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UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

**SOLIDARITY
MINISTERIAL MEETING
FOR CO-OPERATION
IN THE
INDUSTRIAL DEVELOPMENT
OF THE
REPUBLIC OF MALI**

Bamako, Mali, 30 September—3 October 1986

REPORT*

*This document has been translated from an unedited original.

Explanatory notes

The following abbreviations have been used in this publication:

| | |
|----------|--|
| BDM | Development Bank of Mali |
| BERIAC | Central African Data-Processing Studies and Projects Bureau |
| BETRAM | Malian Road Transport Equipment Base |
| CCCE | Central Fund for Economic Co-operation |
| CCIM | Chamber of Commerce and Industry of Mali |
| CEPI | Centre for Industrial Studies and Promotion |
| CILSS | Permanent Inter-State Committee for Drought Control in the Sahel |
| CMCE | Malian Foreign Trade Centre |
| CMDT | Malian Textile Company |
| DNI | National Directorate of Industries |
| EDII | Entrepreneurship Development Institute of India |
| EDIM | "Editions du Mali" Publishing Enterprise |
| EDM | Malian Energy Enterprise |
| EMAB | Malian Wood Enterprise |
| FAO | Food and Agriculture Organization of the United Nations |
| GATT | General Agreement on Tariffs and Trade |
| IAIB | International Association of Islamic Banks |
| IDRC | International Development Research Centre |
| IMF | International Monetary Fund |
| MERALCO | Electricity Company of Manila |
| OEHRN | Upper Niger Water Resource Authority |
| PAB | Philippine Amanah Bank |
| SITABAC | Société industrielle des tabacs du Cameroun |
| SOCAM | Malian Food Preserves Company |
| SODI | Industrial Research Company |
| SONATAM | National Tobacco and Match Company of Mali |
| SONELGAZ | National Gas and Electricity Company (Algeria) |

| | |
|---------|--|
| SONEPI | National Industrial Studies and Promotion Corporation (Senegal) |
| SRIFI | Department of Relations with International Financial Institutions |
| TAPROMA | Providence Tannery of Mali |
| TECHNIP | Technip/agro-Technip |
| UDPM | Democratic Union of the Malian People |
| UNCTAD | United Nations Conference on Trade and Development |
| UNIDO | United Nations Industrial Development Organization |
| UPDEA | Union of Producers, Conveyers and Distributors of Electric Power in Africa |
| UNSO | United Nations Sudano-Sahelian Office |
| WADB | West African Development Bank |
| WAEC | West African Economic Community |

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INTRODUCTION

The Solidarity Ministerial Meeting for Co-operation in the Industrial Development of the Republic of Mali, organized by the United Nations Industrial Development Organization (UNIDO) in co-operation with the Government of Mali, was held at Bamako from 30 September to 3 October 1986.

This was the twelfth in the series of Solidarity Meetings to promote the industrial development of the least developed countries organized by UNIDO since 1979 in co-operation with the Governments of the countries concerned. Its main purpose was to explore ways in which the participating countries could co-operate in the development of Mali. Several possibilities for such co-operation were identified. The participants examined in detail the industrial development requirements of Mali that could be met through bilateral or multilateral co-operation within the framework of economic and technical co-operation among developing countries. To this end, they suggested forms that could be taken by co-operation between the host country and the participating countries.

I. ORGANIZATION OF THE MEETING

Participation

The Meeting was attended by representatives of the following countries:

Algeria, Brazil, Cameroon, China, Côte d'Ivoire, Cuba, Democratic People's Republic of Korea, Egypt, India, Iraq, Malaysia, Turkey and Yugoslavia.

The following organizations of the United Nations system were represented:

Food and Agriculture Organization of the United Nations (FAO);

United Nations Development Programme (UNDP);

United Nations Industrial Development Organization (UNIDO);

United Nations Sudano-Sahelian Office (UNSO).

Representatives of the following bodies attended the Meeting as observers:

Central Fund for Economic Co-operation (CCCE);

International Monetary Fund (IMF);

Liptako-Gourma Authority;

Permanent Inter-State Committee for Drought Control in the Sahel (CILSS);

Saudi Development Fund;

Sahel Institute;

West African Development Bank (WADB);

West African Economic Community (WAEC);

World Bank.

Annex I contains the list of participants.

Election of officers

The participants in the meeting elected the following officers:

- Chairman: Mr. Drissa Keita
Minister of Industrial Development and Tourism of Mali
- Vice-chairmen: Mr. Pradeep K. Singh
Administrator for Special Affairs, Ministry of Foreign Affairs, India
- Mr. Ricardo Alonso Bastos
Secretary, Ministry of Foreign Affairs, Brazil
- Rapporteur: Mr. Yasar Yakis
Minister Plenipotentiary, Director for Economic Co-operation among the Islamic Countries, Ministry of Foreign Affairs, Turkey

Adoption of the agenda

The participants adopted the following agenda:

1. Opening statement on behalf of the Government of the Republic of Mali
2. Statement by the head of the UNIDO delegation
3. Election of chairman, vice-chairmen and rapporteur
4. Adoption of the agenda
5. Statements by heads of delegations
6. Bilateral discussions and group discussions on specific projects
7. Adoption of the report of the Meeting
8. Closure of the Meeting

The participants adopted a timetable enabling the delegations of Mali and the other participating countries to engage in bilateral discussions and group discussions with UNIDO officials present.

Adoption of the report

The participants adopted the report of the Meeting at their final plenary meeting on 3 October 1986.

II. SUMMARY OF STATEMENTS MADE AT THE OPENING MEETING

Opening addresses

The opening meeting was presided over by His Excellency Professor Mamadou Dembele, Prime Minister of the Republic of Mali.

His Excellency Mr. Drissa Keita, the Malian Minister of Industrial Development and Tourism, gave an inaugural address in which he emphasized the importance of the industrialization of the third world countries for the establishment of a new

international economic order. He recalled the Lima decisions, which invited the developing countries to carry out a systematic inventory of their development potential in order to formulate long-term industrialization strategies and plans. He reaffirmed that the industrialization of Africa was essential if the continent was to escape from underdevelopment and economic dependence. He mentioned the Lagos Plan of Action which, inter alia, envisaged the following activities as between developing countries:

- (a) The promotion of exchanges of industrial technology;
- (b) The implementation of joint programmes;
- (c) The adoption of necessary measures to promote exchanges of finished and semi-finished products between these countries;
- (d) The harmonization of their positions vis-à-vis the developed countries.

He said that South-South co-operation was a promising field which could benefit from skills available in those countries whose experience had been akin to that of Mali. He concluded by affirming that Mali took the view that the public, mixed and private sectors all had an important role to play, and had embarked on a radical programme of change in the interests of a new economic policy.

Mr. Horst P. F. Wiesebach, Deputy Director-General responsible for the Department for Programme and Project Development, also gave an address, in which he praised the great effort made by the Government of Mali to accelerate its industrial development, despite the enormous difficulties resulting from its situation as a land-locked country, the vicissitudes of the climate and unfavourable trends in the world economy. He said that UNIDO was convinced that the 12 Solidarity Meetings organized since 1979 on behalf of the least developed countries would contribute to encouraging industrial development in those countries.

He recalled that the Eighth Conference of African Ministers of Industry, which had recently concluded its deliberations at Bujumbura, had adopted a series of decisions and resolutions on the need to intensify efforts towards accelerating implementation of the programme of the Industrial Development Decade for Africa (IDDA) during the coming four years, and that the organization of the Solidarity Meetings and of ministerial round tables was regarded as one of the ways of implementing the objectives of the Decade. Such co-operation was not a substitute for North-South co-operation, but full advantage must be taken of the complementarities existing between the developing countries and closer links encouraged between those countries, so as to contribute to a North-South co-operation which would be of greater benefit to all.

He concluded by saying that the participating countries could thus establish bilateral and multilateral co-operation links with Mali, and that UNIDO would continue to promote meetings between partners in the host country and those from the participating countries.

After the opening session and the coffee break, the Meeting resumed its work.

Industrial development policy of the Republic of Mali

Mr. Kadari Bamba, National Director of Industries in the Ministry of Industrial Development and Tourism of Mali, outlined the industrial sector in Mali. He recalled the salient facts of the country's geography and economy. A summary of his statement is as follows:

Mali was a vast country of 1,240,000 km², with a population estimated in 1983 at 7.5 million inhabitants, 80 per cent of them rural.

The Malian economy was characterized by a low gross domestic product and a high proportion of subsistence farming.

Most of the consumer goods available on the market were imported (65.7 per cent). Exports were mainly of unprocessed products (livestock on the hoof, ginned cotton).

Mining was of phosphates, used directly in agriculture. The crafts sector was important and dynamic, and backed up by such institutions as CEPI, CMDT and the International Labour Office.

