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SOLIDARITY MEETING FOR CO-OPERATION
IN THE INDUSTRIAL DEVELOPMENT
OF BOTSWANA

Gaborone, Botswana, 21 - 25 October 1991

REPORT*

* This document has not been edited.

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INTRODUCTION

The Solidarity Meeting for co-operation in the Industrial Development of Botswana, organised by the United Nations Industrial Development Organisation (UNIDO) in co-operation with the Government of Botswana was held in Gaborone from 21 to 25 October 1991.

This was the sixteenth in a series of Solidarity meetings to promote the industrial development of the least developed countries which UNIDO has been organizing since 1979 in co-operation with the governments of the countries concerned. Its main purpose was to examine and agree on forms of co-operation aiming at implementing industrial projects in Botswana, specially in the small and medium scale industries. Several possibilities for such co-operation were identified.

The participants examined the needs of Botswana in terms of industrial development on the basis of 34 projects presented by the host country from both public and private sectors. To this end, they proposed modalities of co-operation between Botswana industrial promoters and the participating countries. This co-operation would consist of the following: training, technical assistance, exchange of information and know-how, supply of equipment, joint ventures and similar forms of entrepreneurial co-operation.

The main documentation prepared for the meeting covered "The economic policy and the development strategy of the Republic of Botswana" (PPD. 203 (SPEC)) dated 22 July 1991 and "Project Proposals for Industrial Co-operation" (PPD. 203/Add.1/Rev.1(SPEC)) dated 26 July 1991.

I ORGANIZATION OF THE MEETING

Participation

The following countries and organizations participated in the meeting: Brazil, India, Pakistan, Romania, Thailand, Turkey, Yugoslavia, UNIDO, UNDP, APDF, SADCC. China attended the official opening.

A large number of industrial promoters and representatives of institutions/organisations from Botswana also participated in the meeting's work.

List of participants is presented as Annex 2.

Election of offices

The following officers were elected:

Chairman: Mr J. Raheem Hosseini, Representative of the Botswana Confederation of Commerce, Industry and Manpower (BOCCIM)

Vice Chairman: Mr A.P. Singh, Joint Secretary
Ministry of Industry, Government of India

Rapporteur: Mr D. Tsheko, Representative of the Ministry of Commerce and Industry of Botswana.

Adoption of the Agenda

The agenda was adopted as follows:

1. Opening of the Meeting

- Inaugural address by the
Acting Minister of Commerce and Industry
Honourable A.M. Mogwe

- Address by the Head of the Delegation of UNIDO

2. Election of the Chairman, Vice-Chairman and Rapporteur

3. Adoption of the Agenda and of the Working Programme

4. Presentation on Industrial Development Policies by:
 - the representative of Botswana Development Corporation
 - the Heads of Delegation from participating countries
5. Bilateral Discussions on Industrial Co-operation Projects
6. Other Business
7. Adoption of the Report of the Meeting
8. Closure of the Meeting

The meeting also adopted the working programme as contained in Annex 3.

II OPENING OF THE MEETING

The meeting was called to order by the Director of Industrial Affairs, Ministry of Commerce and Industry of Botswana who welcomed the participants to the meeting.

The meeting was officially opened by the Honourable A.M. Mogwe, Acting Minister of Commerce and Industry. In his speech the Minister underlined the fact that the Solidarity Meeting for Co-operation in the Industrial Development of Botswana was organized at a time when many important changes with far-reaching implications for the industrial development of the lesser developed economics of the world were taking place across the globe. These developments would bring about major structural changes in global and national industrial production and financial markets. He stressed that these developments at the same time opened up opportunities for greater production factor mobility in areas which developing countries could play a significant role.

