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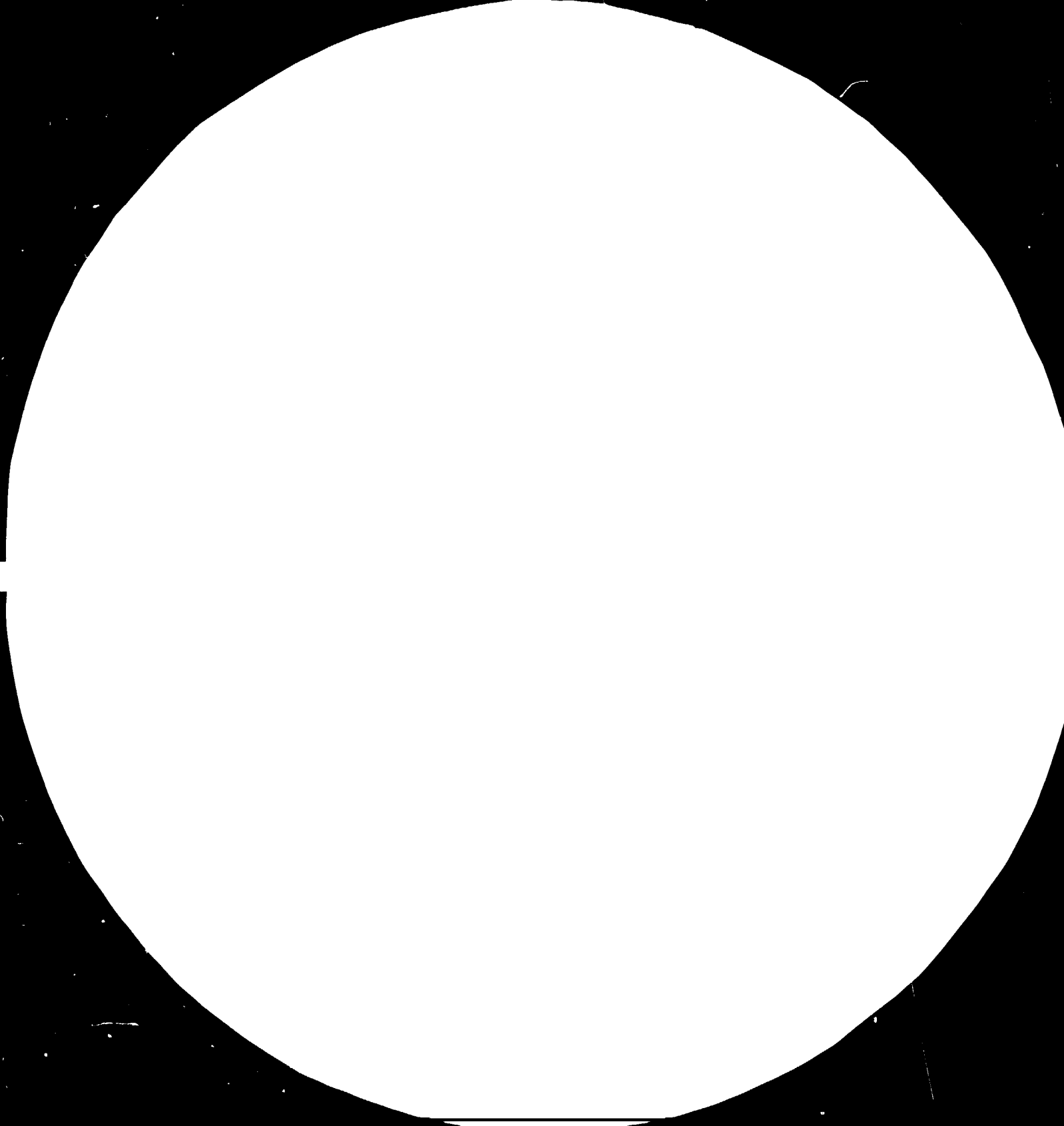
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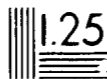


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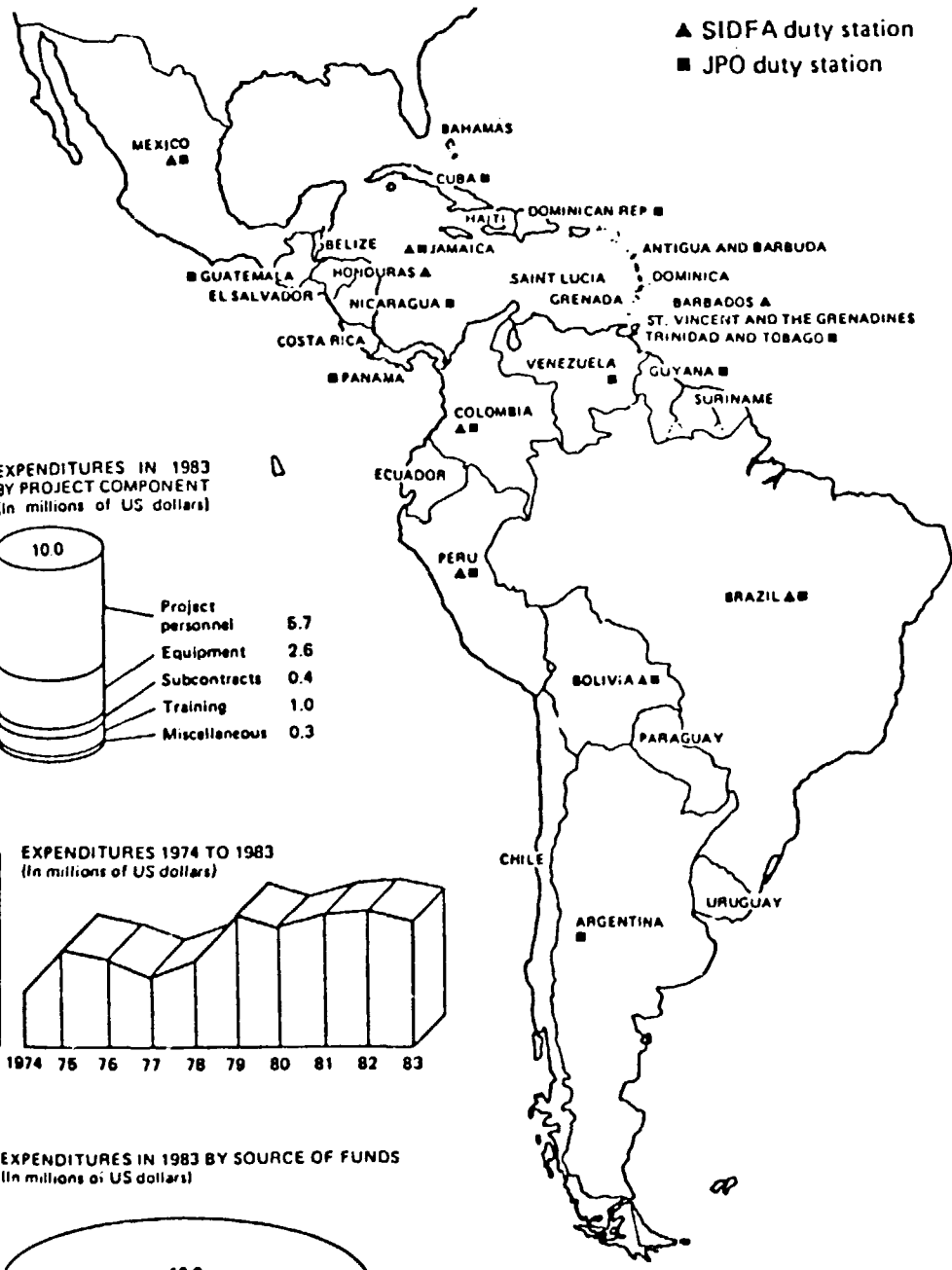
SECOND REGIONAL SILFA MEETING FOR
LATIN AMERICA AND THE CARIBBEAN *