The manufacturing sector had really taken off after the launching of the First Five-Year Plan (1961-1965). The main objective of this sector was to upgrade primary products in order to meet domestic consumption needs and export requirements. During the First Five-Year Plan little progress had been made by the manufacturing sector, which had basically consisted of State enterprises. The Second Plan (three-year, 1970-1972), while supporting the semi-public sector, had also aimed at encouraging private initiative. The Third Plan (five-year, 1974-1978) coincided with a period of drought which had been very unfavourable to the development of the manufacturing sector. The Fourth Plan (five-year, 1981-1985) had reflected the policies of the Democratic Union of the Malian People (UDPM), which had opted for an independent and planned national economy based on the co-existence of a State sector, a mixed sector and a private sector. Finally, a three-year recovery plan (1980-1982) had been adopted for the public sector. In 1985 the manufacturing sector in Mali had consisted of 139 operational enterprises, of which 55 per cent had been based in the Bamako district. According to the 1985 census, 41 per cent of the manufacturing sector had been accounted for by agro-industrial units, 16 per cent by units in the engineering industry, and 13 per cent by textiles and the leather industry. In 1981 enterprises of a public nature had accounted for 20 per cent of the jobs and 26 per cent of the turnover in the manufacturing sector, and mixed economy enterprises for 11 per cent of jobs and 47 per cent of turnover, while the private sector above had accounted for 51 per cent of jobs and 27 per cent of turnover.

The manufacturing sector faced a number of difficulties due to the restricted domestic market, the unfair competition from fraudulent imports, dependence on external financing, the lack of maintenance organization, under-utilization of plant, neglect of the marketing function, and an unfavourable industrial environment. Difficulties in financing and problems relating to the supply of water, electricity and communications were also features of this sector. In addition, research and development had not always been directed towards industry, and the results were very often not put to use because they were not published widely enough and there was no close liaison with industry.

The prospects for industrialization in Mali were based on the guidelines of the food strategy, which aimed at self-sufficiency in food and nutritional balance. With regard to Mali's industrial prospects, the new economic policy aimed at the revival of the economy through a structural adjustment programme which had been pursued in co-operation with IMF since 1982 and was supported by the World Bank in particular. Measures undertaken had also led to the drawing up of new investment and trade codes adapted to the new situation.

There were real possibilities for industrial development in Mali if the following factors were taken into account:

Industrial assets were greatly under-utilized, and should be rehabilitated;

River transport continued to be under-exploited;

The selection of well-adapted technology could permit an import substitution programme;

Water resource management could ensure the development of rural production related to stock-rearing, fishing and fruit-growing;

The know-how of Mali's craftsmen and the initiative of its businessmen were well known throughout Africa.

Sino-Malian co-operation, which dated back to the 1960s, was an example of South-South co-operation. It was concerned with the supply of equipment, the commissioning of industrial plants, and technical assistance based on the principle of co-management. Examples were TAMALI, SUKALA and the Pharmaceutical Products Plant.

Statements by heads of delegations

The heads of delegations and the representatives of international organizations participating in the Meeting made statements in which they expounded the positions of their countries or organizations concerning the Meeting.

These statements are summarized in the following paragraphs:

The head of the delegation of Algeria said that South-South co-operation was the keystone of his country's foreign policy. In the specific case of Mali, Algeria had been involved in the fields of finance, public health, telecommunications, training and the awarding of fellowships. Algeria had developed a considerable industrial base and it was interested in assisting Mali in the fields of training, the preparation of feasibility studies, advice on negotiations with foreign partners, examining the training problems at EDM, and providing assistance to DNI.

The head of the delegation of Brazil said that, despite his country's budgetary constraints, it was carrying on a very active technical co-operation programme with the African countries, a programme which was not a matter of donations whose end result was economic dependence, but rather programmes for the transfer of technology and training which met the conditions of the partner country. He emphasized that the whole potential of South-South co-operation would be more easily realized if the international financing agencies and the developed countries gave greater financial assistance to the efforts made in that field.

The head of the delegation of Cameroon explained that Cameroon was a country noted for its political stability and characterized by its self-sufficiency in foodstuffs, its industrialization, and the very sound growth of its economy in general, an economy in which small- and medium-scale industry played an important part. His country would share its industrial know-how and knowledge of industrial development problems with Mali. In the context of the projects submitted, Cameroon wished to co-operate with Mali in a genuine partnership, taking into account as much as possible the socio-cultural, economic and political setting of the country and its available skills.

The head of the delegation of China said that the strengthening of economic and technical co-operation and the sharing of economic benefits among the developing countries constituted an important means of promoting the economic development of all countries. Economic and technical co-operation relations between China and Mali dated back to 1960; China had assumed responsibility for 60 projects of all kinds, including 13 industrial projects, and was making a donation of 200,000 yuan renminbi for the supply and installation of a 120 kW

diesel electric generating unit for the Malian National Transmitting Centre. China's co-operation with other countries was based on four principles set forth by the Chinese Prime Minister, namely "equality and mutual benefit, efficiency, diversity of forms and joint development". In order to consolidate the results of co-operation and to improve the economic profitability of the projects carried out, China and Mali had developed a system of co-management in certain projects, and new projects were being negotiated on the basis of that system.

The head of the delegation of Côte d'Ivoire expressed his Government's interest in the projects submitted to the Meeting, and said that he was prepared to transmit those projects to private industrialists as well as to potential investors based in Côte d'Ivoire. Côte d'Ivoire was particularly interested in co-operation with Mali in the fields of standardization and quality control, and transfer and development of technology.

The head of the delegation of Cuba said that his country supported UNIDO's efforts to mobilize the resources needed for the industrialization of the least developed countries. His country had assessed its possibilities, bearing in mind its existing commitments and constraints, and was prepared to co-operate with Mali in the sugar, chemical and food industries.

The head of the delegation of Egypt said that the developing countries were trying to equip themselves with industries in order to improve their economic and social situation. His country had always supported technical and economic co-operation between the countries of the third world, and regarded such co-operation as essential for their industrial development. His country was prepared to send its experts in the various technical and industrial fields to be specified by the host country, or to offer vocational training in Egyptian factories.

The head of the Indian delegation spoke of the effort his country had made since its independence in 1947 to achieve economic development and self-sufficiency. India had made great progress in the petroleum-refining, petrochemical and pharmaceutical industries, in the generation, transmission and distribution of electricity, and in the sugar, textile, cement, paper, steel, nuclear energy and space technology industries. India's experience in the field of agricultural industries could be useful for Mali, and his Government was prepared to share this experience with Mali. In view of the needs of the Indian economy, his country was not in a position to offer as much in the way of financial resources as it would wish; on the other hand, it would be pleased to make available its resources in skilled labour and its technicians to friendly developing countries.

The head of the Malaysian delegation said that his country had launched a technical co-operation programme with a modest budget in order to promote co-operation between the developing countries, and that in 1983 it had initiated a programme of special assistance to Mali in the fields of agriculture, stock-rearing and the development of human resources. His country could co-operate with Mali to enable Mali to benefit from facilities existing in Malaysia in the field of training in connection with small- and medium-scale industries.

The head of the delegation of Senegal gave a brief outline of his Government's new economic policy for the period 1985-1992. The industrial aspect of that economic policy was concentrated on the following objectives:

- To improve the competitiveness of enterprises;
- To increase exports of industrial products;
- To modify the structure of industrial production.

He added that the National Industrial Studies and Promotion Corporation (SONEPI) had, inter alia, the following objectives:

The establishment of an "ideas bank" for small- and medium-scale enterprise projects;

The placing of higher education graduates in the private sector;

The rehabilitation of enterprises in difficulty;

The exchange of information and assistance in establishing joint enterprises.

By way of conclusion, he said that his country was willing to share its experience in those fields with Mali.

The head of the Turkish delegation said that his country had made great progress in the field of industrialization and that, although still a developing country, it was on the verge of becoming one of the industrialized countries of Western Europe. He stressed the importance his country attached to the South-South dialogue and said that, in that connection, his Government had decided to establish a technical assistance programme for a number of African countries. The sum of approximately \$US 1 million had been earmarked for Mali as a donation. That, however, was only the first step, and his country was seeking the best model to enable the recipient country to derive the maximum benefit from co-operation with Turkey.

The head of the delegation of Yugoslavia said that the main aim of the UNIDO meetings organized within the framework of South-South co-operation was the exchange of technical knowledge, technical training facilities and industrial research capacities, and that such co-operation could be either bilateral or multilateral. Yugoslavia had been one of the first countries to enter into co-operation with Mali within the framework of the South-South dialogue, and would continue to co-operate with Mali in the future.