Referring to the economic development of Botswana, the Honourable Mr Mogwe stated that economic growth during the 6th National Development Plan (1985-1991), was higher than the 4.8% per year increase forecast in the Plan. This important achievement was mainly due to the strengthening of the international diamond market so that Botswana's diamonds were sold at higher prices than had been anticipated. He stressed the important role of the Agricultural Sector in the overall development of the country's economy as 70-80% of the total population lived in the rural areas where agriculture was the predominant economic activity.

Against this background, the Acting Minister of Commerce and Industry emphasized the need for the diversification of the economy and private sector development, and observed that these constituted some of the major thrusts of the 7th National Development Plan (NDP7 - 1992 - 1997).

On the Government's industrial development policy, the Minister noted that its key objective was to encourage greater private sector participation in development of the manufacturing sector, which should contribute to: Creation of productive jobs, training for jobs with high productivity, increasing the value added, or GDP, accruing in Botswana; the diversification of the productive sectors of the economy and consequent reduction in vulnerability to economic factors beyond Botswana's control, and the dispersion of industrial activities to rural areas. The Minister stated that although foreign investment was a policy objective in its own right, it should not unduly crowd out small indigenous investors, especially in those areas which had been identified and reserved for Botswana's entrepreneurs. He stressed that foreign investment augments domestic productive capital, brings in technology, skills, ideas, management techniques and knowledge of foreign markets. Therefore, Botswana welcomed foreign investment for export oriented production, import substitutions and the establishment of labour-intensive industries.

Finally, the Minister informed the meeting about a wide ranging package of incentives that Government offered to investors including the Financial Assistance Policy (FAP), free transfer of profits, tax holiday and other tax incentives, a liberal foreign exchange regime and other industrial incentives. He mentioned a special incentive package which had been devised for export-oriented projects located in Selebi Phikwe. Such projects should employ a labour force in excess of 400 people within two years of the date of their establishment and maintain the employment at that level or above. The product must be promoted by an international company which has been in existence for at least ten (10) years and invest at least 25% of the project's combined fixed and working permanent working capital as equity. He ended his speech by declaring the "Solidarity Meeting for Co-operation in the Industrial Development of Botswana" officially opened.

The Director of Area Programmes Division of UNIDO, on behalf of the Director-General of UNIDO, welcomed the participants to the important meeting organized in Botswana. He then mentioned that the Director General had asked him to convey to the Honourable Minister and through him to His Excellency the President, the Government and people of Botswana his greetings and appreciation for the excellent co-operation which had existed over the years between Botswana and UNIDO.

The Director went on in saying that the meeting was taking place at a time witnessing dramatic developments in the world economy, notably in the USSR and Eastern Europe, the establishment of preferential trade area from Argentina to Alaska, the new economic and financial policies which would go into effect in the EEC region - starting from January 1992 - these developments coupled with the net decline of investment resources into Africa meant that the developing countries in general and the African countries in particular should pay more attention to the ECDC and TCDC programmes. He underlined that the organization of solidarity meetings, among other programmes, was an important instrument for enhancing the development of the least developed countries.

The Director of Area Programmes Division praised the efforts deployed by the Government of Botswana for increasing the industrial development of the country. In this context it was noted that during the 6th National Development Plan (1985 - 1991) the economic growth had been faster than 4.8 per cent per annum increase predicted in the plan. Although it was largely due to an improved diamond market, the non-mining sectors of the economy also recorded impressive gains. In the future, the more agricultural policy will focus on increased and sustained farm production with emphasis on diversification of agricultural products, inputs, technologies and markets and greater linkages of the sector with other productive sectors of the economy, particularly the industrial sector. Then, he said that UNIDO was pleased to note that in the seventh National Development Plan (1992-1997) the Government of Botswana would give priority to diversification of the economy and the promotion of the private -sector, particularly within the industrial sector. Referring to the importance of developing the private sector as the main agent of production, the speaker underlined that this required decisive action by the Government in providing the necessary policy framework, fiscal and financial incentives and institutional support, particularly in respect of technology acquisition, marketing, management and technical training.

