



TOGETHER
for a sustainable future

OCCASION

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



TOGETHER
for a sustainable future

DISCLAIMER

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

FAIR USE POLICY

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

CONTACT

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

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

19358

Distr.
LIMITED

PPD.212(SPEC.)
10 January 1992

UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

ORIGINAL: ENGLISH

Workshop on Co-operation
among Selected Developing Countries
in the Field of Agro-based Industries

Izmir, Turkey, 11-14 June 1991

R E P O R T *

* This document has not been edited.

v.92-50174 1201k

CONTENTS

	<u>Page</u>
I. INTRODUCTION	1
II. ORGANIZATION OF THE WORKSHOP	1
III. RECOMMENDATIONS	5
IV. SUMMARY OF BILATERAL DISCUSSIONS ON INDUSTRIAL PROJECTS	6
V. CLOSING OF THE WORKSHOP	7
 Annexes	
Annex I The Results of Bilateral Discussions	8
Annex II The List of Participants	22
Annex III The Work Programme	24

I. INTRODUCTION

During the last years, developing countries have shown a greater interest and taken an active part in UNIDO's ECDC-TCDC activities aiming at promoting and further strengthening the industrial co-operation among more advanced developing countries in sectors of mutual interest such as engineering, chemical and telecommunication industries. Special attention was given to programmes and projects aiming at the harmonious development of small and medium-scale agro-industries, with particular emphasis on utilizing indigenous raw materials and locally available sources of energy. It is also worth noting that in addition to representatives from the public sector, private industrial promoters have constantly taken part in such activities.

The 1990-1991 Programme and Budget, in keeping with the emphasis set in the medium-term plan, gave special attention to promoting projects related to economic and technical co-operation among developing countries. Organization of technical workshops to identify technical co-operation projects to promote industrial co-operation in developing countries was considered as an important and useful means for achieving the above objective.

During the last decade, Turkish industrialists have realized that technical change was central to the process of development and business success. In addition to the rapid acceleration of export of industrial products, considerable technical change has taken place, particularly in manufacturing industry. An important activity where Turkey presented a good example to other developing countries covered the field of agro-based industries. As a consequence of the technological efforts, Turkey succeeded to compete in the world markets of industrial products. The exposure of Turkey's achievements to other developing countries has had a tremendous advantage. Turkish technology is certainly easier to acquire, since it is developed for rather smaller market and makes use of more labour and national raw materials in accordance with the country's available resources.

In view of the above, UNIDO and the Chamber of Industry of the Aegean Region based in Izmir agreed to organize the workshop on agro-based industries. The main objective of the meeting was to promote enterprise-to-enterprise co-operation in agro-based industries sectors (food processing, leather and leather product, textile) among selected developing countries. It was envisaged the conclusion of some preliminary agreements covering various forms of co-operation such as development and transfer of technology, training, supply of equipment, production and marketing, equity, and joint-venture.

In selecting the countries to be invited to the workshop, the following main criteria have been taken into account: countries with similar level of development and offering a good potential for co-operation; existence of already established contacts at institutional level; strong interest in taking part in UNIDO's ECDC/TCDC activities.

II. ORGANIZATION OF THE WORKSHOP

Representation

The Workshop on Co-operation among Selected Developing Countries in the Field of Agro-based Industries was attended by 29 participants from 8 countries.

The list of participants is attached as Annex II.

Opening of the Workshop

The workshop was formally inaugurated by H.E. Mr. Isin Celebi, Minister of State, Member of the Government of Turkey. He drew the attention of the participants to the importance of the agro-based industries sector for the overall economic development of Turkey as well as of other developing countries. He specially underlined the great contribution of this field towards increasing the export capacity of developing countries and the important role it has to play in ensuring a smooth passing from a centrally planned industry to a private economy. He praised UNIDO's programmes aiming at promoting economic and technical co-operation among developing countries and was grateful to UNIDO for organizing such an important workshop in Izmir. He went on to say that Turkey would continue to take an active part in UNIDO's ECDC/TCDC activities and wished to the participants every success in their endeavours.

In his opening address, Mr. Ugür Yüce, President of the Aegean Region Chamber of Industry, extended a very cordial welcome to the participants in the Workshop on Co-operation among Selected Developing Countries in the Field of Agro-based Industries. He praised the excellent relations existing between Turkey and the participating countries and expressed the hope that the workshop would lead to strengthening of the economic and technical co-operation between his country and the invited countries.