The representative of the Liptako-Gourma Authority said that his organization's objective was the integrated industrial development of the three member countries of the organization, namely Burkina Faso, Mali and Niger. He wished to take the opportunity of the Meeting to mention the four industrial projects which concerned the three member countries, namely:

A regional fertilizer factory;

A cement works;

An industrial unit for producing feedstuffs for livestock and canned foods;

A leather industry.

The representative of the World Bank listed the Malian enterprises which were benefiting from the Bank's lines of credit, and said that the Bank was assisting Mali in the energy sector, and that a further project, for the reform of the semi-public sector, was being negotiated.

The representative of the West African Development Bank (WADB) said that the West African Development Bank, of which Mali had only become a member on 1 June 1984, concerned itself with projects for rural development, basic infrastructures, energy, communications and industrial development. The modest scale of financing in the last-mentioned sector reflected its relative position in

the economies of the member States; the Bank was, however, prepared to make its contribution in promoting that sector. Within the programme submitted to the current Meeting, WADB was interested in the following projects:

Renovation of the secondary generating centres of the Malian Energy Enterprise;

Modernization of the machinery and equipment of the National Tobacco and Match Company of Mali;

Establishment of the Bankoumana sugar complex.

In addition, as part of a subregional economic integration programme, the Bank was actively preparing projects in the textiles and leather sectors and in agricultural mechanization. BOAD was encouraging co-operation between the developing countries and wished such co-operation every success.

The representative of the Saudi Development Fund said that the Fund represented one of a number of means by which financing could be provided for projects by the Saudi Government. The Fund had allocated \$US 63 million to Mali as a loan on favourable terms, and the Fund would like to do more to contribute to the welfare of the Malian people.

III. BILATERAL DISCUSSIONS AND GROUP DISCUSSIONS ON PROJECT PROPOSALS

Discussions between Mali and Algeria

The Algerian delegation gave a general outline of its country's arrangements for co-operation with Mali, in the context of the projects submitted, there being a long tradition of co-operation between the two countries.

The Algerian delegation also stated that, despite the international crisis which affected the whole world, his country was ready to make available its industrial experience to Malian institutions and entrepreneurs. The proposed co-operation might primarily relate to such aspects as technical training and the provision of specific expertise.

The delegation had considered the following projects in particular:

Project No. 8: Training/retraining programme for workers responsible for the operation and maintenance of the diesel equipment of the Malian Energy Enterprise (EDM)

The Algerian delegation expressed interest in co-operating with Mali in the implementation of the project, in accordance with the terms specified in the data sheet submitted by Mali, i.e. Algeria would take responsibility for the local costs of the training of diesel equipment technicians of the Malian Energy Enterprise (EDM) at the Algerian Institute of Gas and Electricity, SONEGAS. UNIDO's assistance in covering the costs of the travel of the technicians between the two States would be requested by Mali in accordance with the formula established for project No. 1.

It was envisaged that co-operation on the project would take place in two stages, the first stage being the sending of a Malian mission consisting of EDM officials to meet their counterparts in SONEGAS and to discuss a programme of co-operation, while the second would be the actual sending of Malian technicians to Algeria for training, which could last between two and six months. To ensure that

the training programme would benefit Mali, the selection of candidate technicians for the training course should be made with care (technicians specializing in the diesel equipment of EDM).

Project No. 11: Assistance to the National Directorate of Industries (DNI) for the formulation and implementation of a standardization policy

The co-operation between Algeria and Mali suggested within the framework of the projects submitted would be initiated through inter-institutional contacts, in particular contacts between the experts of DNI and those of the Institute of Standardization in Algeria, for example. It could be planned in two preliminary stages. Stage 1 would consist of contacts made by sending a mission of Algerian experts to Bamako to study, with the Malian partners, the kind of standardization system to be established in Mali and for the preparation of a subsequent study. The second stage would consist of a training course for Malian technicians in Algeria. UNIDO's assistance would be required for financing the international travel of the experts and trainees. Simultaneous use would be made, for the practical implementation of the project, of UNIDO and of the bilateral relations existing between Mali and Algeria.

The Malian Government should thus apply to UNIDO requesting the Organization's contribution to the implementation of the proposed project (as indicated in stages 1 and 2); a request from the Government for the payment of the subsistence of the Malian trainees in Algeria would be transmitted at the same time to the Algerian authorities: that would facilitate decision-making by both Algeria and UNIDO with regard to their respective participation in the implementation of the projects under consideration.

Discussions between Mali and Brazil

Project No. 1: Renovation of the secondary generating centres of the Malian Energy Enterprise (EDM)

The representative of Brazil said that his country had acquired considerable experience in the energy field and was prepared to make that experience available to EDM. Brazil would be willing to engage in an exchange of missions.

For that purpose, the Malian Government should inform the Brazilian Government, through the Ambassador of Brazil at Dakar, of its interest in benefiting from this experience.

Project No. 3: Assistance in the reactivation of the Providence Tannery of Mali (TAPROMA)

The representative of Brazil stated his country's intention of providing technical assistance for the technical and management aspects of this project. He said that COTRA, a private company, had expressed interest in the project. The Brazilian Government would take responsibility for the cost of travel of the experts to Mali and would pay their salaries in Brazil. He hoped that the Malian side would cover the local expenses of the experts (accommodation, transport, etc.).

He said that it was difficult for the private sector at that time to put forward a proposal on the commercial aspect, which could only be contemplated on the basis of more precise data (knowledge of markets, technical aspects of the plant, etc.).

It was agreed that the Malian side would send the Brazilian side all available information (specifications of machinery), and also the feasibility study carried out by SODI in 1984.

In the course of the discussions on the project, the West African Development Bank (WADB) expressed particular interest in the leather sector in the context of subregional integration. The Bank did not help to finance operating capital but it could participate in the purchase of new machinery and in identifying outlets relevant to the project. The study carried out by SODI should also be sent to it.

Project No. 11: Assistance to the National Directorate of Industries (DNI) for the formulation and implementation of a standardization policy

The Brazilian representative said that his country had the requisite expertise to assist the Government of Mali in the field of standardization. It would not, however, be possible for the Brazilian Government to send an expert to Mali for a period of 24 months. Instead he suggested that a high-level Brazilian expert should be sent to Mali for a brief mission to identify problems and propose a programme for long-term co-operation between Malian and Brazilian partners.

The Brazilian Government would provide the salary of the expert concerned and his international travel costs, while the Malian side would be responsible for the local costs involved (accommodation, transport, etc.).

The Malian Government should specify, via the Embassy of Brazil at Dakar, the date which it would find most suitable for the expert concerned to be sent.

Project No. 16: Establishment of the Bankoumana sugar complex

The Brazilian representative said that his country could offer up-to-date technological expertise for the sugar/alcohol/fuel line. That expertise could be provided for the establishment either of a sugar complex or of sugar mini-plants, depending on the results of the current UNIDO mission concerning the updating of the study on the Bankoumana sugar complex. Brazil was prepared to supply technical expertise and equipment if the financing for the project was provided by other partners.

The Malian side should furnish the Brazilian partner, as soon as possible, with a summary of the feasibility study carried out in 1978 by TECHNIP, together with the updated version of the study currently being carried out by UNIDO and the recommendations which would emerge therefrom.

During the discussions on the project, the World Bank, the Saudi Development Fund and the West African Development Bank expressed their interest in the project for the Bankoumana sugar complex and asked to receive the feasibility studies relating to the project.

Discussions between Mali and Cameroon

Project No. 2: Computerization of the customer management system of the Malian Energy Enterprise (EDM)

As far as the immediate future was concerned, the delegation of Cameroon proposed, in response to the problem faced by EDM, that two experts from EDM should visit Cameroon for three to four days for purposes of study and contacts.

It also offered to send a mission from Cameroon in order to draw up the specifications and an outline plan for the operation of EDM.

Experts from Cameroon could be sent to EDM with the various terms of reference which might be defined. Mali would be responsible for local costs (accommodation, local transport). Cameroon would cover the experts' fees and UNIDO, or other international financing bodies, their international travel costs.

The study trip requested by EDM would enable the Enterprise to benefit from Cameroon's experience in the sector, and the Cameroonian side would be responsible for the local costs of the trip (accommodation, food, local transport).

Cameroon would assist EDM in the study on and establishment of the data processing system and in training managerial staff and users in the handling of the system. It would provide an advisory service in connection with the selection of data processing equipment and its maintenance.

Project No. 6: Modernization of the machinery and equipment of the National Tobacco and Match Company of Mali (SONATAM)

The representative of Cameroon proposed to the Malian promoters of the project that there should be a visit to a similar factory in Cameroon, SITABAC, by a SONATAM delegation consisting of two persons. It also proposed that Cameroon should provide assistance in the selection of the equipment which SONATAM was proposing to acquire, and in training its technicians.