Background Document * . 1

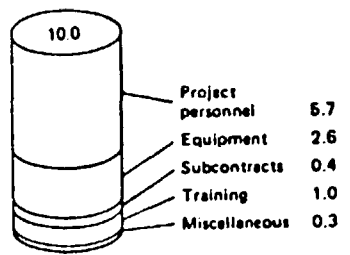
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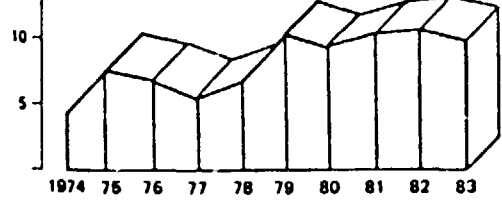
THE AMERICAS



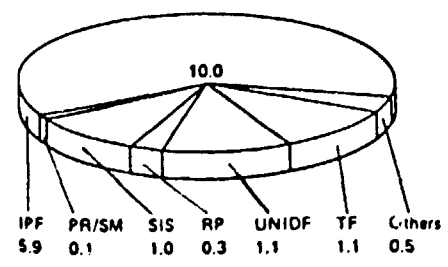
EXPENDITURES IN 1983 BY PROJECT COMPONENT (in millions of US dollars)



EXPENDITURES 1974 TO 1983 (in millions of US dollars)



EXPENDITURES IN 1983 BY SOURCE OF FUNDS (in millions of US dollars)



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NOTE: This background document intends to provide only summarized information on UNIDO's recent activities in the Latin American and Caribbean Region.

I. INTRODUCTION

Set against the technical assistance requirements of the Latin American countries, the activities of UNIDO in the region have only had marginal impact. One of the principal reasons for the continuing stagnation in the UNIDO delivery of technical assistance to the region arises out of the dire financial straits in which UNDP finds itself, compounded by the shortage of Government funds.

The current global economic situation has impinged negatively upon Latin America and the resultant catastrophe is of unprecedented severity. The economic betterment of the region is contingent upon developments at the regional, subregional and national level. If the basic problems confronting each country in the region are to be overcome, increased attention must be paid towards the economic consolidation of the region.

Under the prevailing conditions the SIDFAs in the region with the appropriate support of Headquarters could be in a position to strengthen UNIDO's role in the process of industrialization in Latin America. Therefore it is considered that the joint review of Headquarters/Field on UNIDO's activities might result in an improved operation of UNIDO for the benefit of the countries.

II. THE IPF SITUATION IN LATIN AMERICA

One of the difficulties of increasing UNIDO's Technical Assistance to Latin America, compared with the other regions, is the reduced financial resources from the IPF.

Originally, \$467 million (394 countries and 76 for regional programmes) were allocated for 5 years to Latin America compared with \$1,809 for Africa and \$1,190 for Asia. This makes 25% from the total allocated only for Africa or for Asia. Only 9,6% corresponds to Latin America from the total amount of \$4,849 millions for all developing countries within the cycle 1982-1986. The IPF's of Bangladesh (201) and India (252) together represent more than the total IPF's for all Latin America including regional programmes.

Presently the Latin American region is comprised of more than 40 countries and territories, among which the IPF is being distributed. The largest IPF in Latin America is Haiti with \$38 million, as the only LDC in the region. Then follows Brazil with \$30 million, Peru \$25 million, Colombia \$22 million, and few countries in the range of \$15-20 million. Most of the countries' IPFs are in the order of \$0.5 - \$5 million. To compare with Asia, there are several countries with IPFs in the order of \$100-200 million. In Africa the countries' IPFs average is \$50 million per country. This shows the scarcity of resources applies not only to the region as a whole, but also the smaller countries' IPFs make it difficult for UNIDO to establish long term country programming projects.

UNIDO's programme delivery is \$10 million yearly which represents only 10% of the IPF allocated to Latin America. This indicates that Governments have not given the necessary priority to industry when distributing their IPF resources.

III. PROGRAMME OF TECHNICAL ASSISTANCE IN THE AMERICAS

(Excerpt from the Executive Director's Report 1983)

The value of projects executed by UNIDO in the Americas in 1983 amounted to \$10 million, about \$0.7 million less than the figure for 1982, although technical co-operation activities in Latin America represented a greater share of total expenditure than during the previous three years. The level of new approvals, however, coupled with budgetary reductions in previous allocations to ongoing projects for the year, placed particular constraints on 1983 implementation.

During the year under review, UNIDO continued to assist the Latin American region in the field of standardization and quality control. A new project in Brazil aimed at strengthening the National System of Metrology, Standardization and Industrial Quality in order to facilitate the transfer of technology, import substitution and improvements in industrial productivity.

In the field of small-scale industry development, assistance covered a wide range of activities. A project in Argentina continued to assist in the transfer of sophisticated technologies and industrial processes to the provincial area of Santa Fé. In Honduras, a project was launched to strengthen industrial promotion in Mexico through the design of a strategy for the development of small and medium-scale industry at the national and regional levels.

In view of the degree of indebtedness of most Latin American countries, emphasis was placed by Governments on policies which would foster domestic production and reduce imports. Expensive economic policies are giving way to more cautious planning, with emphasis on the optimal use of indigenous, human and economic resources. A careful programming of priority sectors, as a means of reducing equipment imports and technology dependence, was discernible in many Latin American countries. In one of these priority sectors - the development of capital goods industries - UNIDO is providing assistance to Colombia, Ecuador and Venezuela, as well as to Mexico where a large-scale project entered its second phase.

During the year under review world-wide recession affected the profitable operation of manufacturing enterprises in several developing countries of the region. Balance-of-payment difficulties, caused by declining commodity prices and restrictions on export markets for manufactures, in turn reduced foreign exchange availability for the import of raw materials, semi-manufactures and components for the manufacturing industries. The resulting excess capacities in established industries reduced profitability and in many cases entailed heavy losses. Furthermore, the international situation led to reduced foreign investments in new industrial projects. In several countries there was a need for rehabilitation of the industrial structure including re-establishment of enterprises with appropriate financial re-organization, provision of technical assistance and equipment.

In an effort to stimulate the recovery of economies in the region, the Central American Bank for Economic Integration requested UNIDO to prepare a programme of technical and financial assistance for industrial reactivation. The project, which became operational in November 1983 with UNIDF financing, will enable the Bank to play an active role in the rehabilitation of the industrial sector in Central America.

In the field of engineering industries, the countries of the region once again showed a preference - in addition to the capital goods sector - for the development of agricultural machinery and electronic and related industries. In the field of electronics, UNIDO initiated assistance to El Salvador, where the Government is planning to promote the development of an export-oriented electronics industry. Experts will examine together with relevant Government authorities and interested Salvadorian industrialists the state of the art as well as international trends in electronics technology, and study tours by local industrialists will be organized. Technical assistance to the agricultural machinery industry continued to be directed at developing production of agricultural machinery and implements at medium, small-scale and artisanal levels and improving national capacities in product design, production and repair and maintenance technology. Under a TCDC arrangement, UNIDO organized a study tour for Haitian specialists to African countries to enable them to select items of equipment suitable for use or adaptation to local conditions. After local testing and possible modification, it is expected that the items will be used as prototypes for local production in Haiti.

Although there was some decline in steel production in a number of advanced countries, the steel industry continued to grow in the developing countries. In Latin America, annual output increased by 73 per cent during the last 10 years to about 27.1 million tons. Modernization and expansion plans are being implemented with UNIDO technical assistance in Peru and other countries in the region. The direct reduction process has made considerable global headway and the production of directly reduced sponge iron for steel-making in Latin American countries has multiplied five fold in the last decade.