He went on to say that the Aegean is the most opulent region of Turkey in natural resources. This developed area, where 11% of whole population live, make up 16% of the total agricultural production, 11% of whole of the manufacturing industry's production and 13% of the total exports of Turkey industrial products. The food, textile, leather manufacturing and tobacco industries, among others, are well developed in the region. The Aegean Free Zone, which is the only such zone in Turkey, is planned to attract high technology activities. Industries such as electronics, medical electronics, optics and modern communication equipment are located in Izmir, the region's most important industrial centre. The Izmir Fair which is the only international fair in Turkey has a great importance for both export and import, and its significance for the region's economic activity and vitality cannot be overlooked.

The speaker mentioned that the main objectives of the Chamber of Industry of the Aegean Region, the only Regional Chamber of Industry in Turkey, and a semi-public professional foundation established by private law, was to support the development of industry and future oriented services that would protect the interests of the members and contribute to the development of national economy. The membership of the Chamber currently stood at approximately 4,000 members, but the number was increasing steadily.

He thanked UNIDO for helping to organize, for the first time, such a workshop in Izmir.

In conclusion, Mr. Yüce assured the participants of Izmir industrialists' willingness to take practical measures and work together with the industrial promoters from invited countries to explore new ways and forms of co-operation in the development of agro-based industries in the interested countries.

The representative of the Turkish Ministry of Foreign Affairs, Ms. Sumru Noyan, Director, Department of International Economic Organization referred to UNIDO's mandate to act as an instrument for the developing and industrialized countries in their contacts, consultations and negotiations directed towards the industrialization of developing countries. She went on to say that the meeting, jointly organized in Izmir by UNIDO and the Aegean Region Chamber of Industry represented a concrete manifestation of both Turkey and invited countries' capacities/capabilities for further enhancing their economic and industrial co-operation. She then underlined that Turkey, a country having a well-developed small and medium size industries, was very keen to reach agreements on enterprise-to-enterprise co-operation in the field of agro-based industries. In this context, the representative of the Ministry of Foreign Affairs mentioned that Turkey has concluded over 200 project agreements with developing countries within the framework of TCDC activities and was ready to share its experience with other developing countries. In co-operation with UNIDO, Turkey is annually organizing "in-plant group training programmes" in the fields of iron and steel, cement, sugar, small scale foundry, fruit and vegetables processing, medicinal and aromatic plants, since 1979, some 700 participants from developing countries have attended these programmes.

In conclusion, she wished the most fruitful and successful outcome of this workshop as a contribution towards further enhancing the co-operation among the participating countries.

The next speaker, the UNIDO Country Director in Turkey extended a warm welcome to all participants, on behalf of the Director-General of UNIDO. He expressed UNIDO's appreciation for their positive response to the invitation to the workshop, which was an indication of their commitment to the economic and industrial co-operation among developing countries. He also extended UNIDO's gratitude and special thanks to the Aegean Region Chamber of Industry for their assistance and financial support towards the organization of the workshop. He placed on record the deep gratitude of UNIDO to the Government of Turkey for its continuous support towards enhancing and strengthening UNIDO's programme for economic and technical co-operation among developing countries.

The UNIDO Country Director then emphasized UNIDO's commitment to the active promotion of ECDC/TCDC as a major instrument for the rapid and self-sustaining development of the developing countries. This commitment goes back to the very beginning of the Organization and has received even greater operational flexibility and a broader mandate since the conversion of the Organization into a specialized agency in 1986. He re-iterated that UNIDO attaches much importance to this mandate and would continue to actively support and seek new ways to promote it.

He then made a brief review of the current UNIDO programme in the field of ECDC/TCDC and praised the efforts being made by the developing countries aiming at enhancing their co-operation through UNIDO's programmes and projects. The comprehensive documentation prepared and circulated by the Aegean Region Chamber of Industry and UNIDO represent an important input towards achieving the objective of the workshop.

Referring to the workshop itself, the UNIDO Country Director explained that there was much to be gained by the invited countries from Turkey's experience in developing efficient small-scale agro-based industries. A key

element in UNIDO's ECDC/TCDC programme has always been to make experience of one developing country available to other developing countries. He explained that the objective of the workshop was to exchange information on and facilitate co-operation in joint ventures, transfer of technology and know-how, training and the setting-up of industrial plants through mutually beneficial arrangements. The portfolio of projects which has been circulated for the workshop contains some 40 projects. They cover a wide range of agro-related industries, mainly food-processing, textiles, leather and leather products. Many of them involve the establishment of new production facilities; a significant portion of them, however, involve the extension or the rehabilitation of existing plants. He assured the participants that within the limits of its financial resources, UNIDO would lend the necessary support and assistance in the follow-up of the workshop.