He further said that the meeting offered a unique opportunity for promoting co-operation between Botswana project sponsors and participants from other countries in view of the launching of the new National Development Plan and the adoption of new legislative and financial measures aimed at ensuring the diversification of the economy. The primary objective of the meeting, the speaker said, was to promote Co-operation between Botswana and the invited countries and organizations on specific projects involving transfer of technology and know-how, delivery of equipment, expertise, training and other forms of Co-operation.

The Director of Area Programmes went on to say that the conversion of UNIDO into a specialized agency had reinforced the convection of member states about UNIDO's major role and great potential for Co-operation among developing Countries. In this

context he mentioned the fact that UNIDO's policy making bodies had emphasised the need to strengthen the programmes of Co-operation among developing countries, in particular in the field of upgrading and training of manpower, transfer of technology, as well as mobilization of financial resources for the enhancement of their industrial growth.

He concluded by encouraging participating countries to establish or to strengthen bilateral co-operation links with Botswana. In this context UNIDO would continue, within the follow-up to the meeting, to foster contacts between the host country and the participating countries in order to reach practicable and tangible results.

III STATEMENT BY HEADS OF DELEGATION

The heads of delegation expressed their sincere gratitude to the Government of Botswana for the warm welcome and the hospitality extended to all participants. They also underlined how much they were impressed by the efforts of the Government of Botswana for the promotion of economic and social development.

They also expressed their appreciation for the efforts of UNIDO in the organization of the Solidarity Meeting and stressed that such activities should be further promoted.

The heads of delegation underlined the importance of industrialization in the process of economic and social development, informed about the experience of their respective countries in this field and referred extensively to the possibility of establishing or strengthening the bilateral relations between participating countries and Botswana.

In addition they underlined the importance of South-South co-operation, in conjunction with North-South co-operation, for achieving harmonious economic growth, the development of all nations and in particular the industrialization of the developing countries. Furthermore, the heads of delegation indicated several concrete projects and fields of interest to them, which are summarized in the following paragraphs.

The representative of Botswana Development Co-operation (BDC) made a presentation on the industrial development policy of Botswana in order to better define the framework of the projects presented in the meeting and to allow the participants to judge them in the context of the industrial policy of the country.

The head of delegation of India noted with satisfaction the fruitful collaboration with Botswana citing that only three months ago a delegation from Indian Confederation of Engineering Industries visited Botswana and had fruitful inter-action with thirty companies and 7 chartered Accountants and Consultants. They were able to discuss projects in the Ministries of Works, Transport and Communications; Commerce and Industry; Botswana Development Corporation. Possibilities for investment in sectors like copper, cement, leather processing, textiles and garments were thoroughly examined and preliminary agreed upon. He further indicated that in addition to some projects already identified which are of interest to Indian Companies, India would be interested in helping Botswana in developing the limestone and paper industries by establishing small and medium size plants. He also highlighted the possibilities that India could offer for on-the-job training of Botswana representatives.

The head of delegation of Pakistan stated that his country had always shown full solidarity with the developing countries in all forms and had actively participated in most of the solidarity meetings organized by UNIDO. In pursuance of these meetings a large number of areas for joint co-operation were identified between Pakistan and other countries. He further indicated that his country was able to enter into all kinds of co-operation in sectors such as textiles, leather, chemicals, fertilizers and agro-based industries. Pakistan could offer training facilities, consultancy services and could supply equipment on mutual acceptable terms. As part of Pakistan contribution towards assisting other developing countries, specially the least developed countries, he mentioned that during the 1986 Commonwealth Conference of the Non-Aligned countries, Pakistan offered an amount of 50 million rupees which allowed, among others, the training in Pakistan of some 600 trainees from developing countries, including Botswana. He went on to say that the government of Pakistan is in a process of offering a similar programme for the period of 1992-1997 worth some 100-120 million rupees.