SONATAM would pay the travel costs of its representatives. The costs of their stay for a period of two to three days would be the responsibility of Cameroon. SONATAM would pay the local costs of the Cameroonian experts (accommodation, transport, subsistence) for the second stage of assistance. Payment of international travel costs of the Cameroonian experts would be requested by the Malian Government from UNIDO.

SITABAC was equipped with German plant, and SONATAM was preparing to equip itself similarly. The representative of Cameroon stressed that Cameroonian entrepreneurs would be interested in equity participation in SONATAM if the enterprise was open to foreign private investors.

Project No. 9: Training of trainers/extension workers for the promotion of the spirit of enterprise: Centre for Industrial Studies and Promotion (CEPI)

Cameroon could pay the costs of study for those staff of CEPI who would be proposed for such training in Cameroon, provided their travel and subsistence costs were covered by CEPI.

Cameroon was waiting for CEPI's official request for co-operation in carrying out the project.

Project No. 11: Assistance to the National Directorate of Industries (DNI) for the formulation and implementation of a standardization policy

The representative of Cameroon said that his country was prepared to assist DNI in introducing and planning a standardization policy. He proposed that a mission of two Cameroonian experts should be sent to study the question and to prepare the terms of reference for the project. The travel of two Malian staff to Cameroon to study that country's system of standardization and quality control would also be considered.

In both cases, the financing of international travel costs would be requested from UNIDO or other international financing bodies. The local costs (accommodation, local transport) would be the responsibility of the Malian or Cameroonian side.

Cameroon could also provide useful advice on the selection of the control laboratories which would be established.

Project No. 12: Support for the Department of Industrial Promotion and Studies of the Chamber of Commerce and Industry of Mali (CCIM)

Cameroon could send an expert to Mali to provide the assistance requested by the Chamber of Commerce and Industry. Cameroon suggested that the Chamber of Commerce should be responsible for the local costs (per diem, accommodation and transport) of the expert concerned, while his salary would be the responsibility of Cameroon, and the costs of his travel would be negotiated with UNIDO.

The representative of the Chamber of Commerce promised to study those proposals.

Project No. 13: Assistance to the Project Evaluation and Follow-Up Unit of the Development Bank of Mali (BDM)

Cameroon was interested in the project but could not give a reply immediately. The reply would be sent to the Malian side by the end of 1986, after the Cameroonian side had received the terms of reference for the project.

If co-operation was considered feasible, Cameroon would propose experts whose profile was in line with the terms of reference established by BDM. BDM would bear the cost of accommodation and local transport of the experts; UNIDO would be asked to pay for their international travel tickets; and Cameroon or other finance agencies would be approached regarding their fees.

Project No. 14: Support for the establishment of a private industrial maintenance company

The representative of Cameroon indicated that his country had more than five years' experience in the area covered by the project. The experience related more specifically to the following maintenance sectors: mechanical, electro-mechanical, electrical, welding, thermal (petrol and diesel engines) and domestic and industrial refrigeration.

The representative of Cameroon proposed the following assistance: the sending of three Cameroonian experts to assist CEPI in the preparation of a comprehensive feasibility study. If the study proved positive, Cameroon would assist in the search for private Cameroonian partners for equity participation. Cameroon envisaged seconding Cameroonian experts for establishing the project and organizing a programme of study tours in both directions by the private sponsors participating in the project. Cameroon would assume the cost of the feasibility study with regard to the fees of the Cameroonian experts. The local expenses of the experts would be borne by the Malian sponsors (accommodation, local transport).

Project No. 15: Establishment of a meat-packing and meat-export enterprise in Mali (AGROPAM S.A.)

Cameroon had a mastery of the production processes for fresh meat, currently exported to some neighbouring countries (Gabon, Chad). In response to a question by AGROPAM, the Cameroonian representative stated that his country had at least 10 years of experience in the growing and processing of soybeans, an area which AGROPAM also proposed to develop.

According to the Cameroonian representative, private Cameroonian operators might be interested in participating in investment finance for the project, and it could also benefit from Cameroon's experience in the selection of technologies.

The Cameroonian representative expressed the intention of interesting private enterprises in his country in the AGROPAM project, and the representative of the Malian Foreign Trade Centre (CMCE) promised to provide him with a copy of the feasibility study concerning the project.

Other projects suggested by Cameroon

(a) Establishment of an industrial information data bank

In addition to the projects submitted to the Meeting, the Cameroonian representative expressed a desire for his country to participate in the establishment of an industrial data bank with the National Directorate of Industries and consultancy offices in Mali. Cameroon could send an expert to Mali to study the matter on the spot in the context of technical co-operation between the two countries. Cameroon was prepared to seek finance from IDRC for such a project in co-operation with Mali.

The representative of DNI thought that the project might be of interest to his country. A request would therefore be sent to Cameroon.

(b) Model management software

In view of the management problems being encountered by many small and medium-sized enterprises in Mali, the objective of the project in question would be to consider the design of easy-to-use software to permit the use of computer techniques to improve management in small and medium-sized enterprises.

Discussions between Mali and China

Projects suggested by China

(a) Shortwave broadcasting centre

China donated the sum of 200,000 yuan renminbi to Mali for the purchase of a 120-kVA generator for installation at the shortwave broadcasting centre. The representative of China indicated that a protocol of agreement was being prepared. The Ministry of Information and Telecommunications would very soon be approached by the Chinese side in that connection.

(b) Malian People's Pharmaceutical Products

A joint management protocol of agreement was being drawn up relating to the project. It would be submitted to the Ministry for the Supervision of State Companies and Enterprises. The Embassy of China would very soon approach the Ministry for the Supervision of State Companies and Enterprises in that connection.

(c) Tea production unit at Farako

This project falls into the sphere of the Ministry of Agriculture. A joint management protocol of agreement was being prepared in connection with the project. The Ministry of Agriculture would be approached through the Embassy of China. The Chinese side would like to see the procedure for the signature of the protocol of agreement speeded up.

Discussions between Mali and Côte d'Ivoire

The Ivorian delegation said that its country would be very happy to make its industrial experience available to Mali. Co-operation between the two countries already existed through their membership in the same subregional groups and the

West African Economic Community (WAEC). The Ivorian delegation indicated a strong interest in all the projects submitted by Mali and more specifically referred to its country's experience with respect to the fields of activity covered by the following projects:

Project No. 4: Technical assistance and joint venture for the reactivation of the Malian Wood Enterprise (EMAB)

Côte d'Ivoire had experience in industrial-scale woodworking owing to the country's potential for the production of raw materials for that type of industry. The Ivorian delegation announced the steps the country was taking to co-operate with Malian partners in the area of woodworking.

Project No. 10: Technical assistance for the redeployment of activities of the Malian Road Transport Equipment Base (BETRAM)

The Ivorian delegation mentioned the excessive amount of supplementary investments (CFAF 1.7 billion) envisaged under the project. That was a factor that in its opinion might not thus far have made it easy for potential partners to take a decision on associating themselves with the project as described by BETRAM in the project data sheet.

Project No. 11: Assistance to the National Directorate of Industries (DNI) for the formulation and implementation of a standardization policy

The Ivorian delegation stressed that its country had already laid the groundwork with regard to standardization. Experience showed that the problem was a complicated one. Its country would none the less be happy to receive a Malian delegation and provide it with full information on the experience of Côte d'Ivoire in the field concerned. The Ivorian delegation also pointed out that problems relating to the field of standardization had already been raised and debated at the African level, and quoted the example of a seminar on standardization organized at Conakry in 1986.

Project No. 14: Assistance in the reactivation of the Providence Tannery of Mali (TAPROMA)

The Ivorian delegation expressed interest above all, with regard to this project, in problems arising in connection with the purchase of "cosmetically-treated" equipment (installation of repainted used equipment instead of new equipment). It was interested in the type of contract concluded by the sponsor of TAPROMA and the court action currently under way to solve the problem.

Project No. 15: Establishment of a meat-packing and meat-export enterprise (AGROPAM/Malian Foreign Trade Centre)

The Ivorian delegation was interested in the problem of markets arising in respect to the type of activity concerned. It also suggested a better restructuring of the project which might attract potential partners who would want to be associated with the project.

Discussions between Mali and Cuba

The Cuban delegation announced steps taken by Cuba to co-operate with Mali in various areas - specifically, technical assistance, worker training and transfer of technology - in order thus to participate in Mali's industrial development efforts. The Cuban delegation considered in detail projects Nos. 2, 4, 5, 10, 12, 15 and 16. However, it stated that in view of Cuba's limited financial resources, it would not be able to participate in financing the projects.