The workshop was also addressed by the representative of FAO in Turkey who made a comprehensive presentation about FAO activities in the field of agro-based industries. He went on to say that, over the last ten to fifteen years, Turkey has rightly concentrated on the development of the agro-based industry, thus becoming an important partner in both trade and industrial co-operation. The representative of FAO highlighted the main projects Turkey was implementing with the FAO and encourage the invited participating countries to see every possibility for concluding preliminary agreements with Turkish enterprises/companies. He expressed the hope that the workshop would identify concrete industrial projects of co-operation between Turkey and the invited countries and promised that FAO office in Ankara would be ready to assist the Turkish industrialists in the process of implementing agreements that would emerge from the workshop.

Chairmanship of the workshop

The President of the Aegean Region Chamber of Industry, Mr. Ugür Yüce was elected Chairman of the workshop.

Adoption of the Agenda

The workshop adopted the following agenda:

1. Opening of the Meeting:
 - Inaugural Address by the President of the Chamber of Industry of the Aegean Region
 - Address by the State Minister, Government of Turkey
 - Address by the Representative of the Ministry of Foreign Affairs
 - Address by the Representative of UNIDO
 - Address by the Representative of FAO
2. Election of Bureau
3. Adoption of the Agenda and the Working Programme
4. Presentation of Turkish offers for co-operation by the Representative of the Aegean Region Chamber of Industry

5. Presentation of Project Proposals by project sponsors from participating countries
6. Bilateral discussions on industrial co-operation between Turkish industrialists and project sponsors
7. Adoption of the Report of the Meeting
8. Closure of the Meeting

The workshop adopted the working programme (Annex III).

Presentation of project proposals

During the workshop, the participants provided ample information on the current economic and investment policies of their countries and explained the scope and nature of the project proposals submitted to the workshop. Total of about 70 project proposals were submitted to the workshop by 15 industrial promoters.

The representatives of Turkish institutions, enterprises and companies provided detailed information about Turkey's capacities and capabilities in the agro-based industries as well as on the nature of the co-operation they wanted to initiate with the other parties. The visits to Turkish industrial plants and industrial facilities in and around Izmir metropole offered to participants the possibility to see a whole range of agro-based products that Turkish has manufactured and could produce in co-operation with other countries on a mutually advantageous basis.

The UNIDO secretariat gave a general review of its programme for economic and technical co-operation among developing countries, with emphasis on the agro-based industries. It has also presented ample information about UNIDO's technical assistance projects implemented in the field of food-processing, textile, leather and leather products, as well as under trust funds arrangements.

III. RECOMMENDATIONS

1. Co-operating parties should treat this function as a dynamic exercise and continue feeding UNIDO with the outcome of their contacts towards the successful implementation of the projects agreed upon during the workshop.
2. The workshop strongly recommended that the contacts made in Izmir should continue. All efforts should be made by parties concerned to promote and organize frequent get-together at various levels, including the organization of technical visit, invitation to and participation in exhibitions/faires, organization of seminars, round-tables etc.
3. Each of the co-operating parties should, where appropriate, contact financial and investment institutions (national or international) with the view to mobilize resources for implementation of agreed projects.

4. UNIDO may be associated in the follow-up process with a view to help the potential co-operating parties to reach final agreement for the implementation of specific projects. UNIDO's assistance may be also sought to identify possible potential financial sources.
5. The workshop should not be seen as a one time event. More industrial promoters should be identified and new project proposals may be forwarded to respective interested parties in various developing countries, through UNIDO.
6. UNIDO should monitor closely the implementation of projects identified at the workshop. To this end, the co-operating parties should provide UNIDO with the required information.
7. The workshop recommended the convening, within one year, of a project assessment meeting in order to evaluate the follow-up action and to examine and adopt new measures aiming at implementing industrial projects.
8. UNIDO and other organizations of the United Nations system should continue their support in promoting the co-operation among developing countries in the agro-based industries.

IV. SUMMARY OF BILATERAL DISCUSSIONS ON INDUSTRIAL PROJECTS

During two days of bilateral discussions, approximately 70 bilateral meeting took place. Some discussions were followed by factory visits on an individual basis.

A detailed project by project summary of the results of the bilateral discussions is given in Annex I.