The head of delegation of Romania covered extensively a number of issues related to the restructure of the economy of the country. He also pointed out the main lines of future economic development of Romania which should ensure the transition from the centrally planned economy to a free market economy in which the private sector would have an important role to play. Therefore, it was expected that a wide range of co-operation programmes could be implemented with both, developed and developing countries. He then mentioned some industrial sectors such as mechanics, chemicals, building materials for which Romania was equipped and prepared to enter into co-operation with local industrial promoters. In this context, the head of delegation cited a number of specific projects identified and prepared by local sponsors in co-operation with UNIDO. Enterprises and companies in Romania could offer

engineering services, technical assistance, training, consultancy and feasibility studies and delivery of equipment.

The head of delegation of Turkey stated that Turkey has always given special importance to its economic and technical relations with developing Countries, including those of the African continent. He noted that the documentation on Botswana industrial policy and the concrete project proposals was studied in detail by Turkish enterprises and companies. As a result of the study they reached the conclusion that there was some possibilities for entering into a mutual advantageous co-operation. He further referred to the Turkey-UNIDO in-plant group training organized every year by Turkish companies in various sectors and invited Botswana institutions to take advantage of it. In conclusion, the speaker indicated the projects submitted by Botswana which were of interest to Turkish companies, mainly in the sectors of building materials, leather and leather products, electric machines.

The head of delegation of Yugoslavia pointed out that the inter-action and the discussion during the meeting would provide both the local sponsors and the participating countries and organisations with additional information on the possibility of entering into mutually advantageous forms of co-operation. Therefore he expressed his conviction that at the end of the meeting his delegation would reach preliminary agreements with local promoters aimed at further promoting the co-operation between Yugoslavia and Botswana. He further mentioned some projects of primary interest for the Yugoslav companies, mainly in the sector of building materials, leather and mechanics.

The head of delegation of Brazil referred extensively to the experience achieved and the possibilities offered by his country in many industrial sectors. These results, he underlined, place Brazilian companies and institutions in a good position for entering into all kinds of co-operation with other developing countries, including Botswana. In this context he noted the readiness of his country to implement projects in sectors like mining and metallurgy, irrigation and water distribution, textiles and footwear, ceramic, transport etc. He went on to say that the Brazilian Association of Machinery and Equipment Industries (ABIMAQ), after examining the documentation provided by the local sponsors, was in a position to offer a wide range of types of co-operation, including technical expertise elaboration of studies, training. In conclusion he indicated a number of projects of primary interest to his delegation, in particular those covering textiles, glass, ceramics, and wood processing.

The head of delegation of Thailand informed the meeting about his country's policy in the field of industrial development underlying that the government was acting more as a promoter than as a controller or regulator of economic development. Consequently the private sector was becoming the main engine of the industrial

development. He went on to say that during the last years the private sector made a valuable contribution towards the development of electronics, textiles and garments, agro-industry, metal working, leather, handicrafts. He further underlined that his country was ready to share its experience with the host country and was willing to provide any possible assistance in sector related to textiles, garments, jewelry, metal working, wood processing, leather products, as well as in the promotion of small scale and cottage industries.

IV SUMMARY OF BILATERAL DISCUSSIONS

During the meeting, the local industrial promoters provided ample information on the economic and investment policies of Botswana and explained the scope and nature of the project proposals submitted to the meeting. A total of about 34 project proposals were submitted by 19 industrial promoters.

The representatives of the invited countries provided detailed information about their countries, capacities and capabilities in various industrial sectors, as well as on the nature of co-operation they were ready to enter into with Botswana companies.

The visit to SOLAR POWER offered to participants the possibility to see the technology used and the results obtained in these particular sectors. In addition, individual delegations visited other industrial establishments or local companies.

The UNIDO secretariat gave a general review of its programme for economic and technical co-operation among developing countries. It has also provided ample information about UNIDO's technical assistance projects implemented in various fields, as well as under trust funds arrangements.