Most of the metallurgical projects in the region continued to provide support to the iron and steel industry, foundry operations and the strengthening of R + D capabilities. An example of this is the \$1.4 million UNDP/UNIDO project to strengthen and expand the Argentine Iron and Steel Institute, as well as a UNIDO input to the International Seminar on Steel Standardization held in November 1983 in Brazil. Technical assistance to the Mexican Iron and Steel Research Institute was also initiated in 1983. In Colombia, assistance was given in the modification of cupolas to divide blast operations for modular iron production. Assistance to Peru in improving the efficiency of metallurgical operations for primary metals will entail the establishment of laboratories and a pilot plant.

There was an encouraging trend in 1983 towards sharing R + D results achieved in the context of UNIDO projects with other countries of the region. In Argentina, the petrochemical complex at Bahia Blanca sponsored a regional symposium on the development of the petrochemical industry. A project financed by the United Nations Financing System for Science and Technology for Development on the development of carbon fibre technology in Brazil led to an international conference to demonstrate the achievements of the project and to discuss possibilities of co-operation among developing countries in the application of carbon fibres.

Further progress was made during the year on a project to establish a subregional centre for research and development in the pharmaceutical industry. Detailed technical documentation was finalized for submission to an intergovernmental meeting scheduled for April 1984 to approve the establishment of the centre in Mexico.

Shortage of foreign exchange in the region and the consequent limitations on the importation of food led a number of Latin American countries to request UNIDO assistance in projects aimed at making better use of available resources, as well as reducing wastage and production costs. Emphasis was given to programmes of rehabilitation of existing agro-industries, particularly in El Salvador, Guatemala and Mexico. Assistance was also provided to the sugar industry in Colombia and the Dominican Republic. In Colombia, a project was initiated on the integrated utilization of sugar cane and sugar by-products, in order to render sugar production more economical and provide a greater variety of food products from cane.

Under a new large-scale assistance project in Costa Rica in the field of leather and leather products, assistance was provided to the Centre of Leather Technology under a trust fund agreement. At the regional level, a workshop on the packaging industry, with special reference to agro-industries took place in Havana (Cuba) with participants from Latin American countries as well as experts from other regions.

The project to upgrade technologies used by women potters in Bolivia and financed by the Voluntary Fund for the United Nations Decade for Women gathered considerable momentum with the establishment of a central clay and glaze preparation unit for the co-operative in Huayculi and the introduction of training programmes. These were supported by a programme aiming at increasing the social awareness of the women involved, thus enhancing their integration into, and contribution to, the socio-economic development of their village.

IV. UNIDO PROGRAMME DEVELOPMENT IN LATIN AMERICA

UNIDO programme development in Latin America may be examined from the following points: resource availability and distribution, and the major sectoral priorities.

Resource Availability and Distribution: IPF

The UNDP is the major source of funding for UNIDO technical assistance. The distribution of IPF by regions is shown for project delivery in Table 1 and approvals in Table 2. From 1982 to 1983 there has been an overall decline in project delivery due to the cutback in UNDP funds; yet the relative share of Latin America has not declined, and in fact has increased from 11.2% to 13.4%.

The distribution of IPF for each country depends on the decision of the Governments concerned, and while UNIDO may and does propose projects for inclusion in the Country Programme, the ultimate decision rests with the Government. The average share of UNIDO in the approved country programmes for the Third Cycle is 15.6%.

1983 TECHNICAL CO-OPERATION EXPENDITURE
IN THE AMERICAS BY SOURCE OF FUNDS

Source of Funds	1983	
	\$ thousand	%
Regular programme	320	3.2
UNDP		
IPF and cash counterpart	5,939	59.1
SIS	997	9.9
Special programme resources and special measures	99	1.0
Subtotal	7,035	70.0
UNDP-administered trust funds	673	6.7
Other funds		
Other trust funds	462	4.6
UNIDF	1,046	10.4
Non-UNIDO funds	509	5.1
Subtotal	2,017	20.1
TOTAL	10,045	100.0

The UNIDO share of the IPF has risen substantially in a large number of countries:

	<u>Second Cycle</u>	<u>Third Cycle</u>
	% share	% share
Argentina	19.07	23.21
Chile	7.16	26.31
Colombia	5.20	16.21
Cuba	17.36	33.84
Honduras	5.15	11.36
Mexico	20.82	34.97
Nicaragua	1.17	17.72
Peru	16.78	20.91
Venezuela	9.18	12.27

In the Bolivia draft country programme, the share amounts to 19.1% while in the previous cycle no UNIDO project was financed from the IPF.

The overall availability of total UNDP resources is less for the Latin America region, 11.80%, as compared with the African region, 33% (Table 3). This is due to the UNDP Governing Council decision that 80% of the IPF resources are allocated to lower income countries. Africa has 21 countries which are LDCs while Haiti is the only LDC in the Americas.

Special Industrial Services (SIS)

In 1982 and 1983, the Americas has been the second largest recipient of SIS assistance, receiving almost as much as Africa. This demonstrates the efforts of UNIDO to give favourable consideration to the requests of Governments for urgent, short-term assistance.

Regular Programme of Technical Assistance (RP)

The figures for project delivery and approvals for RP are found in Tables 6 and 7. The share of the Americas in the Regular Programme is quite fair, particularly since roughly a third of the programme is allocated to the special needs of the least developed countries.

United Nations Industrial Development Fund (UNIDF)

The overall share of the Americas has increased in 1982 and 1983 when compared to other years, as shown in Tables 8 and 9. The fact that 75% of the pledges to the Fund are for Special Purposes and in non convertible currencies, limits the scope of UNIDO in the final approval for programming these funds. Special Purpose Donors tend to have preferences for regions other than the Americas. Nevertheless, UNIDO approved projects amounting to \$1,165,608 from the General Convertible Pool, which in 1983 received \$2.3 million in contributions. This represents a substantial portion of the funds UNIDO has available for programming.

U N F S S T D (United Nations Fund for Science and Technology)

In 1981, 40.2% of the projects funded by UNFSSTD were projects in the Americas as compared to 19.9% in Africa. This demonstrates that the high level of development makes it necessary to offer high technology projects for the more advanced countries of Latin America.

Overview of Sectoral Priorities

The sectoral priorities of the Americas are directed at the development of industry, based on local raw materials, rural based agro-industry and small-scale industry on the one hand, and high technology industry on the other. One of the conclusions of the Ninth Session of the Committee of High Level Government Experts Meeting in Montevideo, Uruguay, 18-24 January 1984 was that the development of industry should concentrate on those sectors which utilize local or regional inputs and which are labor intensive and expand

employment. A second important conclusion was the need for the countries of the Americas to develop their technological base in areas such as biotechnology, microelectronics, energy and the development of the capital goods sector.

UNIDO in its technical assistance programme is already addressing these priorities. The smaller countries in Central America are implementing projects such as:

El Salvador - DP/ELS/82/006 Integrated Agro-industrial Development,

Honduras - DP/HON/82/017 Promotion, development and assistance to small and medium industry.

The larger countries such as Brazil and Mexico have accorded priority to development of technology. In pharmaceutical biotechnology, there is a regional project for the establishment of a centre for research and development to be based in Mexico. There are projects to be implemented in Peru and Brazil for the production of pharmaceuticals. In microelectronics, UNIDO jointly with ECLAC sponsored an expert group meeting to review the implications of micro-electronics for ECLAC countries.

The capital goods sector is another important area where UNIDO has given assistance. At the regional level, UNIDO has been co-operating with ECLAC in the study of the capital goods sector and there are country projects in Mexico, Venezuela, Colombia and Ecuador.

Another priority of the countries of Latin America is reactivation and restructuring of industry, so as to bring the technological level up to international standards. Many industries are working at less than half of their installed capacity and there is a need to develop policies to reactivate the most efficient ones. In-depth studies are required to learn which industries have the greatest potential and identify the requirements to bring them up to full capacity. Follow-up financing could come from the World Bank and Inter-American Development Bank in providing the investment capital needed.

