (see Annex II).

SUPPORT PROJECT PROFILE NO. S11

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Establishment of a Mano River Union technology centre

2. Objective: To assist member states of the Union to initiate, formulate, implement, review, appraise and design new types of technology appropriate to their industries.

3. Promoter/sponsor 4. Location 5. Estimated total cost	6. Project description and additional information
3. Mano River Union 4. To be determined. 5. To be determined by future study, but it can be estimated that an amount of \$3 million will be required for the first stage	6. The project is intended to assist countries in the Union to develop and acquire appropriate industrial technology for local uses. Details for financing the project as well as terms and conditions upon which it will be managed are yet to be determined.

SUPPORT PROJECT PROFILE NO. S12

Priority: First (short term)

SUBREGION: West Africa

1. **Project Title:** Establishment of a Union coastal shipping enterprise
2. **Objective:** To expedite the movements of persons and goods and thereby enhancing the rapid development of Union industries and trade.

3. Promoter/sponsor 4. Location 5. Estimated total cost	6. Project description and additional information
3. Mano River Union 4. To be determined 5. Feasibility study without detailed technical engineering about \$ 0.3 million  - Project implementation cost \$5-10 million	6. The project is intended to improve on the quality and quantity of transport facilities within the Union so as to expedite the free movement of persons and goods in order to enhance the development of industries and trade within the Union.  The project had been the subject of a preliminary study; precise details of inputs and outputs will have to be worked out later. Both ECOWAS and CEAO have mooted related projects.

SUPPORT PROJECT PROFILE NO. S13

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Establishment of an industrial and technology fair serving the member states of the Mano River Union
2. Objective: To promote and develop intra-Union trade in industrial products manufactured by member of the Mano River Union.

<p>3. Promoter/sponsor</p> <p>4. Location</p> <p>5. Estimated total cost</p>	<p>6. Project description and additional information</p>
<p>3. Mano River Union</p> <p>4. Within the member countries of the Union, i.e. Liberia, Sierra Leone and Guinea.</p> <p>5. \$ 546,000</p>	<p>6. (a) <u>Background:</u> The project emerged from the Union's assessment study on the level of technology within the Mano River Union Member States.</p> <p>(b) The project aims at promoting the flow of industrial and technology information within the Union.</p>



SUPPORT PROJECT PROFILE NO. S14

Priority: First (short term)

SUBREGION: West Africa

1. **Project Title:** Establishment of a Mano River Union Financing Institution

2. **Objective:** To propose a detailed scheme for the establishment of the institution up to operational stage for implementation within the framework of the Decade programme.

3. **Promoter/sponsor**

4. **Location**

5. **Estimated total cost**

6. **Project description and additional information**

3. Mano River Union

4. To be determined

5. Adviser \$60,000  
Secretary \$10,000  
Travel expenses \$10,000  
Contingencies \$ 8,000  
\$88,000

6. With the assistance of an expert experienced in setting up and developing financing institutions, the project provides for a sequence of stages:  
(i) Contacting various prospective financing institutions so as obtain information on possible capital structure and operation of the financing mechanism  
(ii) Preparing draft statutes and operational manual, as well as financial and accounting regulations  
(iii) Drawing up a draft agreement for the establishment of the institution  
(iv) Convening a meeting of Government authorities to review and adopt agreement, statutes and regulations for the operation of the institution.

SUPPORT PROJECT PROFILE NO S15

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Processing of fish and other seafoods

2. Objective: To expand existing plants and/or develop new plants for processing fish and other sea foods for the purposes of import substitution and export.

<p>3. Promoter/sponsor</p> <p>4. Location</p> <p>5. Estimated total cost</p>	<p>6. Project description and additional information</p>
<p>3. MRU</p> <p>4. MRU Secretariat, Freetown, Sierra Leone</p> <p>5. Exploratory study: \$40,000</p>	<p>6. Fish canning plants are operating in the subregion in such countries as Senegal and the Côte d'Ivoire but output lags far behind the subregional demand, particularly that for canned tuna. West African coastal waters are rich in halieutic resources and increased consumption of fish by the population would help to combat current protein deficiencies in the subregion. An exploratory study will be conducted to assess potential demand, determine suitable products such as canned tuna, fish-protein concentrate and shrimps, and identify manpower requirements. The exploratory study, which will be followed up by a pre-feasibility study, if needed, will also propose the country or countries best suited to promote the investment project(s).</p>

SUPPORT PROJECT PROFILE NO. S16

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Pharmaceutical industry development centre, Nigeria

2. Objective: To establish a pharmaceutical industry development centre equipped with a pilot plant and laboratories.

3. Promoter/sponsor 4. Location 5. Estimated total cost	6. Project description and additional information
3. Nigeria  4. Nigeria  5. Estimated at \$ 2.5 million	6. (a) <u>Background</u> : Project endorsed by the ECOWAS Secretariat for funding by UNDP.  (b) <u>Objectives</u> : (i) To improve existing production facilities and adapt new formulation technologies; (ii) to expand existing production units; (iii) to establish new facilities, especially for the production of basic drugs; (iv) to carry out quality control of raw materials and locally-manufactured pharmaceuticals; (v) to train personnel in pharmaceutical production; (vi) to utilize local resources, including medicinal plants; (vii) to prepare feasibility studies, industrial design and economic evaluations for the establishment of pharmaceutical plants; and (viii) to meet in part subregional demand for pharmaceuticals by means of experimental production.  (c) <u>Expected output</u> : Establishment of a pilot plant with R+D laboratories; (i) development of new pharmaceutical products; (ii) training of manpower; and (iv) analysis of problems faced by pharmaceutical industry.  (d) <u>Proposed duration</u> : 4 years

SUPPORT PROJECT PROFILE NO. SI7

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Subregional development centre for hides, skins, leather and leather products, Zaria, Nigeria.
2. Objective: To establish a subregional development centre for hides, skins, leather and leather products at the Leather Research Institute (LERI), Zaria, Nigeria.