During three days of bilateral discussions, approximately 80 bilateral meetings took place. These discussions took place between Botswana public and private industrial promoters and delegations of Brazil, India, Pakistan, Romania, Thailand, Turkey and Yugoslavia. A detailed project by project summary of the results of the bilateral discussions is given in Annex 1.

The results reflect a high degree of active participation by all participants in the meeting. The projects discussed and some preliminary agreements reached cover such areas as: transfer of technology and know-how, supply of equipment, training, technical expertise, consultancy etc. The positive results of the meeting indicate that the potential for economic and technical co-operation among developing countries clearly exists. Besides the results reached during the meeting

itself, the participants saw their participation and contacts made during the meeting as being very positive and fruitful, particularly for future mutual advantageous industrial co-operation.

V RECOMMENDATIONS

1. The meeting strongly recommended that the contacts made in Botswana 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/fares, organization of seminars, round-tables etc.
2. 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 various projects.
3. 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 examined during the meeting
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 meeting 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 meeting. To this end, the co-operating parties should provide UNIDO with the required information.
7. UNIDO and other organizations of the United Nations system should continue their support in promoting the co-operation among developing countries in sectors of mutual interest.

VI. ADOPTION OF THE REPORT AND CLOSURE OF THE MEETING

The Raporteur of the meeting, Mr. D. Tsheko, submitted the draft report, explained its structure and content, chapter by chapter. The meeting adopted the draft report at its plenary session on 25 October 1991 and requested UNIDO to finalize and send it officially to all the participants.

During the closing session, the representative of Africa Project Development Facility (APDF) explained in detail the APDF objectives, structure and its sources of financing. He indicated that APDF was set up in 1986 when the United Nations Development Programme (UNDP), the African Development Bank (ADB) and the International Finance Corporation (IFC) joined in an effort to assist African entrepreneurs in promoting small and medium sized enterprises. He elaborated on APDF procedures related to the preparation of feasibility studies and the identification of technical partners. He underlined that nine projects had been completed in Botswana. In conclusion he encouraged local sponsors to complete the documentation of their projects and approach APDF for support in the implementation of the projects.

The Director of Area Programme Division of UNIDO, in his closing remarks, underlined that the positive results of the meeting marked the beginning of intensive efforts to be done during the follow-up period. The participants in the bilateral discussions established good and useful contacts and agreed to work together towards reaching final agreements on implementation of projects. The speaker explained further that the ECDC/TCDC concept should be more project-wise oriented and the actual co-operation should cover investment, as well as what invited countries could offer as study tours, training facilities, technical visits, etc. He further indicated that during the follow-up stage, advantage should be taken of the programmes and projects covered under the Industrial Development Decade for Africa Programme (IDDA-II) of UNIDO. Finally, he thanked all delegations for their contribution to the success of the meeting.

The Head of delegation of India, Mr. A.P. Singh, Joint Secretary, Ministry of Industry, speaking on behalf of all participants, thanked the Government of Botswana and UNIDO for the excellent preparation and organization of the meeting which would contribute substantially to the promotion of co-operation between local entrepreneurs and companies/institutions of the participating countries. Underlining that the positive results of the meeting marked the beginning of a long term process of co-operation, the Indian delegate expressed his conviction that the exercise would continue for the benefit of the industrialization of Botswana.

The Permanent Secretary of the Ministry of Commerce and Industry of Botswana, Mr. M.I. Mokone, placed on record his Government's gratitude for the holding of the meeting. During one week discussions, he said, the local sponsors learned much about possibilities for promoting their projects through co-operation with other developing countries. After mentioning some of the problems his country was faced with, such as lack of capital, limited market and insufficient management skills, the Permanent Secretary invited the participating countries to co-operate with Botswana for solving these problems and to initiate further initiatives. As part of the follow-up to the meeting, the Permanent Secretary indicated that priority should be given to the implementation of projects in the areas of training, management and consultancy. He went on to say that the Ministry of Commerce and Industry would benefit of the UNIDO's and other UN agencies' programmes related to the regional co-operation: which primary role should to be played by the private sector. In conclusion, the Permanent Secretary expressed the hope that the Meeting, in addition to identifying funds for industrial investment, also identified partners in a lasting and advantageous co-operation.