This is the approach being taken by the Central American countries with the assistance of UNIDO in UC/RLA/83/142 Assistance to Industrial Reactivation in Central America. A large UNDP financed project is expected to result from the preliminary investigations. Peru has also requested UNIDO assistance in studying the problems of key industrial sectors in order to determine the requirements for restructuring industry. This study is to begin implementation in the immediate future.

V. TCDC/ECDC* IN LATIN AMERICA

In spite of its existence since the Buenos Aires Conference in 1978, and in spite of the enthusiasm with which it was accepted and the commitment of Developing Countries and UN Organizations towards it, TCDC/ECDC has remained largely a political and theoretical concept without direct consequences for output-oriented technical and economic co-operation. This concept needs to be translated into concrete projects and programmes. Being an alternative and complementary approach to the classical North-South Co-operation, and in view of the scarce funds available under IPF/UNDP for the region and the potential for co-operation available, the TCDC/ECDC approach should be taken up as a priority for the Latin American Region. However, innovative ways and means should be explored to use this concept and reach tangible results.

Four main issues should be discussed in that context:

- (a) information and communication;
- (b) concrete ways and means of TCDC/ECDC;
- (c) financing of TCDC/ECDC activities; and
- (d) UNIDO's Role in Promoting TCDC/ECDC.

* TCDC/ECDC: Technical Co-operation among Developing Countries/
Economic Co-operation among Developing Countries

(a) Information and Communication:

UNIDO has no systematic data on the potential inputs and needs for TCDC activities in Latin America. A detailed inventory by country and sector is a necessary prerequisite for promoting TCDC/ECDC and matching needs with available resources. UNDP is carrying out a survey on TCDC, and UNDP/UNIDO should intensify its co-operation at field and headquarters level. Information available must then be exchanged, disseminated, and should include how each country is willing and able to co-operate (ways and means, financing, possible partners, etc.).

(b) Concrete ways and means of TCDC/ECDC:

How should the concept be promoted? What should a TCDC/ECDC project or programme look like? Discussion on studies, seminars, conferences, workshops and concrete projects of technical assistance. How should such projects be devised? What could be done to facilitate the approval and implementation of TCDC/ECDC? What standard procedures could be introduced? Experience shows that hardly any concrete mechanisms of TCDC/ECDC are in existence although the concept is widely accepted.

(c) Financing of TCDC/ECDC Activities

According to the recommendations of the Buenos Aires Plan of Action, the financing of TCDC/ECDC is primarily the responsibility of the participating countries themselves. Nevertheless, it will be necessary for the UN system to support these activities. UNIDO's funds are extremely limited and should be complemented by UNDP and other funds (for example through IPF money; the earmarking of a percentage from the countries' IPF is still not institutionalized). Negotiations with the countries themselves should be taken up towards a trilateral financing scheme where the assisting and the recipient countries as well as UN, participate in the funding of the operation. Other possibilities such as financing from an industrialized country should be explored.

(d) UNIDO's Role in Promoting TCDC/ECDC

Currently, UNIDO is carrying out and planning the following main activities regarding TCDC/ECDC in the region:

- 1) Enterprise-to-Enterprise Co-operation among Developing Countries; Two Argentinian Experts prepared documents which will also serve as a background paper for an Expert Meeting to be organized in Argentina end 1984.
- 2) TCDC on-going and pipeline projects in Bolivia, Costa Rica, Nicaragua (trilateral financing scheme with short-term consultants from the region).
- 3) Possible Brazil-African Region Co-operation in Industry.
- 4) Planned TCDC Meeting in the Agro-Industrial Sector.
- 5) Promotion of Multinational Production Enterprises and Joint Ventures among Developing Countries - planned Seminar to be held in the Latin American Region.

VI. UNIDO INDUSTRIAL STUDIES ON LATIN AMERICA

a) Development and Transfer of Technology

In the field of development and transfer of technology, UNIDO has been engaged in promoting practical activities tailored to the needs and requirements of the developing countries in a broad scope ranging from the application of newly emerging advanced technologies to technologies specifically applied to serve the needs of the rural poor. In helping the technological transformation of developing countries, UNIDO pays particular attention to the areas of technology policy and planning, identification and evaluation of alternative technologies, technology research, and development and adaptation, strengthening technological capabilities for acquisition of technology and technological advisory services.

In addition industrial and technological information is provided to developing countries. The main thrust of UNIDO's approach is that developing countries should keep in touch with the dynamic technological trends. Such an approach is especially relevant to Latin America, where the governments are particularly conscious of the need to keep in step with technological advances in order to build up a competitive capability in the international markets.

In regard to high technologies, UNIDO has for over four years been implementing a Programme on Technological Advances. The programme is designed in particular to increase awareness through early identification and assessment and to promote necessary action regarding:

- (a) The potential and limitations of various advanced technologies for the developing countries;
- (b) The industrial and technological capabilities that the developing countries need in order to be able to use advanced technologies where appropriate and feasible;
- (c) The policy actions to be taken by the Governments of developing countries with regard to advanced technologies.

In addition to expert group meetings, studies, and current awareness bulletins, emphasis has been laid on:

- (a) Mobilizing the co-operation of individuals and institutions at the cutting edge of a particular technology;
- (b) Promoting national action by developing countries in terms of policies and programmes in accordance with their conditions and requirements;
- (c) Providing technical assistance, as required by developing countries.

The UNIDO Programme on Technological Advances emphasizes both sectoral and transsectoral aspects. Some of them of particular relevance to Latin America are described below:

In the field of genetic engineering and biotechnology, UNIDO has promoted the establishment of the International Centre for Genetic Engineering and Biotechnology (ICGEB). Seven Latin American countries (Argentina, Bolivia, Cuba, Ecuador, Mexico, Peru and Venezuela) are members of the Centre, while some other countries are planning to become members. Argentina and Venezuela have also requested for an affiliated status with the ICGEB for their national institutions.

UNIDO, in collaboration with UNESCO and the financial support of UNDP, is seeking the promotion of the establishment of a Latin American network of biotechnology centres, an activity which is pursued through the ongoing project RLA/83/009 - Latin American Network of Biotechnology Centres. In this connection and on the occasion of the UNESCO/UNDP/UNIDO Meeting on the Latin American Biotechnology Network held in La Plata, Argentina in March 1984, the participating countries recommended that the newly proposed Latin American Biotechnology Network should be linked with the ICGEB.

UNIDO has also assisted some Latin American countries in the area of biotechnology. In the course of the establishment of the Centre for Biotechnology in Larena, Brazil, the Technology Programme has undertaken two advisory missions to Brazil with the participation of international experts.

It is expected that the next phase of this activity will include a wider collaboration between UNIDO, the Larena Centre and the University of Munich. UNIDO is also organizing a Symposium in Mexico City in November 1984 on the Implications of Lactic-Acid-Fermentation in the Food Industry.

In regard to microelectronics, UNIDO has held meetings at the international level for developing national capabilities in this field and also formed a Consultative Group in Information Technology. An Expert Group Meeting for the Economic Commission for Latin America (ECLA) region was held by UNIDO in June 1982 in Mexico, in co-operation with ECLA, at which the socio-economic implications of microelectronic advances for Latin America countries were analysed and a Co-operative Latin American Programme of Action in the field of microelectronics recommended. Follow-up action to draw up such a Co-operative Programme has been initiated by UNIDO and ECLA.

As a step in this direction a Latin American Microelectronics Network (REMLA) has been proposed following a high-level expert team mission to Venezuela. At the request of the Government, the experts looked at the facilities of an existing national institution in Venezuela with a view to upgrading it with UNIDO's assistance to become a nodal point for the proposed network. Other nodal points in different parts of the region are being identified. A meeting is envisaged for 1985 in Venezuela to initiate the network.