Project No. 2: Computerization of the customer management system of the Malian Energy Enterprise (EDM)

Cuba could promote the transfer of technology and participate in the preparation of studies for the project. The type of co-operation envisaged would comprise sending of Cuban experts to Mali to set up a programme of activities. The Data-Processing Institute of Cuba might be the Cuban partner of EDM in the context of agreements which would be concluded. The Institute would have to be contacted through the embassies in order to fix the date for a Cuban mission to Mali to study the problem and to determine the possibilities for co-operation between the two institutions.

Project No. 4: Technical assistance for the reactivation of the Malian Wood Enterprise (EMAS)

The Cuban delegation asked EMAS to provide an exhaustive list of the equipment it currently needed for submission to Cuban partners who might be interested in the project. Installation of the equipment selected would be combined with technical assistance from the Cuban partners.

Project No. 5: Assistance in the reactivation of the Malian Food Preserves Company (SOCAM)

The Cuban delegation stated that Cuba had extensive experience in the agro-industrial field and envisaged the possibility of providing technical assistance to the Malian partners in that area.

Project No. 10: Technical assistance for the redeployment of activities of the Malian Road Transport Equipment Base (BETRAM)

The Cuban delegation also considered project No. 10 and indicated that Cuba could promote the technical training of BETRAM workers. The contacts required for the purpose would be made through the Embassy of Cuba in Mali.

Project No. 12: Restructuring of the assistance services of the Chamber of Commerce and Industry of Mali (CCIM)

The Cuban delegation envisaged promoting the following activities:

Sending of a Cuban expert to Bamako to evaluate needs and prepare a work programme with CCIM;

Study tour by Cuban experts to Mali in the context of technical assistance between the two countries;

Possible stay by Malian cadres in Cuba to enable them to gain the benefit of Cuban experience in the area of the activities of the Cuban Chambers of Commerce and Industry.

The Cuban delegation and the representatives of CCIM proposed, with regard to financing, to request a contribution from UNIDO for execution of the above-mentioned three phases. For that purpose, CCIM should approach UNIDO as soon as possible and inform the Cuban partner accordingly, through the Embassy of Cuba in Mali.

In addition, the Cuban delegation announced the measures its country had taken to extend assistance of a technical nature to CCIM with regard to industrial promotion and the training of Malian supervisory staff.

In view of Cuba's financial difficulties, the delegation considered that external financing through UNIDC would be required to ensure the viability of the project. The following arrangement for project implementation was suggested:

Cuba would undertake to pay the salaries of Cuban experts carrying out missions in Mali:

International transport costs would be negotiated with UNIDO;

CCIM would bear expenses on the spot in Mali.

Project No. 15: Establishment of a meat-packing and meat-export enterprise in Mali (AGROPAM S.A.)

The project accounts for only part of the AGROPAM project, and the parties to the negotiation considered it appropriate to look at the overall AGROPAM programme, comprising the following components:

- An industrial component;
- An industrial cattle-fattening component;
- An agricultural component;
- An agricultural production component.

The Cuban delegation stated that the Cuban Government was prepared to make full technical assistance available to AGROPAM in all the enterprise's areas of activity, namely, cattle-breeding, genetics, veterinary medicine, soybean growing, construction of livestock feed silos, construction of a poultry-breeding centre (for chickens), artificial insemination of heifers, etc.

It would, however, be advisable for a Malian delegation to go to Cuba to immerse itself in Cuban experience regarding the subject. Subsequently, the possibility could be envisaged of signing, on the spot, a protocol of agreement on co-operation between Cuban and Malian partners. The two Governments (Malian and Cuban) would formulate a request for assistance to UNIDO with a view to financing study tours which would be undertaken in the context of the co-operation programme between AGROPAM and Cuban partners.

Project No. 16: Establishment of the Bankoumana sugar complex

This project particularly attracted the interest of the Cuban delegation, which confirmed Cuba's mastery of technology and its experience in the area. It stated that Cuba would undertake to participate in installation of the plant and to establish a kind of triangular co-operation with UNIDO participation for piloting the project, particularly with regard to the search for partners to participate in project implementation. UNIDO confirmed the possibility of assisting Mali and Cuba in their co-operation. However, the unfavourable international economic situation would not permit Cuba to participate financially in the project. Cuban assistance would be devoted primarily to finalization of the project and technical assistance through provision of various types of expertise in the sugar area.

Discussions between Mali and Egypt

Project No. 1: Renovation of the secondary generating centres of the Malian Energy Enterprise (EDM)

The representative of Egypt indicated that his country was prepared to assume responsibility for the feasibility study in respect of the project. Egypt would

help EDM in seeking finance on the international market in the context of its co-operation with Mali. The Egyptian and Malian delegations agreed on the following specific measures for starting implementation of the project:

Preparation by EDM of draft terms of reference, to be submitted to the Egyptian side for study;

Provision by EDM of the names of financial backers already interested in the project to facilitate the search for finance.

EDM also envisaged acquiring generators operating at 750 or 1,000 rpm. The representative of the West African Development Bank indicated that the Bank was prepared to participate in financing the project.

Project No. 6: Modernization of the machinery and equipment of the National Tobacco and Match Company of Mali (SONATAM)

Egypt agreed to assume responsibility for the feasibility study in respect of the project. It would join with Mali to seek finance for the project on the international market. The following specific measures for starting project implementation were agreed on:

Preparation by SONATAM of draft terms of reference, to be submitted to the Egyptian side for study;

Communication by SONATAM of a list of financial backers already contacted to facilitate the search for finance for the project.

Discussions between Mali and India

Project No. 2: Computerization of the customer management system of the Malian Energy Enterprise (EDM)

According to the Indian delegation, India could make the services of one or two experts (assigned to prepare computerization guidelines) available to Mali. The local costs of the Indian experts would have to be borne by the Malian Government.

With regard to computerization of the customer management system, the Indian delegation suggested that the Government of Mali should officially contact the Government of India through the Embassy of India at Dakar to facilitate the provision by India of the technical assistance desired in Mali.

Project No. 3: Assistance in the reactivation of the Providence Tannery of Mali (TAPROMA)

The Indian delegation indicated that India proposed to send a team of two experts who would be assigned to undertake a study on the specific problems of TAPROMA. The local costs of the Indian experts would be borne by the Government of Mali.

In addition, the Indian Government would contact private entrepreneurs to explore possibilities for their participation in project implementation.

Project No. 9: Training of trainers/extension workers for the promotion of the spirit of enterprise: Centre for Industrial Studies and Promotion (CEPI)

The Indian delegation said that the Indian Government was actively interested in the project and announced the steps India was taking to ensure training at its expense of three Malians in the context of the project.

It also announced the measures being taken by the Indian Government to second an Indian expert specializing in the field for launching the pilot project envisaged under the project in Mali. The local expenses of the expert would have to be borne by the Government of Mali.

With regard to training of trainers in the English language - a prerequisite for training in India - the Indian delegation suggested that the Government of Mali should seek, through UNIDO, assistance from USAID, which had a centre for training in English at Bamako.

Project No. 13: Assistance to the Project Evaluation and Follow-Up Unit of the Development Bank of Mali (BDM)

The Indian delegation indicated that India would be prepared provide the services of a team of two experts in order to strengthen the Project Evaluation and Follow-Up Unit of BDM. The experts would be assigned to advise the Bank on technical matters, including follow-up of projects it was financing. The local expenses of the Indian experts would have to be borne by the Government of Mali.

Discussions between Mali and Malaysia

Project No. 8: Training/retraining programme for workers responsible for the operation and maintenance of the diesel equipment of the Malian Energy Enterprise (EDM)

The Malaysian delegation referred to the possibility of training courses in public enterprise management under the Malaysian technical co-operation programme.

Details concerning the courses given would be communicated by the Embassy of Malaysia in Mali to the Ministry of Foreign Affairs and International Co-operation of Mali and also to the Malian Energy Enterprise.

It would be advisable for EDM to prepare a request which would be submitted to the Embassy of Malaysia in Mali. Candidates for the training course should have an adequate knowledge of English.

Project No. 9: Training of trainers/extension workers for the promotion of the spirit of enterprise: Centre for Industrial Studies and Promotion (CEPI)

The delegation of Malaysia referred to the possibility of training courses at the National Productivity Centre of Malaysia, under the Malaysian technical co-operation programme. The Embassy of Malaysia in Mali was prepared to transmit to its Government, with its support, a request by CEPI relating to the project.

The Embassy would like CEPI to formulate a request for the next training course (1987) and would like future candidates to have an adequate knowledge of English. The representative of Malaysia stated, however, that the Embassy of Malaysia was not in a position to provide English courses for candidates selected for the training course in Malaysia.