The results reflect a high degree of active participation by all participants at the workshop. After intensive deliberations the potential co-operating parties reached preliminary agreements in the implementation of 48 projects.

The projects discussed and the agreements reached cover such areas as: rehabilitation and expansion of existing plants; equipment supply; transfer of technology and know-how; setting-up of industrial units; equity participation; joint venture etc.

The success of the workshop indicates that the potential for economic and technical co-operation among developing countries clearly exists. Besides the agreements reached during the workshop itself, the participants saw their participation and the contacts made during the workshop as being very positive and fruitful, particularly for future mutually advantageous industrial co-operation.

IV. CLOSING OF THE WORKSHOP

The Workshop on Co-operation among Selected Developing Countries in the Field of Agro-based Industries was concluded on 14 June 1991. The workshop adopted the draft report and requested UNIDO to finalize, reproduce and circulate the final report to all participants.

The workshop also resolved to place on record its high appreciation for the hospitality and the excellent arrangements made for the conduct of the work and extended very hearty thanks to the Aegean Region Chamber of Industry and its staff.

Closing statements were made by Dr. Mustafa Durmaz, Secretary General of the Aegean Region Chamber of Industry, Ms. Radmila Maricevic-Gavela, participant from Yugoslavia and UNIDO Country Director in Turkey.

Mr. Mustafa Durmaz underlined the success of the workshop and thanked all the participants for their contribution. Then he referred specially to the follow-up phase and expressed his conviction that through joint efforts a smooth implementation of projects would be ensured. He also thanked UNIDO for the organization of the workshop and underlined the catalytic role UNIDO would have to play in the future.

The UNIDO Country Director in Turkey congratulated the workshop on its successful work. He stressed that the existence of a mutual understanding for further co-operation contributed remarkably to the success of the workshop. He thanked Turkish institutions and companies and the representatives from the invited countries for their participation and positive contribution towards the attainment of the positive results of the workshop. Referring to the importance of the follow-up, he said that UNIDO would spare no efforts towards ensuring the implementation of the workshop's recommendations.

Ms. Radmila Maricevic-Gavela pointed out that the positive results of the workshop would contribute to the further development of economic and industrial co-operation among participating countries. She further underlined that Turkey's impressive results in the agro-based industries and its availability to closely co-operate with other developing countries would further enhance the development of food-processing, textile, leather and leather products in the participating countries, on a mutually advantageous basis. She invited UNIDO to organize in the future similar action-oriented workshops for the benefit of developing countries. Finally, on behalf of the participants, she thanked the Chamber of Industry and its staff for the warm hospitality extended to the participants and for the excellent arrangements made for the workshop.

The Secretary General of the Aegean Region Chamber of Industry, on behalf of the Chairman of the workshop, officially closed the workshop.

RESULTS OF BILATERAL DISCUSSIONSCOUNTRY: CHINA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
USLU MAKINA DERI SANAYI '038 sok, No.107 Yesildere 35240 Izmir Tlx: 53211	Technical assistance to improve performance of equipment in tanneries and to increase plant production	Beijing Industrial Centre	Trade/transfer of technology	Exchange of further information on price, quality, shipment of samples from China and specification on equipment.
DERSAN DERI SAN TIC. LTD. Kizilay cad. 1376 sok. No. 5/6 35210 Izmir Tel: (52) 218697 220727	Set up a joint venture in Izmir for manufacturing tannery equipment	Beijing Industrial Centre	Joint Venture	Pre-feasibility and/or feasibility study will be completed by Turkish partner or by both co-operating parties.
DERMAK SAN. LTD. Burakreis cad. No. 24/A Camdibi 35090 Izmir Tel: 355588	Technical assistance to improve performance of equipment in tanneries and to increase plant production	Beijing Industrial Centre	Supply of equipment and joint venture	Initially equipment will be supplied for tanneries in China. Next phase will be a joint venture for manufacturing equipment for local market and export. Further specification will be sent to China by the Turkish counterpart.