<p>3. Promoter/sponsor</p> <p>4. Location</p> <p>5. Estimated total cost</p>	<p>6. Project description and additional information</p>
<p>3. ECOWAS</p> <p>4. Zaria, Nigeria.</p> <p>5. Approximately \$ 1.15 million</p>	<p>6. (a) <u>Objectives:</u> Having established a centre providing needs-based professional training in the subregion. (i) to organize regular training courses (long- and short-term) in such areas as raw material improvement, by-product utilization, leather and footwear technology, marketing; (ii) to assist in project formulation, analysis and assessment in order to improve the technical bargaining capability of the countries in the subregion; (iii) to provide extension services for technical trouble-shooting and industrial advice; and (iv) to provide technical services pertaining to hides, skins, leather and leather products.</p> <p>(b) <u>Expected output:</u> (i) Raw hides and skins of improved quality and better utilization of by-products (ii) increased output of finished leather and manufactured leather products; (iii) leather and leather products of improved quality; (iv) increased number of trained personnel (all levels); and (v) improvement of facilities at LERI to assist the countries in the subregion in R+D, quality control, training, marketing and other aspects of the leather industry.</p> <p>(c) <u>Proposed duration:</u> 3 years</p> <p>(d) <u>Additional information:</u> The Centre is one of the "centres of excellence", in UNIDO training programme and a long-term co-operation programme has been proposed (see Annex II).</p>

SUPPORT PROJECT PROFILE NO. S18

SUBREGION: West Africa

1. Project Title: Assistance to NNJC

2. Objective: To provide technical assistance to the Nigeria-Niger Joint Commission with a view to enhancing its project implementation and industrial promotion capabilities

3. Promoter/sponsor 4. Location 5. Estimated total cost	6. Project description and additional information
3. NNJC 4. NNJC Secretariat 5. To be determined	Following on the pre-feasibility and feasibility studies conducted by UNIDO, the project will be concerned with the promotion of the projects covered by those studies. The Joint Commission and the two member countries are particularly interested in ensuring the effective implementation of projects identified, the promotion of which would be undertaken with the assistance of other sources of finances such as the OPEC Fund, ADB or BADEA, as well as bilateral institutions.

SUPPORT PROJECT PROFILE NO. S19

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Assistance to the Organization for the Development of the Senegal River Basin (OMVS)
2. Objective: To increase the resources of the High Commission and OMVS member states in respect of the programming, establishment, appraisal and promotion of community industries.

<p>3. Promoter/sponsor</p> <p>4. Location</p> <p>5. Estimated total cost</p>	<p>6. Project description and additional information</p>
<p>3. Organization for the Development of the Senegal River Basin (OMVS)</p> <p>4. The OMVS High Commission, Dakar, Senegal</p> <p>5. \$1.5 million</p>	<p>6. a) <u>Immediate objectives</u></p> <p>(i) To establish an industrial data bank to cover national plans and the actual development of member states, the planning, and development of the various regions of the Senegal River Basin, the current state of industrialization within the macro-economic context of the CEAO, the planning and development of vocational training, etc.</p> <p>(ii) To prepare pre-feasibility studies; identify and elaborate community projects</p> <p>(iii) To assist member states in their search for financing</p> <p>b) <u>Expected production</u></p> <p>(i) Establishment of an energy, industrial, mineral and agro-industrial plan for the Senegal River Basin</p> <p>(ii) Feasibility studies for approved projects</p> <p>(iii) Promotion of projects</p> <p>(iv) Development of estimated follow-up structures for the execution of 4 projects and appraisal of their results.</p> <p>c) <u>Proposed duration:</u> 3 years</p> <p>d) <u>Additional information:</u> OMVS had set up an inter-State committee for industrial development as well as a regional planning committee.</p>

SUPPORT PROJECT PROFILE NO. S20

Priority: First (short term)

SUBREGION: West Africa

1. Project Title: Establishment of a Togolese National Centre for Technology Development, Togo

2. Objective: To provide the industrial sector with fundamental technical planning and production capability essential to strengthening local training capacities in repair and maintenance, production of spare parts, development of new products, adjustment and adaptation of equipment, and improvement of traditional technology.

3. Promoter/sponsor

6. Project description and additional information

4. Location

5. Estimated total cost

3. Government of Togo

6. Within the framework of its technical promotion policy, the Government of Togo requested assistance in the conduct of a preliminary study related to the establishment of the centre. The study was jointly undertaken by ECA, UNIDO and ARCEDEM in June/July 1984. The findings confirmed the need for a National Technology Centre, which would utilize the equipment available in the central mechanical workshops run by CNPPME at Lomé and Kara and by UPRONA at Kara. UNDP funding has been secured for the feasibility study which will be carried out in the near future.

4. Lomé and Kara (Togo)

5. \$1,050,000