Possibilities of co-operation with Mali offered by the Government of the Philippines

The Government of the Philippines, although it was not represented at the Mali Solidarity Meeting, wrote transmitting its comments on the projects submitted by the Government of Mali for discussion at the Meeting. The type of co-operation

proposed by the Philippines covered the industrial fields in which the Philippines possessed expertise. The Government of the Philippines was ready to receive Malian technicians and experts to follow training programmes in the Philippines, to facilitate contacts between Malian and Philippine entrepreneurs and, lastly, to promote interinstitutional co-operation between Malian and Philippine institutions. The identification of commercial partners would also take place through Philippine associations such as the Chamber of the Furniture Industry of the Philippines, the Electricity Company of Manila (MERALCO), the Philippine Chamber for the Food Industry and the Philippine Amanah Bank (PAB). The Government of the Philippines could also offer Mali technical assistance in the selection of technical and industrial equipment, the preparation of industrial studies, etc.

Discussions between Mali and Senegal

Project No. 9: Training of trainers/extension workers for the promotion of the spirit of enterprise: Centre for Industrial Studies and Promotion (CEPI)

The Senegalese delegation said that Senegal was interested in this project. It suggested the signature of a draft protocol of agreement for co-operation between CEPI in Mali and the National Industrial Studies and Promotion Corporation (SONEPI) in Senegal. This protocol of agreement would cover the following fields:

Identification, evaluation, financing and monitoring of projects;

Sending of Senegalese specialists to Mali in the framework of exchanges of experience between the two institutions just mentioned.

Project No. 12: Support for the Department of Industrial Promotion and Studies of the Chamber of Commerce and Industry of Mali (CCIM)

The Malian delegation expressed great interest in Senegal's experience in the area of promotion and training and assistance for small and medium-sized enterprises as a result of a visit made by a staff member of CCIM to SONEPI at Dakar.

Also, within the context of Mali's new economic policy, a more important role had been assigned to the chambers of commerce, with a view, in particular, to orienting entrepreneurs more effectively towards the industrial sector by helping them to identify profitable sectors and giving them advice on the conduct of studies and choice of appropriate consultancy organizations. In the light of Senegalese experience, the following conclusions were reached:

Senegalese experts should be sent to CCIM to help identify the training requirements of CCIM in the fields mentioned above;

A training programme should be organized for the staff members identified. For the financing of these activities, CCIM would approach UNIDO or some other financing organization in order to mobilize the resources needed for the programme referred to above.

Project No. 13: Assistance to the Project Evaluation and Follow-Up Unit of the Development Bank of Mali (BDM)

The Senegalese delegation informed the representatives of BDM of the experience of SONEPI in project monitoring and implementation. Mention was made of the co-operation existing in this field between SONEPI and the main development banks of Senegal, specifically the Senegalese Financial Corporation for the

Development of Industry and Tourism and the National Development Bank of Senegal. The protocol to be signed between SONEPI and CEPI could include a component concerned with the evaluation and monitoring of projects, from which the Project Evaluation and Follow-Up Unit of BDM could benefit.

Discussions between Mali and Turkey

Project No. 1: Renovation of the secondary generating centres of the Malian Energy Enterprise (EDM)

Project No. 8: Training/retraining programme for workers responsible for the operation and maintenance of the diesel equipment of the Malian Energy Enterprise (EDM)

The delegation of Turkey said that the Turkish Government would be ready to consider these two projects simultaneously and that it would transmit to its authorities the information obtained on the two projects in order to look into the possibilities of sending a Turkish expert to Mali. The experience acquired in Turkey in this field could be useful to Mali. If this project was agreed on between Turkey and Mali, Turkey could also receive an EDM mission which could ascertain on the spot the training possibilities existing in Turkey with regard to the maintenance of generators.

Project No. 12: Support for the Department of Industrial Promotion and Studies of the Chamber of Commerce and Industry of Mali (CCIM)

The delegation of Turkey said that a programme was under consideration by the Union of Chambers of Turkey for offering the staff of chambers of commerce of friendly countries training possibilities in various fields.

The Malian counterparts were informed that the Malian request would be transmitted to the Union of Chambers of Turkey so that the latter could consider the possibility of including Mali in its training programme.

Project No. 3: Assistance in the reactivation of the Providence Tannery of Mali (TAPROMA)

The delegation of Turkey said that there was a large tannery industry in Turkey. There might therefore be markets for the semi-finished products of TAPROMA. Turkey could send a Turkish expert to Mali to study the problems faced by TAPROMA. Turkey might be interested in the co-management experiment as far as that project was concerned.

The Turkish delegation asked for all the information available to be communicated to it so that it could study all aspects of the question in consultation with its Government.

Project No. 4: Technical assistance for the reactivation of the Malian Wood Enterprise (EMAB)

The representative of Turkey asked some questions about the functioning of this undertaking, from the cutting of tree trunks to the finished product. EMAB said that its unit was composed of several sections including a sawmill, carpentry, decoration, the manufacture of furniture, etc. The representative of Turkey then indicated that the technology used in Turkey could be applied without any problem to the kinds of wood processed by EMAB.

The representative of Turkey would transmit all the necessary information to the competent Turkish authorities with a view to a study of possible common interest between EMAB and any Turkish party interested in the project.

Project No. 11: Assistance to the National Directorate of Industries (DNI) for the formulation and implementation of a standardization policy

The Turkish delegation said that Turkey had had long experience in the field of standardization. The management of the Turkish Standardization Institute was ready to enable Mali to benefit from its experience. A Turkish expert could be sent to Mali to study the possibilities of co-operation in that area. The Turkish delegation also indicated that the Turkish Standardization Institute could receive Malian trainees and perhaps organize training courses for the countries of the region in the standardization field.

Project No. 13: Assistance to the Project Evaluation and Follow-Up Unit of the Development Bank of Mali (BDM)

The Turkish delegation said that it proposed to contact Turkish experts that had worked in institutions of this kind and might be interested in this project. Turkish expert assistance for a period of two years might be considered to help BDM in the area referred to.

The Turkish delegation also inquired about the facilities that BDM could offer a Turkish expert who was interested in the project and undertook a mission to Mali, with regard to housing and means of transport in Mali, for example.

BDM indicated that it would be ready to pay a salary to the Turkish expert on the basis of the Malian scale.

The Turkish delegation would study the documents which had been made available to it and contact BDM again for additional information if that should prove necessary.

Project No. 15: Establishment of a meat-packing and meat-export enterprise in Mali (Malian Foreign Trade Centre/AGROPAM)

The Turkish delegation said that it would pass on the data sheet on this project to private Turkish enterprises that expressed interest in participating in the capital of AGROPAM.

The Turkish delegation also suggested that the Turkish expert should be sent to Mali for more detailed discussions with the representatives of AGROPAM. A feasibility study could be carried out with the assistance of Turkish experts. Turkey could cover the costs of travel to Mali of the Turkish experts detached to undertake such a study through the agency of a Turkish partner, together with the cost of the feasibility study which would be initiated under the project. If the studies were conclusive, the Turkish side would consider providing assistance in the export of the products of AGROPAM.

Project No. 18: Establishment of an Islamic financial institution

The Turkish delegation said that Turkey could suggest to the International Association of Islamic Banks that it should invite Mali to the meeting of Islamic banking institutions to be held shortly in Istanbul. Turkey would ask the Islamic banks which carried on their activities in Istanbul to consider the possibility either of establishing an affiliate in Bamako or of sending an expert to Mali to see whether the conditions were favourable for the establishment of such an affiliate. It would also ask the Islamic banks whether Malian personnel could receive training at the banks.

In addition, the Turkish delegation said that enormous progress had been made by the Turkish Islamic banks, which would be ready to share their experience in the

relevant fields with Mali. Turkey would like direct contacts to be established between these institutions and Mali in order to facilitate the type of exchange envisaged. Turkey was also in a position to help the Malian partners to seek financing for the Islamic bank planned in Mali.

Discussions between Mali and Yugoslavia

Project No. 3: Assistance in the reactivation of the Providence Tannery of Mali (TAPROMA)

The Yugoslav delegation expressed interest in this project and proposed direct contacts with those Yugoslav undertakings which had experience in the production, management and marketing of hides and skins. The Yugoslav delegation would suggest the TAPROMA project to Yugoslav undertakings interested in the type of co-operation suggested.

Project No. 4: Technical assistance and joint venture for the reactivation of the Malian wood enterprise (EMAB)

The Yugoslav delegation indicated that Yugoslavia would look for Yugoslav companies specializing in wood with a view to direct contacts with EMAB regarding the possibility of recommencing export-oriented production. A team of Yugoslav experts would be coming to Mali very soon to assess the difficulties faced by EMAB; it would also have the task of making an evaluation regarding future Yugoslav assistance for EMAB. The team of Yugoslav experts would stay a week in Mali and the costs of their stay in Mali would be covered by EMAB. The team in question would be at Bamako as soon as the Yugoslav equipment already at EMAB was installed.