COUNTRY: CHINA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
OZDERSAN LTD. 298 sok. No. 3/C Bornova, Izmi Tel: 166442 168050	Technical assistance to improve performance of equipment in tanneries and to increase plant production	Beijing Industrial Centre	Supply of equipment and joint venture	Initially equipment will be supplied for tanneries in China. Next phase will be a joint venture for manufacturing equipment for local market and export. Further specification will be sent to China by the Turkish counterpart.
GULERYUZ MAKINA SANAYI Tel: 252888 335747	Leather production	Beijing Industrial Centre	Transfer of technology	Several alternative technologies were discussed. Turkish counterpart to send technical catalogues on the alternative possibilities
KATSAN KATGUT SAN. T.A.S. 1571 sok. No. 22 (35110) Cinarli Izmir Tel: (51) 161185 168131	Production of medical sutures (catgut)	Beijing Industrial Centre	Transfer of know-how Turn-key plant to manufacture thread from animal intestine	Turkish counterpart will send information including specifications, on the cost of local production in Turkey to provide a general idea of their cost which will be revised in China.
R. BAYKAN GIDA SAN. TIC. LTD. 859 sok. No. 6 2/201 Vatan Ishani Izmir, P.K. 35250	Soya bean products	Beijing Industrial Centre	Transfer of know-how	Further exchange of information for patent acquirement or other form of co-operation.

COUNTRY: INDIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
KATSAN A.S. 1571 sok No. 22 3511 CINARLI Izmir	Surgical Sutures 400,000 meters/day Disinfection through ethylene oxide gas	Tecknoa India	Sell know-how and training F.O.B. \$1 - 2 million	Explore potential partner in India on the basis of information provided by Turkish enterprise.
GJLERYUZ MAKINA SAN. Tel: 252888 335747	Tanning machines 1000 - 4000 pcs/day India is about to set up three slaughter houses	To be identified.	Machine production Consultancy Tannery turn key factory Training	Possibility should be sought of setting joint venture to set up model slaughter house in India.
MAREN TRADING Cumhuriyet Bul 123/1, K.7 Mayis is Merkezi 25220 Alsancak Izmir	Fruit drying Figs, grapes and appricots, 25-30 t/day	To be identified.	Delivery of machinery Turn key plant Joint venture	Explore partner in India. Explore possibility of joint venture using Turkish experience, know-how and machinery.
SUSITAS A.S. (Yilmaz Kesdogan) Ankara cad. No. 307 Bornova-Izmir Tel: 181773	Vegetable preservation (green pepper, cucumber whether in jar or in can) Bottling and jarring, including pasturization of canned fish.	To be identified.	Joint venture	Explore possibility of joint venture with Indian partner to use raw material with Arab capital and market. AHARA 92 Food Fair in India to be visited by Turkish partner.

COUNTRY: INDIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
DEKSAK DERI SAN. LIC. LTD. Kizilay cad. 1376 sok. No. 5/6 35210 Izmir Tel: (51) 218697 220727	Leather wear products	To be identified.	Setting-up of joint venture in Izmir	Explore joint venture in setting-up model slaughter house in India. Skins to be delivered to Turkey in exchange of wet blue leather.
DERMAK SAN. LTD. Burakreis cad. No. 24/a Camdibi 35090 Izmir Tel: 355588	Production of tanning machines for export mainly to USSR, Iran, Pakistan, Bangladesh.	To be identified.	Supply of tanning machinery and technology	Indian delegation will provide names and addresses of tanning organizations in India. (Users and manufacturer of machinery) Setting up Agency, if enough market licence agreement is to manufacture machines in India to be linked with project 2 and 5 above.
HISAR MAKIN	- " -	- " -	- " -	- " -
DERMAK SAN. LTD. Mr. A. Yilmaz Isbecer Ozdersan Mr. Atilla Ozbek	Production of tannery machines for export mainly to Tunisia, Saudi Arabia, Iraq, Syria, Pakistan, Greece, USSR.	To be identified.	To be decided.	Like in 6 and 7 above.

COUNTRY: INDONESIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
TUKAS Cumhuriyet Alani Anit apt. B Block No. 10/3 Alsancak Izmir 35210 Tlx: 52667 tuk tr	Processing of tomato paste and canned vegetables	Pt. Cakrabuana Pt. Eka Dura	Joint venture	The Indonesian partner will be contacted through Badan Koordinasi Penanaman Modal (MKPM)
SUSITAS A.S. Ankara Cad. No.307 Bornova/Izmir	a) Fish canning b) Tomato paste prod. c) Tropical fruit prod.	a) Salim Group b) Pt. Cakrabuana c) Pt. Kaya Lapis	Joint venture in Indonesia	Indonesian partner will be contacted through BKPM.
DERSAN DERI Kizilay cad. 1376 sok. No. 5/6 35210 Izmir Tel: (51) 218697 220727	Leather wear (jacket) manufacturing plant needs expansion of capacity.	To be identified later.	Joint venture	Indonesian partner will be contacted through BKPM.
USLU 1038 sok. No. 107 Yesildere 35240 Izmir Tlx: 53211	Leather machine producer wants to export	To be identified later.	Trade co-operation	Indonesian importer or users will be contacted through BKPM.