It is expected that on account of the proposed initiative of REMLA (Regional Network for Microelectronics in Latin America) a number of regional activities and national activities will be undertaken with UNIDO's active participation.

A request for assistance has been received from GEPLACEA (Group of Latin American and Caribbean Sugar Exporting Countries) which covers approximately 700 sugar mills in 21 member countries, for assistance in the introduction of microcomputers for optimization of production without too much additional investment. In May 1984, the reconnaissance mission on computer applications in the cane sugar industry took place. The inventory of existing facilities and computerized methods in the selected sugar mills of Mexico, Cuba and Barbados were presented. In the close co-operation with GEPLACEA recommendations aiming at an enhancement of computer applications in the sugar industry of the region were being implemented.

At the national level, UNIDO has conducted studies of the microelectronics industry, and in particular computers and microelectronics applications in Mexico and Venezuela. In addition, a national level workshop was organized in Mexico. Support has also been given to a training workshop in Brazil, and studies on biomedical applications and power devices have been prepared on the basis of that workshop.

UNIDO's work on technological advances also covers other fields, such as new materials and telecommunications. A study on telecommunications in Brazil has been completed. The question of new materials has been examined by UNIDO in Mexico in regard to optical fibres and high temperature ceramics.

In regard to transsectoral aspects of technological advances, the results of UNIDO's work in this field and its policy implications were discussed in the International Forum on Technological Advances and Development, held at Tbilisi, in April 1983. The Forum, which also served as one of the High level Preparatory Meetings for UNIDO IV, made a series of important recommendations, stressing in particular that technological advances will probably be the most important single factor which developing countries may have to consider in their industrial development in the present and coming decades. To prepare for the Forum, an Expert Group Meeting was held at Moscow in December 1982, and to follow up some of the Forum's recommendations, an Expert Group Meeting on Institutional and Structural Responses of Developing Countries to Technological Change, was held at Dubrovnik, Yugoslavia in June 1983. These three meetings have considerably facilitated the exchange of views at both expert and policy-making levels, on the need and modalities of responses from developing countries to technological advances. The results of the transsectoral work were presented to UNIDO IV and received broad endorsement.

In line with UNIDO'S transsectoral approach in regard to technological advances, a project was implemented in Mexico with UNFSSTD funding on industrial technology perspectives, with a view to helping the Mexican

Government to set up a national team to monitor technological advances. The results of this project have been favourably evaluated by the Mexican Government, UNFSSTD and UNIDO. The Mexican Government has requested a second phase of this project. It is considered that this project being the first of its kind would serve as a forerunner of similar national and regional initiatives in Latin America. SELA has already expressed interest in the co-operation with UNIDO in regard to regional actions for monitoring and assessment of technology.

In the field of acquisition of technology, several national technology transfer registries in Latin America are members of the Technological Information Exchange Systems (TIES), organized by UNIDO. UNIDO has also co-operation with JUNAC particularly relating to SAIT, and on a study of copper microbial leaching. Colombia is being assisted in regard to a workshop on the acquisition of technologies for computer software.

In medium and small-scale industries, one of the major problems is the lack of services. Apart from intensive work in strengthening extension services in the developing countries, a new concept entitled: "Technological Services Delivery System (TSDS) has been developed with the aim of systematically utilizing services that are already within the country, but are hitherto not yet properly mobilized. Having reviewed the situation in a number of developing countries, it was recognized that many of them did already have a number of institutions and organizations that possess the required knowledge and capability to service the medium and small industries. The programme was so formulated to provide a pipeline of communication in both directions.

The programme concept was developed in a country in Asia (Philippines) which was transferred into a regional level by encompassing the requirements of the small island countries in the Caribbean area. According to reports received so far, this regional level programme called "Caribbean Technological Consultancy Services" (CTCS), has been rated as one of the successful activities undertaken by the Caribbean Development Bank (CDB). The concept is now being adapted to be applied in a Latin American country (Peru) as well.

The Latin American Organization for Energy (OLADE) and UNIDO are co-operating in the preparation of technical Manuals for the Design and Fabrication of Equipment and Machineries for Small Hydro Power Stations. OLADE has also co-operated with UNIDO in the publication of the "Mini Hydro Power Stations - a Manual for Decision Makers", which has been published (1983) as the first of the UNIDO small hydropower series.

OLADE is also co-operating with UNIDO on the (a) preparation of a directory for small hydropower manufacturers in the ESCAP region, and (b) international co-operation between Latin American and Arab States on small hydropower turbines.

UNIDO was instrumental in the establishment of a pilot operation of the Technological Information Exchange Network (TIEN), which includes countries of Latin America and the Caribbean. This was carried out in co-operation with ALIDE. UNIDO has also co-operated with RITLA in its activities.

b) Sectoral and Regional Studies

The studies of UNIDO's Division for Industrial Studies can give an important background to UNIDO's field activities and support the work of the SIDFAs. On the other hand, the SIDFAs can play an important role as a supplier of specific information to the industries studies. The following is a short presentation of sectoral and regional studies relating to Latin America.

The study programme for the capital goods sector is aimed at facilitating regional integration and co-operation in Latin America, and the development of the sector in individual countries. The activities include, inter alia, appraisal of the regional situation and trend analyses and projects; strategy-oriented studies for the development of the sector in individual countries; studies on aspects of strategy in the region (e.g. development of the sector through repair and maintenance facilities, optimal scale production, industrial financing for capital goods, sectoral linkages); and also studies on specific subsectors on a regional or country basis (e.g. studies on the electrical equipment subsector in Bolivia, Colombia and Mexico).

In connexion with the Joint ECLA/UNIDO Capital Goods Project a joint Expert Group Meeting on Capital Goods in Latin America was convened at ECLA Headquarters in November 1983 and a study entitled "The Capital Goods Industry in Latin America: Present situation and prospects" (UNIDO/IS.4787) was used as the main document for the meeting. Preparations are currently underway for the Second Expert Group Meeting which is envisaged to concentrate on the Electrical Power Equipment Industry in Latin America.

The study programme of the Sectoral Studies Branch covers twelve priority sectors. In all sectors a three-tier strategy is followed going from analytical appraisals to the formulation of elements of strategy and further to identify components of possible international action for the development of the sector. The focus of all studies is to determine the basic obstacles to the development of industry and the potential for increased co-operation between industrialized and developing countries or between developing countries themselves.

Most of the studies are used as basic documents in the global and regional Consultation Meetings but they are also presented at other international meetings and used as background for the technical assistance activities of UNIDO in the concerned sectors. To a large extent the studies are also of direct interest to national policy-makers.

The indicated general approach is of course relevant also to the Latin American region. In certain areas, however, the study work is particularly advanced as far as this region is concerned. This is particularly true for the capital goods sector where the study programme is aimed at facilitating regional integration and co-operation in Latin America and at the development of the sector in individual countries. These activities include: appraisal of the regional situation and trend analyses and projections; strategy-oriented studies for the development of the sector in individual countries; studies on the global situation and its impact on the region; studies on technical aspects of the sector (e.g. on systems of preventive maintenance and on the effect of new technological trends); studies on aspects of strategy in the region (e.g. development of the sector through repair and maintenance facilities, optimal scale production, industrial

financing for capital goods, sectoral linkages); and also studies on specific subsectors on a regional or country basis (e.g. the Branch is currently carrying out studies on the electrical equipment subsector in Bolivia, Colombia and Mexico).

The Branch is also representing UNIDO in the Joint ECLA/UNIDO Capital Goods project. In this connexion a joint Expert Group Meeting on Capital Goods in Latin America was convened at ECLA Headquarters in November 1984 and a study entitled "The Capital Goods Industry in Latin America: Present Situation and Prospects" was used as the main document for the meeting.

A survey of the Latin American agricultural machinery industry (UNIDO/IS.407) has permitted to review the developments and the present situation of this branch in the region, underlining the main factors limiting its development and pointing out the main opportunities for expansion. If approved by the IDB, a Regional Consultation on the Agricultural Machinery Industry in Latin America will be held, and it is expected that a revised version of the document will be issued for this event.