Project No. 5: Assistance in the reactivation of the Malian Food Preserves Company (SOCAM)

The Yugoslav delegation said that Yugoslavia was extremely interested in this project. The Yugoslav Minister of Industry, as representative of Yugoslavia, undertook to approach Yugoslav undertakings with experience in the production, management and marketing of preserved foods to interest them in the project of SOCAM for commencing more efficient production activities. He also stressed that there might be a possibility of joint investment by the undertakings interested in participating in the capital of SOCAM. The Yugoslav undertaking interested in this project would send its representatives to Bamako/SOCAM before the end of November 1986 to follow up the decisions taken by the two sides.

Project No. 7: Expansion of the activities of the "Editions du Mali" Publishing Enterprise (EDIM)

The Yugoslav delegation proposed that EDIM should write directly to the Yugoslav firm DECJE NOVINE, which specialized in publishing and was already operating in Africa, to discuss the possibility of following up this project.

Project No. 15: Establishment of a meat-packing and meat-export enterprise in Mali (AGROPAM)

Project No. 15 concerns only a small part of the activities of AGROPAM. It was considered that it would be more appropriate to consider the whole programme of AGROPAM, including both an industrial component and an agricultural production component.

The Yugoslav delegation said that Yugoslavia was extremely interested in this project. The Yugoslav Minister would submit the co-operation proposal to Yugoslav undertakings for consideration.

The two sides agreed to remain in contact to follow up the project through the Yugoslav Embassy at Bamako and the Ministry of Foreign Affairs of Mali.

Group discussions (Brazil, India, Turkey, UNIDO)

Project No. 3: Technical assistance for the reactivation of the Providence Tannery of Mali (TAPROMA)

Three delegations which had expressed interest in the TAPROMA rehabilitation project met with Mr. Wiesebach, Deputy Director-General of UNIDO, to harmonize their positions on the project.

It was thought that it would be more appropriate, rather than asking the three countries to send experts, for UNIDO to send an expert to make a report on the technical aspects of the problem. Mr. Wiesebach informed the participants that UNIDO might be able to cover the costs of such an expert under the Organization's Special Industrial Services programme. However, in order to initiate any action in this field, UNIDO would need to receive an official request from the Government of Mali, stating the required qualifications and experience for the expert being sought for the TAPROMA project.

The representative of Turkey said that he would try to contact Turkish partners in the tannery industry who might be interested in this project, in order to ask them to designate an expert who would team up with the expert to be appointed by UNIDO so that they could visit Mali together.

Discussions between Mali and the Saudi Development Fund

The delegation of the Saudi Development Fund said that the Fund intended to examine the following projects:

Project No. 7: Expansion of the activities of the Malian publishing enterprise

The Saudi delegation said that the project would be examined by the Fund and, without prejudice to the response, it asked the Malian side to submit a request for financing to the Fund accompanied by an updated feasibility study of the project for the expansion of the activities of "Editions du Mali".

Project No. 14: Support for the establishment of a private industrial maintenance company

Project No. 15: Establishment of a meat-packing and meat-export enterprise (Malian Foreign Trade Centre/AGROPAM)

During restricted bilateral discussions, the Saudi delegation stated that projects 14 and 15, in view of their private character, could not be considered by the Saudi Development Fund, since the Fund financed only projects involving 100 per cent State ownership. The Saudi delegation suggested that other sources of financing should therefore be sought for these two projects.

Project No. 16: Establishment of the Bankoumana sugar complex

The Saudi delegation said that it realized the importance of this project for Mali's economy and would like to receive the study on the project which was currently being updated by UNIDO. The Saudi Development Fund could contribute a share of up to 30 per cent of the financing for the project.

Discussions between Mali and the West African Development Bank

Project No. 16: Establishment of the Bankoumana sugar complex

The West African Development Bank expressed interest in this project. It suggested that a "mini" round table should be organized on the project, following the project studies currently under way. The representative of WADB suggested that UNIDO should finance the organization of this round table.

IV. SUMMARY OF STATEMENTS MADE AT THE CLOSING MEETING

The Yugoslav Minister of Energy and Industry took the floor on behalf of the participants to thank both the Government of Mali for its hospitality and UNIDO for having made possible the holding of the Solidarity Ministerial Meeting in Mali.

Inter alia, he said that the participants recognized that this type of meeting was an effective mechanism at industrial level for the acceleration of South-South co-operation, which was important for the promotion of social and industrial development in the developing countries.

Effective follow-up of the present Meeting with a view to ensuring that its findings led to concrete results would, he felt sure, represent an important contribution to the industrial development of Mali. On behalf of his Government, he pledged the full co-operation of Yugoslavia in facilitating such follow-up. It was a duty and responsibility for his country to share with other developing countries the knowledge and experience accumulated in the process of industrial development. His country was fully prepared to share its knowledge with Mali. Lastly, he thanked the gathering on behalf of all the delegations participating in the Meeting.

The Deputy Director-General of UNIDO then took the floor to express his satisfaction at the success of the Meeting, which he said had greatly exceeded expectations. By their presence, the leading public officials of Mali had manifested their interest in the Solidarity Meeting. He also referred to the warm hospitality offered by the Malian people and the quality of the preparations made for the Meeting by Mali.

He went on by referring to certain results of the Meeting, in particular the donation of 200,000 yuan renminbi by China to Mali for the purchase of a generator, and the firm commitments made by other delegations regarding the sending of experts to Mali or the reception of Malian staff and technicians in their respective countries. All the projects submitted by Mali had been the subject of expressions of interest on the part of several delegations, and practical measures and arrangements for co-operation had been proposed by the parties. All this justified the conclusion that the purposes of the Meeting had been achieved. UNIDO, for its part, would continue to make the efforts required to promote concrete results flowing from the intentions expressed in the context both of the follow-up of the Meeting and of its industrial co-operation with Mali.

He then mentioned the talks he had had with the Malian authorities in conjunction with the Meeting, as a result of which he had become more aware of the challenging tasks facing Mali, which included establishing self-sufficiency in food, reducing unemployment, invigorating the production sector and mobilizing energies and initiatives. He stressed the contribution that the industrial sector could make in that context.

He concluded by saying that there was a convergence between the views expressed by the Malian authorities and the proposals which Mr. Domingo Siazon,

Director-General of UNIDO, intended to submit to the next session of the UNIDO Industrial Development Board, which was to be held at Vienna in the current month of October. Mention should be made of certain priority areas reflecting that convergence of views between Mali and UNIDO, namely the areas of rehabilitation and utilization of existing production potential, the intensified development of small and medium-sized enterprises, the development of professional skills and the entrepreneurial spirit, technological research and development in the service of industry, and regional industrial development through rural programmes. Lastly, the Deputy Director-General reaffirmed the readiness of UNIDO to continue and further to develop its co-operation with Mali. He ended by thanking, through the delegations, the States and organizations which had kindly accepted the invitation to participate in the Meeting.

The Minister of Industrial Development and Tourism of Mali also took the floor to thank UNIDO for having promoted the holding of the Solidarity Meeting in Mali, as well as the representatives of the participating countries and organizations for their positive contributions to the success of the Meeting. He stressed the cordiality, efficiency and, above all, political will which had characterized the negotiations during the Meeting, and which were evidence of the wisdom of the policy of South-South co-operation. Such co-operation had rightly been a major element in the development strategy of Mali since that country's accession to independence.

The Minister concluded by saying that Mali would spare no effort to ensure the successful implementation of the pertinent decisions and recommendations resulting from the work of the Solidarity Ministerial Meeting for Co-operation in the Industrial Development of the Republic of Mali.

V. CONCLUSIONS

The Meeting recognized that the potential for technical and economic co-operation among developing countries was immense and that its scope would continue to broaden in the future. Exploiting that potential should be a key element in the strategy of the developing countries.

The participants reaffirmed that the Solidarity Meetings initiated by UNIDO in 1979 constituted a practical means of promoting co-operation among developing countries. They expressed the hope that many co-operation projects would be implemented as a result of the Bamako Meeting.

All the projects submitted to the Meeting had been carefully examined by the participants during bilateral discussions or group discussions. The opportunities offered for economic and technical co-operation took a variety of forms as reflected in chapter III of this report.

The participants stressed the importance of immediate and systematic follow-up for the co-operation projects agreed upon during the Meeting. They recommended that the participating countries, the financing institutions and UNIDO should make every effort to facilitate the implementation of these co-operation projects.

The participants expressed their conviction that the implementation of the co-operation projects adopted could make a significant contribution both to the industrial development of Mali and to the Industrial Development Decade for Africa.