COUNTRY: INDONESIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
DERSAN DERI Kizilay cad. 1376 sok. No. 5/6 35210 Izmir Tel: (51) 218697 and	Export and producing of tannery machine, in separate or turn key basis.	To be identified later.	Trade co-operation	Indonesian potential machine users will be contacted through BKPM.
OZDERSAN LTD. 298 sok. No. 3/C Bornova/Izmir Tel: 166442 168050	- " -	- " -	- " -	- " -
KATSAN A.S. 1571 sok. No. 22 3511 CINARLI Izmir Mr. Artun Ertem	Suture and string machines exporter	To be identified later.	Trade co-operation.	Indonesian potential machine users will be contacted through BKPM.

COUNTRY: INDONESIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
--------------------------------	-------------------------	---------------------------	-----------------------------	--

Co-operating with other participating countries

SERVO MIHALJ Zrenianin Voivodina - Yugoslavia	C.P.O. exporters from Indonesia interested in acquiring technology for processing C.P.O. into CBS (Coco Butter Substitute) and CBE (Coco Butter Equivalent) fats	Available.	Trade co-operation to enter European market	Indonesian exporters will be contacted through BKPM.
Ministry of Agriculture and Food Department Romania Tlx: 11 192 R 11 193 R	Palm oil processing in Romania	Many available in Indonesia.	Joint venture in Romania or co-operation in processing, but marketing should be left to Indonesian side.	Potential investor will be contacted through BKPM.

COUNTRY: PAKISTAN

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
KARDES GIYIM Kestelli cad. No. 7 D. 104/204 33250 Izmir	Manufacturing of shirts, T-shirts, specially for export	To be identified later.	Joint export to Eastern Europe, Germany, Austria. Finishing and export from Turkey	Specifics for the yarn will be sent, including catalogues and samples of fabrics.
KULA MENSUCAT A.S. Salhane/ Izmir	Export of denim to Pakistan Setting up a unit for indigo denim, using latest technology.	To be identified later.	Export	In two months time when the production will start PVT will sponsor the Turkish counterpart to pimporters in Pakistan.
Tannery I USLU HIDROLIK Deri Makina Sanasii Fax: (51) 335692	Production of equipment and machinery for tanneries (cow and lamb hides)	To be identified later.	Setting turn-key factories	2 of Turkish partners have already set up units in Pakistan and would like to be sponsored to other/new entrepreneurs including financing agencies.
Tannery II HISAR MAKINA Sanasii Fax: 95/335753	- " -	- " -	- " -	- " -
Tannery III DERI MAKSAN Burakreis cad. No. 24/A, Camdibi 35090 Izmir Fax: 37 2982	- " -	- " -	- " -	- " -

COUNTRY: PAKISTAN

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
DERSAN DERI SAN. Kizilay cad. 1376 sok. No. 5/6 35210 Izmir Tel: 218697 220727	Leather wear industry	To be identified later.	Co-operation for the supply of raw material, (sheep and lamb skin)	Detailed information will be exchanged. Depending on the quantity and nature of raw materials and further arrangements. Turkish counterpart will be sponsored in Pakistan.
To be identified through UNIDO Country Director (UCD) in Ankara	Knitwear textile manufacturing in Turkey	To be identified later.	Pakistan will supply the fabric. Garment will be made in Turkey. Joint marketing to Europe and USA.	UCD will identify potential partners and will convey the information to Pakistan company.
<u>Co-operation with other participating countries</u>				
Romania Institute for Trade Promotion "Virgil Madgearu" Romania Mr. D. Dulamescu Head of Department	Knitwear textiles in Romania and Pakistan	To be identified later.	Joint venture, including joint marketing and export possibilities	Technical details will be exchanged with Romania Government.