The Sectoral Studies Branch is engaged with the Andean Pact Secretariat in a group of activities whose main objective is to increase the ability of the Andean Pact governments to manage and programme integrated agro-industrial food systems. The studies and other projects which are action-oriented will complete, modify and utilize a methodology for assessing, managing and programming food production/consumption systems which was originally developed by the Andean Pact Secretariat. As a first step it will be applied to the vegetable oils and fats industry in selected Andean Pact countries. Similar projects in other Latin American countries and other sectors will be undertaken in the future.

An ongoing co-operation agreement between ALADI and UNIDO will permit the elaboration of joint industrial surveys. Previous discussions have allowed to identify studies on the petrochemical sector and non-ferrous industries in ALADI member countries to be carried out in close co-operation with the Sectoral Studies Branch.

VII. UNIDO SPECIAL PROGRAMMES

a) Energy

The four major aspects of UNIDO's Energy and Industrialization Programme, endorsed by UNIDO IV are:

1. The formulation of integrated national industry/energy policies;
2. The development and industrial use of indigenous energy resources;
3. The local manufacture of materials and equipment for the energy sector;
4. Strengthening industrial energy management including energy conservation.

A detailed summary of UNIDO's energy-related activities in Latin America and the Caribbean has been prepared within the UNIDO Secretariat, and will be made available to the participants of the Meeting prior to the discussion of this subject.

The report, which covers the 1980-84 period, includes completed, current and pipeline technical co-operation projects, meetings, studies and reports. The projects listed in the report comprise both energy projects in the strict sense of the world and projects not primarily on energy, but having energy-related aspects.

In general, it can be indicated that the energy programme in the Latin American and Caribbean region amounts to 10% of UNIDO's financial expenditures on energy projects.

Some new initiatives which are now at the proposal stage through the collaboration of the Special Advisory Group on Energy with appropriate operating units in UNIDO, include the following:

1. Energy-related industrial feasibility studies in Latin America and the Caribbean (in co-operation with OLADE);
2. National energy utilization in cane sugar industry in the Caribbean region (in co-operation with GEPLACEA, ECLAC, and OLADE);
3. Workshop on governmental policy measures and incentives for industrial energy conservation.

During the UNIDO IV Conference, policy statements on the question of energy were made by the delegations of Latin America and Caribbean countries: i.e. Argentina, Brazil, Jamaica and Venezuela. The importance of local manufacture of energy equipment for developing countries was stressed (Argentina), as well as the interrelation of energy, technology, environment, industry and social aspects, a factor to be taken into account for energy planning (Brazil). Present and planned activities in the field were also reported by Latin America and Caribbean countries. In particular, it was stated that Latin American countries are proposing the creation of a "Regional Latin American Programme for Co-operation in Energy Technology". With the co-operation of OLADE (Latin American Energy Organization) national energy policies are tentatively being co-ordinated in the following fields:

- i) Capital goods for energy;
- ii) Co-operation in technology transfer: exchange of information; engineering design; human resources.

Bilateral technical co-operation was also said to be encouraged between countries with similar problems, and the Latin American Programme for Energy Technology is being discussed with the purpose of supporting bilateral technological co-operation.

The need to research into and implement appropriate energy conservation measures for the small-scale decentralized industrial sector was also stressed, as well as the work being done in a wide number of energy-related activities; including investigations into the use of solar energy; biomass, wind energy; coal to oil conversion programmes; peat and fuel-alcohol production (Jamaica).

In addition to its support to OLADE and ARPEL (Organization for Mutual Assistance in Petroleum), it was suggested that UNIDO support the Committee on fossil fuels, created following the Caracas Plan of Action for ECDC, with exchange of information and technical assistance.

b) Investment Promotion

The purpose of the Investment Co-operative Programme (ICP) is to accelerate the flow of industrial resources to developing countries and to ensure equitable terms. Since 1975, ICP has served governmental institutions and public and private enterprises around the world.

ICP promotes flows of investment to the developing countries from the industrialized countries and other developing countries, thus its orientation is both North-South and South-South.

The services of ICP are organized geographically - national, subregional or regional - according to industrial branches, such as electronics and energy equipment. The focus is operational: ICP promotes specific industrial investment projects for new plants; rehabilitation or reorganization of existing entities; product diversification; market access; and acquisition of technology, management, special expertise, etc.

ICP works with a global network of some 600 institutions: investment promotion agencies, board of investment, ministries, development banks. The network also includes UNIDO Investment Promotion Service offices in Cologne, New York, Paris, Tokyo, Vienna, Warsaw and Zurich. Additional offices are planned or are under discussion for New Delhi, Sao Paulo, the Persian Gulf and Seoul.

These UNIDO IPSs are mainly financed by the host Governments. They serve as strong promotional channels for investment projects in developing countries. They also provide orientation and "coaching" for officials from developing countries while promoting investment flows to those countries.

UNIDO investment promotion meetings match project sponsors from developing countries with prospective participants from organizations in both industrialized and developing countries; private meetings are organized and mutual interests such as joint ventures or marketing agreements are worked out on the spot.

One result has been numerous letters of intent to establish projects in dozens of industrial branches. National, subregional and regional fora have been held in Cairo, Dakar, Karachi, Lima, Lusaka, Caribbean, Nepal, etc. Further fora are planned for Central Africa, East Africa and some of the countries in Latin and Central America, namely, Mexico, Panama, Argentina, Uruguay, and the Andean Group Countries in 1985-86.

ICP encourages early association of prospective sources of finance with each investment project and with its sponsors, and close working relationships are maintained. National and regional development banks, such as the International Finance Corporation (IFC) of the World Bank, are invited to participate in project generation activities and investment fora. Comprehensive directories of development finance institutions are maintained as an aid to project promoters.

ICP has initiated computerized "matching" for industrial investment. This is called the Investment Promotion Information System (INPRIS) which comprises four related data banks: The Project, Investor, Bank and Institution Files:

- a) The Project File lists over 740 current project opportunities proposed by sponsors in developing countries. The information is available to prospective project participants from industrialized or developing countries.
- b) The Investor File includes offers of participation from public and private enterprises around the world. Firms seeking project opportunities in developing countries register their geographical preference, preferred modes of participation, and the product lines in which they have expertise. Most are capable of providing up-to-date operating experience as well as material resources, market access, etc.

c) The Bank File contains information on international, regional and national development finance institutions in both industrialized and developing countries that are willing to provide equity or loan capital for industrial projects in developing countries.

d) The Institution File is a directory of government ministries, development corporations, chambers of commerce, manufacturers associations and other similar institutions in developing countries that are likely to be engaged in the creation of new industrial projects.

The investment proposals are received in a simple questionnaire form filled in by the sponsors of the project. This gives the basic data and information on the project to determine its viability and acceptability to the prospective investors. ICP has also developed a simple computerized project screening device (PROPSPIN) to analyse the quality of the project and to speed up the preparation of the project profile.

c) The System of Consultations

The System of Consultations is an instrument through which UNIDO serves as a forum for developed and developing countries in their contacts and consultations directed towards the industrialization of developing countries. It relates both to co-operation between developed and developing countries and among developing countries themselves. It also permits negotiations among interested parties at their request, at the same time as or after consultations.

The System of Consultations, as an important and established activity of UNIDO, is a valuable framework for identifying problems associated with the industrialization of developing countries, for considering ways and means to accelerate their industrialization, and for contributing to closer industrial co-operation among member countries, in accordance with the Lima Declaration and Plan of Action.

The System of Consultations seeks action-oriented measures towards increasing the share of developing countries in world industrial production and creating new industrial facilities in developing countries contributing to the establishment of a New International Economic Order. To that end, the problems associated with the industrialization of developing countries are considered on a continuing basis from a policy, economic, financial, social and technical point of view.