ANNEX I

LIST OF PARTICIPANTS

Algeria

Mohamed Chebbouta, Chargé d'Affaires, Embassy of Algeria in Mali
Mohamed Ainseur, First Secretary, Embassy of Algeria in Mali

Brazil

Ricardo Alonso Bastos, Secretary, Ministry of Foreign Affairs

Cameroon

Grégoire Owana, General Manager of BERIAC

China

Shou Haiping, Ambassador of China to Mali
Li Shimu, Economic Adviser, Embassy of China in Mali
Chen Feng, Head of the Co-operation Department, Ministry of Economic Relations and Trade
Ma Yongli, Programme Officer, Ministry of Economic Relations and Trade

Côte d'Ivoire

Abdoulaye Touré, Director for Standardization, Technology and the Environment

Cuba

Juan Infante, Director, Committee for Economic Co-operation
Medardo Roca, Third Secretary, Embassy of Cuba in Mali
Ana Julia Lugo Fernandez, official of the Committee for Economic Co-operation

Egypt

Moustafa Fathi Draz, Ambassador of Egypt to Mali

India

Pradeep K. Singh, Administrator for Special Affairs, Ministry of Foreign Affairs
N. K. Sharma, Director of Research, Department of Industrial Development, Ministry of Industries

Iraq

Hamad Alsai, Chargé d'Affaires, Embassy of Iraq in Mali

Malaysia

Hashim Taib, Ambassador of Malaysia to Mali
Umardin Mutalib, Second Secretary, Embassy of Malaysia in Mali

Mali

Drissa Keita, Minister of Industrial Development and Tourism
Kadari Bamba, National Director of Industries

Youssouf Bagayoko, Deputy Director-General for Industries
K. Jaswal, UNIDO Senior Technical Adviser to the National Directorate of Industries
Adama Konaté, Director of Cabinet, Ministry of Industrial Development and Tourism
Charles Molinier, Head of the Industrial Property and Standards Division, National
Directorate of Industries
Dramane Traore, Technical Adviser, Ministry of Industrial Development and Tourism
Mahamane Rakibou Toure, Technical Adviser, Ministry of State Companies and
Enterprises
Papa Alirune Ba, Director-General of the Malian Road Transport Equipment Base
(BETRAM)
Ibrahima Berthé, "Editions du Mali" Publishing Enterprise
Issa Boite, Deputy General Manager of the National Tobacco and Match Company
(SONATAM)
Adboulaye Deyeko, Adviser to the Providence Tannery of Mali (TAPROMA)
Aminata Diallo, Ministry of Foreign Affairs
Harouna Diakité, Malian Energy Enterprise (EDM)
Famougouri Diane, Development Bank of Mali
Moussa Diarra, General Manager of RECOMA
Nima Doucouré, Chairman and General Manager of the Providence Tannery of Mali
Zeydi Dramé, Islamic Bank
Amadou Hacko, General Manager of the Mali Food Preserves Company (SOCAM)
Daouada Kane, Malian Energy Enterprise
Tidou Kante, Chairman and General Manager of the Metal Bed Manufacturing Enterprise
Boubakar Kassibo, Malian Energy Enterprise
Emma Kaurouma, National Directorate of Industries
Mamadou Keita, National Directorate of Industries
Namory Keita, Islamic Institute
Safiétou Konaté, Industrial Studies and Promotion Centre (CEPI)
Mamadou Macoula, Chamber of Commerce and Industry of Mali
Zeini Moulaye, Ministry of Foreign Affairs and International Co-operation
Abdoulaye Niang, Chairman and General Manager of SOMACUBE
Amadou Alioune Saar, Directorate-General for Industrial Co-operation
Salif Samogo, Industrial Studies and Promotion Centre
Abdoulaye Sanoko, Malian Foreign Trade Centre
Mamadou Sarr, Technical Manager of AGROPAM
Sidiki Seck, Malian Foreign Trade Centre
Mamadou Séne, Deputy Director of the Service for Relations with International
Financial Institutions
Mohamed Simpara, Industrial Studies and Promotion Centre
Sidiki Simpara, Chairman and General Manager of SICOPAR
Makam Moussa Sissoko, Deputy Director-General of the Malian Road Transport
Equipment Base
Baba Sy, General Manager of the Malian Wood Enterprise (EMAB)
Aguibon Sylla, Malian Foreign Trade Centre
Almamy Sylla, Chairman and General Manager of AGROPAM
Boubakar Sané Touré, Ministry of Foreign Affairs and International Co-operation
Daba Traoré, Chamber of Commerce and Industry of Mali
Mamadou Traoré, National Directorate of Industries
Oumou Traoré, Industrial Studies and Promotion Centre

Senegal

Cheikh Tidiane Sakho, Chairman and General Manager of SONEPI, Ministry of
Industrial Development and Crafts

Turkey

Yasar Yakis, Minister Plenipotentiary, Director for Economic Co-operation among the
Islamic Countries, Ministry of Foreign Affairs

Yugoslavia

André Ocuirk, Minister of Industry and Energy
Dusan Grubor, Ambassador of Yugoslavia to Mali
Pavel Savli, Representative of the Yugoslav Bank for International Economic
Co-operation at Abidjan, Côte d'Ivoire

Liptako-Gourma Authority

Silimane Ganoua, Director-General
Philippe Ouédraogo, Officer for Industrial Programmes
Jean-Pierre Bamba, Administrative and Financial Director
Bertrand Destin

World Bank

Mama Tapo, Acting Resident Representative

West African Development Bank

Bernard Adikplto, Director of the Research and Programming Department

United Nations Sudano-Sahelian Office

Firouz Sobhani, Water Programme Officer

Central Fund for Economic Co-operation

Yves Bellex
Laurent Fontaine

Permanent Inter-State Committee for Drought Control in the Sahel

Hama Boubakar, Director of Projects and Programmes, Executive Secretariat

West African Economic Community

Abdallah Mohamed, Deputy Secretary-General

International Monetary Fund

Rezer Vaezzadeh, Resident Representative

Saudi Development Fund

Abdulrahman Mohd Al Mofadhic, Technical Department, North Africa

Sahel Institute

Reuben Thomas, Director-General
Madi Konaté, Administrative and Financial Director
Moumaibao Natoyo, Director of Planning and Research

United Nations Industrial Development Organization

Horst P. F. Wiesebach, Deputy Director-General, Department for Programme and
Project Development
Fan Huishun, Chief, Section for Economic Co-operation among Developing Countries
Djamal Mostefai, Senior Industrial Development Field Adviser

Suzanne Pauker, Industrial Development Officer
Abdoulaye R. Diallo, Industrial Development Officer
Anne Riblier, Secretary

Food and Agriculture Organization of the United Nations

Mohamed-Salah Boulecane, Resident Representative

United Nations Development Programme

Charles Larsimont, Resident Representative

ANNEX II

LIST OF PROJECT PROPOSALS

A. Industrial facility rehabilitation projects

- Project No. 1: Renovation of the secondary generating centres of the Malian Energy Enterprise (EDM)
- Project No. 2: Computerization of the "customer management" system of the Malian Energy Enterprise (EDM)
- Project No. 3: Assistance in the reactivation of the Providence Tannery of Mali (TAPROMA)
- Project No. 4: Technical assistance and joint venture for the reactivation of the Malian Wood Enterprise (EMAB)
- Project No. 5: Assistance in the reactivation of the Malian Food Preserves Company (SOCAM)
- Project No. 6: Modernization of the machinery and equipment of the National Tobacco and Match Company of Mali (SONATAM)
- Project No. 7: Expansion of the activities of the "Editions du Mali" publishing enterprise (EDIM)

B. Technical training projects

- Project No. 8: Training/retraining programme for workers responsible for the operation and maintenance of the diesel equipment of the Malian Energy Enterprise (EDM)
- Project No. 9: Training of trainers/extension workers for the promotion of the spirit of enterprise (Centre for Industrial Studies and Promotion (CEPI))

C. Technical assistance projects

- Project No. 10: Technical assistance for the redeployment of activities of the Malian Road Transport Equipment Base (BETRAM)
- Project No. 11: Assistance to the National Directorate of Industries (DNI) for the formulation and implementation of a standardization policy
- Project No. 12: Support for the Department of Industrial Studies and Promotion of the Chamber of Commerce and Industry of Mali (CCIM)
- Project No. 13: Assistance to the Project Evaluation and Follow-Up Unit of the Development Bank of Mali (BDM)

D. Establishment of new bodies

- Project No. 14: Support for the establishment of a private industrial maintenance company (Ministry of State for Industrial Development and Tourism)
- Project No. 15: Establishment of a meat-packing and meat-export enterprise (Malian Foreign Trade Centre/AGROPAM)

- Project No. 16: Establishment of the Bankoumana sugar complex (Ministry of State for Industrial Development and Tourism)
- Project No. 17: Opening of lines of credit for industrial development (Ministry of State for Industrial Development and Tourism)
- Project No. 18: Establishment of an Islamic financial institution (Malian private citizens and Islamic financial institutions)