COUNTRY: ROMANIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
KULA MENSUCAT A.S. 1599 sok. No. 10 Salhane-Izmir Tlx: 52213	Spinning of cotton and wool	FRB - Bucharest Filatura de Lina-Mizil	Raw material supply	Turkish partner to supply raw material for Romanian enterprises which in turn will provide Turkish partner with a required quantity of fabric produced from delivered raw material.
DERMASKAN Burakreis cad. No. 24/a Camdibi 35090 Izmir Tel: 355588	Modernization of tanneries in Romania	"Pionierul" Bucharest "Flaros" Bucharest	Co-operation in production	The Romanian side will contact the Turkish partner and will send specific proposals.
IZMIR BASMA FABRIKASI 1201 sok. No. 3/E P.K. 613 Malkapinar 35210 Izmir	Processing in Romania of Turkish cotton	"Textila" Lugoj "IIB" Bucharest	Co-operation in production	The Romanian side will present a Statement regarding the production costs in Romania to process the Turkish cotton in order to obtain fabrics for the Turkish company.
TARIS 1492 sok. No. 14 Alsancak/Izmir 3523 Tlx: 53146 tare tr	Alcohol production	Various units interested in production of alcohol	Co-operation in production in Romania with Turkish machineries and raw materials (partially)	The Turkish side will check the machineries and will prepare a feasibility study for this project.

COUNTRY: ROMANIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
CIDAS Tlx: 53226 Inho tr.	Production of halva in Romania Iasjiy	Various units Cluj-Hapoca Bucharest	Co-operation in production or joint venture	The Turkish partner will contact interested Turkish promoters for this project and inform the Romanian side. The Romanian side will put in contact the Turkish partners with the Romanian Units for this project and organize meeting of the partners. Romanian partner will send the specific proposals for investment.
SEPICILER CAYBASI DERI SAN.TIC.A.S. PK: 7 Torbali/Izmir Tel: (5461) 1130-1131-21-40	Co-operation in footwear production	Dimbovita Plant in Bucharest	Modernization of production	Romanian partner will send the specific proposals for investment.
KATSAN 1571 sok. No. 22 (35110) Cinarli/Izmir Tel: (51) 161185 160131	Production of cutgut in Romania	Ministry for Health of Romania	Investment to set up a unit in Romania for the production of cutgut	Health Ministry will analyse this proposal.
EVIN LTD. 349/1 sok. No. 2/A K.2 Altindag 35080 Izmir Tlx: 52223 ebso tr	Processing in Romania in jars or cans of cucumbers, sour cherries, orange, grape fruit of Turkish origin	Specialized plants in Romania to be identified.	Private investment or joint venture.	The Romanian side will inform the Turkish partners about quantities, conditions, ready factories in in Romania. Discussions to be carried on between partners for materializing the project.

COUNTRY: ROMANIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
PINAR ET ENTEGRE Ankara Asfalti Kemalpasa 35170 Izmir Tlx: 53818 pnet tr	Buying of live cattles, sheeps, lambs from Romania and/or co-operation for fattening of lambs or cattle in Romania	Specialized units in Romania	Import or/and co-operation in production The Turkish side will contribute with animal food.	The Romanian side will inform the Turkish partner about units or companies interested in these transactions/co-operation.
POLITEKNIK Cumhuriyet Bul. 140/1-7 Alsancak 35210 Izmir Tlx: 52620 pote tr	Co-operation in production of bread	Several units in Romania	Modernization of production	The Romanian side will send specific proposals.

COUNTRY: YUGOSLAVIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
KATSAN A.S. 1571 sok. No. 22 35110 Cinarli Izmir	Production of surgical sutures 40,000 - 1,000,000 mt/m	To be identified by Yugoslav representative	Turn-key project	Information provided by KATSAN to be transmitted to companies in Yugoslavia.
PINAR ET ENTEGRE Ankara Asfalti Kemalpas 3510 Izmir Tlx: 53818 pnet tr	Import of livestock to Turkey 2000 - 2500 heads/m Export of finished processed meat products (all kind of meat products)	To be identified by Yugoslav representative	Import-export	Information provided by PINAR Meat Inc. to be transmitted to companies in Yugoslavia.
Prof. Dr. Siddik Idi University of Izmir	Production of Vitamin "C" in Turkey	PLIVA Pharmaceutical Company, Zagreb	Exchange of information and documentation	At the request of Turkish side, a comprehensive documentation will be sent by PLIVA on the production of vitamin C.