The System of Consultations operates at four levels: global, regional, interregional and sectoral.

413 participants from 23 countries of the Latin American and Caribbean region participated so far in a total of twenty-three consultation meetings which were held with regard to the following sectors:

Fertilizers (1977, 78, 80, 84)
Iron and Steel (1977, 79, 82)
Capital Goods (1981)
Agricultural Machinery (1979, 82, 83)
Pharmaceuticals (1980, 83)
Petrochemicals (1979, 81)
Industrial Financing (1982)
Wood and Wood Products (1983)
Training of Industrial Manpower (1982)
Leather and Leather Products (1977, 80, 84)
Food Processing (1981, 84).

Three meetings are scheduled for 1985, i.e. for:

- (i) Building Materials, March, Athens
- (ii) Capital Goods, June, Stockholm
- (iii) Petrochemicals, October, Vienna (tentatively)

d) Integration of Women in Industrial Development

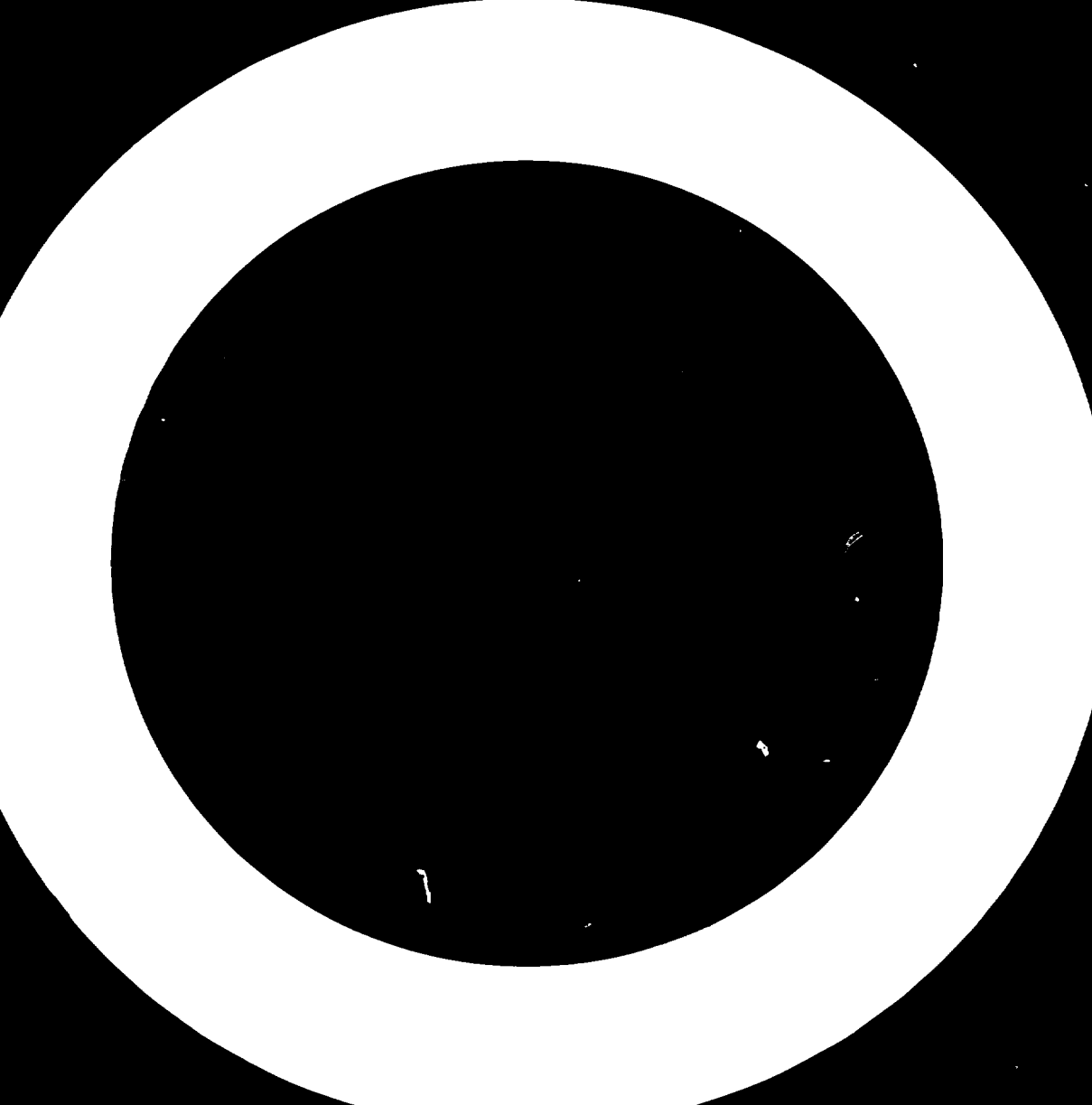
UNIDO's mandate for the Integration of Women which emanates inter alia from the Lima Declaration and Plan of Action, the Third General Conference of UNIDO, New Delhi, and the International Development Strategy for the Third United Nations Development Decade has been further reinforced by the Fourth General Conference of UNIDO through Resolution No. 9 "Integration of Women in Industrial Development". The resolution urges the Executive Director to take measures to ensure that the integration of women is taken into consideration in the design and implementation of all technical co-operation and study activities.

UNIDO is actively involved in the preparations for the World Conference to review and appraise the achievements of the United Nations Decade for Women scheduled to be held in Nairobi in July 1985. UNIDO has participated in all regional preparatory meetings for the conference including the Latin American Intergovernmental meeting which took place in Havana, Cuba, from 12-22 November 1983. UNIDO is contributing towards the documentation of the conference by submitting a chapter on the role of women in industry for the world survey on the role of women in development and analyzing the industrial chapter of the questionnaire, to review and appraise the achievements of the United Nations Decade on Women. UNIDO also participated in an inter-organizational evaluation study of women's participation in development which is co-ordinated by UNDP, and which studied the impact of technical co-operation projects on women in four selected countries (Haiti, Rwanda, People's Democratic Yemen, Indonesia).

In preparation for UNIDO IV, a series of regional workshops on the integration of women in the industrial planning and development process was organized earlier this year (Harare/Zimbabwe, April 1984, in co-operation with the Government of Zimbabwe; Georgetown/Guyana, May 1984, in co-operation with CARICOM; Bangkok/Thailand, July 1984, in co-operation with ESCAP). A background paper on women in industrial development (ID/CONF. 5/38) was submitted to the Fourth General Conference of UNIDO under agenda item 5 "International co-operation, relevant national actions including industrial policies, and UNIDO's contribution in critical areas of industrial development 1985-2000".

Technical co-operation activities specifically designed for women have been developed. One such project is under implementation in Bolivia which is financed by the UN Voluntary Fund of the United Nations Decade for Women (BOL/80/002 - "Upgrading of the technologies used by women potters in the Cochabamba Valley"). A women's textile project in Montserrat is being assisted from SIS funds. Some technical co-operation projects have had a spin off effect for women, such as a project in Guyana (DP/GUY/81/003 - "Research and development support for the Institute of Applied Science and Technology, LAST") which led to the establishment of a product unit for tableware, entirely run by women. Another example is a project in Honduras (DP/HON/82/017 - "Promotion development and assistance to small scale industries") which in co-operation with another UNDP financed project trained a group of 30 village women in the tanning of goat skins and prepared a feasibility study on the production and commercialization aspects of a small tannery using goat skins.

UNIDO is currently, in co-operation with the United Nations International Research and Training Institute for the Advancement of Women (INSTRAW), developing a module curriculum for training in industrial management for women entrepreneurs. These curricula will be for both entrance and junior managers, and middle and senior level management. The curriculum will then be put at the disposal of training institutions in developing countries for the training of women managers and entrepreneurs.