In his concluding remarks, Mr. R. Hosseini, Chairman of the Meeting, thanked UNIDO for making the meeting possible and expressed his appreciation for the participation of developing countries in the meeting's work. Underlining the stability of which Botswana was benefiting politically and economically, the Chairman went on to say that this permitted a steady development of the industry, expansion of the rural development, adoption of initiatives, use of facilities provided by the public institutions and participation of the private sector in the industrial development of the country. As to the positive results of the meeting, the Chairman said that they proved the unity which existed among developing countries. The Chairman further said that the combination between the stability in Botswana and the unity demonstrated during the meeting constituted the basis for a useful co-operation in the future. He thanked every one who had been involved in the planning, organizing and servicing the meeting and who had contributed to its success.

He then officially closed the meeting.

RESULTS OF BILATERAL DISCUSSIONSCOUNTRY BRAZIL

SL	PROJEC: TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
1.	Establishment of Cement Industry in Botswana (No. 2) Ministry of Commerce and Industry	Technology - Zanini S/A	Joint Ventures	Distribution of document among the potential partners - Brazilian answer in three weeks, about their interest to enter into co-operation.
2.	Oilseeds Extraction Plant (No. 3) Ministry of Commerce and Industry	Technology: TNL: Asuotec Partner: Technac/Zillo	Joint Ventures/ Training Technical assistance Others	Visit the plantation of sunflower in Botswana by Brazil company. Investigation of production of oil for electrical use. Two weeks to obtain and examine information.
3.	Production of Glass Containers (No. 4) Ministry of Commerce and Industry	VIDROS VITOM/Nadir Figueredo	Equipment/Technology/ Partner	(Very important) Study on the possibilities to diversify the production to be examined by the Brazilian partner (Not only container but also cups and others)
4.	Manufacture of Boots Itemogeng Manufacturers (No. 11) Mr. P.H. Pheto	Malak Shoes/Maquinas Klein/MINACO and others	Design/Moulders/ Marketing Partner	In three weeks the Brazilian answer will be communicated.

COUNTRY BRAZIL

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
5.	Paint Manufacturers (No. 12) Mmala Paints/P. Ramaloko	Maquinas Renard/Treu/ Contirental	Technology/equipment	Brazilian partner has to study the raw material. Two weeks to answer.
6	Cotton Shoes (No. 14) Sino Botswana (Pty) Ltd.	Malak shoes/Semeraro	Designer/moulders/ Partner/Equipment	Three weeks for Brazilia answer.
7.	Leather Manufacture (No. 15) BGI Tanning Co.	Look for partner with technology and resources.	Designer/Moulders/ Partner/Equipment	Three weeks for Brazilia answer.

COUNTRY: INDIA

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED
1.	Cement project B.D.C. B.T.C. (New)	To be identified.	Joint venture Machinery supply technical collabo- ration	Quantity and quality of lime stone to be determined and intimated.
2.	Matches Factory (No. 6) Mr. Kobedi	To be identified.	Training and visit to paper matchstick	A training to be arranged in association with UNIDO.
3.	Gem Clips etc (No. 7) Mr. K.K. Molojiwa	To be identified.	Offers from machines suppliers	Details obtained by fax from National Small Scale Industries Corporation of India.
4.	Leather Products BGI Tanning Co. (No. 15)	To be identified.	Expert from India to advise about upgrading finished leather Two skilled workers to be trained in India.	Detailed programme to be worked out in co-operation with UNIDO.
5.	Grey Blankets (No. 18) M/S Lepai Enterprises	To be identified.	Joint venture	They are looking for a 500,000 Pula project with personal investment of 10,000. Want a factory manager for a one year contract.
6.	<u>Others</u> Bolts and Nuts galvanising plant Mini cement plant 8 tp/day capacity Rural Industry Innovation Centre	To be identified.	Details of machinery and a line of credit	Proposals shall be sent from India within 2-3 months.