COUNTRY: YUGOSLAVIA

Potential co-operating partner	Project/field, capacity	Local industrial promoter	Nature/type of co-operation	Agreed measures and follow-up required
DERSAN DERI SAN. Kizilay Cad. 1376 sok. No. 5/6 35210 Izmir Tel: 218697-220727	Leather wear manufacturing	To be identified by "SERVO MIHALJ" Company	Joint venture and other forms of co-operation including delivery of raw material from Yugoslavia	Information provided by DERSAN to be transmitted to Yugoslav partner. Proposal on possible co-operation to be transmitted to Turkish partner within 3 months.
PINAR ET ENTEGRE Ankara Asfalti Kemalpasa 35170 Izmir Tlx: 53818 pnet tr	Mini dairy 5000 tons/8 hours	SERVO MIHALJ Company	Supply of equipment	Contact will be continued. Additional information and documentation will be sent by SERVO MIHALJ Company within 2 months.
POLITEKNIK MAKINA IMALAT Cumhuriyet Bulvari	Production of cold storage	SERVO MIHALJ Company	Technical documentation and information for the cold storage equipment	Contact will be continued. SERVO MIHALJ Company will send information to Turkish partner.
ALI RABI ULKU Metal Industry 1386 sok. No. 13 Alsancak 35220 Izmir Tel: 633438	Green houses for vegetable production	SERVO MIHALJ Company	Supply of equipment	Proposal for construction of 6 green houses will be prepared by Turkish company within one month.

List of Participants

1. **CHINA**

Mr. ZHANG Zongdai, Director, Beijing Industrial, Economic and Technical Institute

2. **INDIA**

Mr. S.P. Virmani, President, Confederation of Indian Food Trade and Industry

3. **INDONESIA**

Mr. Adeng Zakaria, Head, Bureau of Non Industrial Investment Planning Investment Coordinating Board

4. **PAKISTAN**

Mr. Yousaf KAMAL, Secretary, Forest Department, Punjab

5. **REPUUBLIC OF KOREA**

Mr. KIM Joong-Chai, Senior Agriculture Officer, Silkworm Breeding at the Raw Silk Inspection and Silkworm Breeding Station, Ministry of Agriculture

6. **ROMANIA**

Mr. Dumitru Dulamescu, Head of Department, Institute for Trade Promotion "Virgil Madgearu"
Mr. Tiberiu Vasiesiu, Ministry of Agriculture

7. **YUGOSLAVIA**

Ms. Radmila Maricevic-Gavela, Federal Secretariat for Energy and Industry
Mr. Jovan Turinski, Development Manager, "SERVO MIHALJ", Zrenjanin

8. **TURKEY**

Mr. Ugur Yüce, Chamber of Industry of the Aegean Region
Mr. Mustafa Durmaz, General Secretary, Chamber of Industry of the Aegean Region
Mr. Cetinay Aksoy, Yaren Dis Ticaret A.S.
Mr. Ertugrul Doguç, Ege Mermer San.Tic.Ltd. Sti
Mr. Ayhan Bengütaş, Pinar Entegre Et Ve Yem San.A.S.
Mr. Yesim Sepici, Sepiciler çaybasi Deri San.A.S.
Mr. Yilmaz Kesdoğan, Susitas Su ürünleri San
Mr. Özalp Sabit, Taria
Mr. Selami Altınay, Asya Deri
Akdoğan Tarım

Mr. Yalçın İçelli, Taris Incir-Tarım
Mr. Artun Ertem, Katsan
Mr. Ali Aykut, Pirsan Ltd. Sti
Mr. Turgut Ayker, Aysan Ltd.
Mr. Mustafa Arin, Karlık Memba Suyu Aydın
Mr. Erol Esit, Evin Ltd.
Mr. Yavuz çullu, Ege Biracılık Ve Malt San.A.S.
Mr. Ahmet Gölcüoğlu, Tukas A.S.
Mr. Ali Nail Kubalı, NCM Danışmanlık
Mr. Saçay Turgay, Dersan Deri San.

Annex III

Work Programme

Tuesday, 11 June, Afternoon

Arrival of participants to Izmir
15.00 - 18.00 Registration for the Meeting

Wednesday, 12 June, Morning

09.30 Opening of the Meeting
09.30 Addresses by representatives of Chamber, UNIDO and FAO
10.30 - 12.30 Presentation of proposals for co-operation by Chamber representative and project sponsors

Wednesday, 12 June, Afternoon

14.30 - 18.00 Bilateral discussion
on industrial co-operation projects (I)

Thursday, 13 June, Morning

09.00 - 12.30 Bilateral discussion
on industrial co-operation projects (II)

Thursday, 13 June Afternoon

14.30 - 18.00 Bilateral discussion
on industrial co-operation projects (III)

Friday, 14 June Morning

08.00 - 12.00 Visits to industrial plants

Friday, 14 June, Afternoon

14.00 - 16.00 Presentation and adoption of the Report
Closure of the Meeting