ANNEX

FIELD REPORTS MONITORING SECTION
DIVISION OF POLICY CO-ORDINATION
RB 0025F

SENIOR INDUSTRIAL DEVELOPMENT FIELD ADVISERS (SIDFAs)
AND THEIR ASSISTANTS (JPO)

(Conseiller industriel principal hors siège)
(Alto Asesor Industrial Extrasede)

EUROPE AND ARAB STATES

A. Countries covered by SIDFA and JPO

<u>Duty Station</u> Countries	<u>SIDFA</u> JPO
<u>Khartoum</u>	<u>F. M. Iqbal</u>
*SUDAN	P. Versteeg
*DEM.YEMEN	I.Mohamed
*YEMEN AR.REP	A. Henkel

B. Countries covered only by JPO:

TUNISIA	D. Zarrouk-Hicguet(Ms)
TURKEY	H. Rosnitschek

C. Countries covered from Headquarters:

ALGERIA	JORDAN	OMAN
BAHRAIN	KUWAIT	QATAR
CYPRUS	LEBANON	SAUDI ARABIA
*DJIBOUTI	LIBYA	*SOMALIA
EGYPT	MALTA	SYRIA
IRAQ	MOROCCO	UNITED ARAB EMIRATES

B. TASSEW (Ms.) JPO assigned to FLD, UNIDO Headquarters

Note:For countries listed under C contact should be made through the
UNDP Resident Representative.

* Indicates Least Developed Countries.

AFRICA

A. Countries covered by SIDFA and JPO

<u>Duty Station</u>	<u>SIDFA</u>	<u>JPO</u>
<u>Countries</u>		
<u>Addis Ababa</u>		<u>M. K. Vencatachellum</u> (also Personal Rep.of
*ETHIOPIA		A. Heineman Ex. Dir. to ECLA)
<u>Antananarivo</u>	<u>G. Stevens</u>	
MADAGASCAR	V. Andersen(Ms)	
*COMOROS	--	
MAURITIUS	--	
<u>Conakry</u>	<u>M. Konaré</u>	
*GUINEA	--	
*GUINEA BISSAU	--	
*CAPE VERDE	--	
<u>Dakar</u>	<u>T.S. Luong</u>	
SENEGAL	J.M. Marin	
*MALI	--	
MAURITANIA	--	
*GAMBIA	--	
<u>Dar-es-Salaam</u>	<u>S. Henein</u>	
*TANZANIA	E. Skjonsberg	
*MALAWI	T. Schmidt(EOD end Nov.)	
SEYCHELLES	--	
<u>Freetown</u>	<u>M. Alemayehu</u>	
*SIERRA LEONE	--	
GHANA	--	
LIBERIA	S. Berthelsen	
<u>Kinshasa</u>	<u>G. Bauduy</u>	
ZAIRE		
*BURUNDI	--	
*RWANDA	F. Schwarzbeck	
CONGO	--	
<u>Lomé</u>	<u>D. E. Ghozali</u>	
*TOGO	--	
*BENIN	--	
IVORY COAST	--	
*NIGER	--	
*BURKINA FASO	J. van Beek	
<u>Luanda</u>	<u>A. Milovanov</u>	
ANGOLA	E. Bengtsson	
*SAO TOME AND PRINCIPE	--	
<u>Lusaka</u>	<u>G. Bekele</u>	
ZAMBIA	E. Mustala(EOD end 19 Nov.)	
BOTSWANA	--	
ZIMBABWE	K. Stigen	
<u>Maputo</u>	<u>C. Goulart</u>	
MOZAMBIQUE	P. Lantz (Ms.)	
*LESOTHO	--	
SWAZILAND		
<u>Yaounde</u>	<u>A. Benbouali</u>	
CAMEROON	--	
*CENTRAL AFR. REP.	--	
*CHAD	--	
GABON	--	
*EQUATORIAL GUINEA	--	

B. Countries covered only by JPO:
NIGERIA J. Molhoek

C. Countries covered from Headquarters:
*UGANDA
KENYA

THE AMERICAS

A. Countries covered by SIDFA and JPO

<u>Duty Station</u> Countries	<u>SIDFA</u> JPO
<u>Brasilia</u> BRAZIL PARAGUAY	<u>L. Soto-Krebs</u> D. Broszehl --
<u>Bridgetown</u> BARBADOS GUYANA ANTIGUA/GRENADA BRIT. VIRGIN ISLANDS SURINAM/NET.ANTILLES TRINIDAD-TOBAGO ST.KITTS/NEVIS ST.LUCIA/ST.VINCENT DOMINICA/MONTSERRAT	<u>P. Ryan</u> B. van Zwieten -- -- -- -- A. Köneke (Ms.) -- -- --
<u>Kingston</u> JAMAICA BAHAMAS/BERMUDA CAYMAN ISLANDS *HAITI TURKS AND CAICOS DOMINICAN REP.	<u>S. Dello Strologo</u> C. Oimann(Ms) -- -- -- -- --
<u>La Paz</u> BOLIVIA ARGENTINA URUGUAY	<u>R. Peñaherrera</u> C. Caldarone J. Delahaut (EOD 27 Nov.) --
<u>Lima</u> PERU ECUADOR CHILE COLOMBIA	<u>M. Dizy</u> A. Takken H. Vadmand(Ms) -- --
<u>Mexico-City</u> MEXICO CUBA VENEZUELA	<u>J. Ayza (Designated)</u> H. Steen + E.Shubert(Ms.)(EOD end Nov.) U. Asseln J.Eguren-Corso
<u>Tegucigalpa</u> HONDURAS BELIZE COSTA RICA EL SALVADOR GUATEMALA NICARAGUA PANAMA	<u>M. Savarain</u> A. Hofman -- U. Seiler (EOD end Nov.) T. Tanaka -- S. Korpela-Torres (Ms.) --

ASIA AND PACIFIC

A. Countries covered by SIDFA and JPO

<u>Duty Station</u> Countries	<u>SIDFA</u> JPO
<u>Bangkok</u> THAILAND MALAYSIA	<u>M.A. Siddiqui</u> (also: Special Representative of Ex. Dir. to ESCAP) T. Kondo H. Jepsen
<u>Beijing</u> CHINA (PEOPLE'S REP.)	<u>A. Sissingh</u> --
<u>Colombo</u> SRI LANKA *MALDIVES	<u>T. Schroll</u> J. Mattsson --
<u>Dhaka</u> *BANGLADESH	<u>V. Lavides</u> R. Petri
<u>Islamabad</u> PAKISTAN	<u>K. Stephens</u> --
<u>Jakarta</u> INDONESIA	<u>G. Narasimhan</u> C. Nakabayashi
<u>Kathmandu</u> *NEPAL	<u>vacant</u> E. Plas (EOD end Nov.)
<u>New Delhi</u> INDIA *BHUTAN(ad hoc)	<u>M.K. Hussein</u> -- --
<u>Rangoon</u> BURMA *LAO(PDR)(ad hoc)	<u>J.B. Gorski</u> -- --
<u>Seoul</u> KOREA Rep.of	<u>A. Nasir</u> , Proj. Man./Co-ordinator ROK/77/007 Acting SIDFA
<u>Suva</u> FIJI KIRIBATI (REP. of) NAURU (REP. of) SOLOMONS (REP. of) TONGA (KINGDOM of) TUVALU AND VANUATU (REP. of) *SAMOA PAPUA NEW GUINEA COOK ISLANDS NIUE (REP. of) TRUST TERR PACIFIC ISL (Ponape, Kosrae, Truk, Yap)	<u>I. Contreras</u> -- -- -- -- -- -- -- -- -- --

C. Countries covered from Headquarters:

*AFGHANISTAN	MONGOLIA
BRUNEI	PHILIPPINES
KOREA(DPR)	SINGAPORE
HONG KONG	VIETNAM'Soc. Rep. of)