COUNTRY PAKISTAN

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
1.	Gelatin Manufacture (NO. 1) Ministry of Commerce and Industry	To be identified in Pakistan. and communicated later.	Joint venture, consultancy, training installation and maintenance equipment	Pakistan can offer consultancy services. Industrial Advising Centre of Pakistan (IACP can be contacted for the needful). Terms and condition can be worked out. Matter may be take up officially by the Ministry of Commerce and Industry of Botswana through Pakistan High Commission in Harare.
2.	Establishment of cement Industry (No. 2) Ministry of Commerce and Industry	To be identified in Pakistan and communicated later.	Joint venture Technical assistance Installation, maintenance of equipment, Technology acquisition	Pakistan has a well developed cement industry, both in public and private. Sector cement factories can provide technical and administrative assistance The Heavy Mechanical Complex can provide cement plant to Botswana on mutually agreed terms and conditions. Firm profile, interested in the project and incentives offered, should be conveyed to Pakistan.
3.	Oilseed Extraction Plant (No. 3) Ministry of Commerce and Industry	To be identified.	Joint venture, training, technical assistance, equipment delivery, installation and maintenance of equipment.	Pakistan has well established oil extraction factories in the public and private sector. Joint venture can be established if terms and conditions/incentives and facilities/ financial aspects are worked out. Heavy Mechanical Complex can provide these plants to Botswana on mutually agreed terms and conditions. Assistance may be officially taken up by Ministry of Commerce and Industry of Botswana through Pakistan High Commission in Harare.

COUNTRY PAKISTAN

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
4.	Production of Glass Container (No. 4) Ministry of Commerce and Industry	To be identified.	Joint venture, Technical assistance Equipment delivery Installation and maintenance of equipment	The private sector in Pakistan is well established in this sector. They can provide technical assistance on mutually agreed terms and conditions.
5.	Match Factory (No. 6) Tali Matches Mr. Kobedi	To be identified.	Technical assistance required Training	The Government of Pakistan and Orient Match Company (OMCO) in private sector can help Botswana in training/technical assistance. Request has to be officially made through Pakistan High Commission in Harare to Pakistan Ministry of Industry. Terms and conditions can be mutually agreed.
6.	Rewinding, Assembling/ Manufacture of Electric Machines (No. 9) Mucklec Electrics Dr. J.R. Mukolera	To be identified.	Training, technical assistance and equipment delivery	Sector is well recognized in private sector. Private entrepreneur can be identified if terms and conditions/ incentives are clear. Matter to be taken up by the Government.
7.	Paint Manufacture (No. 12) MMala Paints/P. Ramaloko	To be identified.	Co-operation needed in almost all fields.	In Pakistan these projects are in private sector. IACP can provide consultancy and can also offer training on mutually agreed terms and conditions.

COUNTRY PAKISTAN

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
8.	Cotton shoes (No. 14) Sino Botswana (Pty) Ltd. Mr. Abdulla	To be identified.	Joint venture training etc.	IACP can provide consultancy. Joint venture can be entered into on mutually agreed terms and conditions.
9.	Manufacture of Leather Products. (No. 16) B.G.I. (Pty) Ltd.	To be identified.	Technical assistance	Leather Industrial Development Organization (LIDO) has very good expertise in leather finished garments. Matter may be taken up officially through Pakistan High Commission in Harare. On agreed terms and conditions further advancement can be made.

COUNTRY ROMANIA

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
1.	Processing of activated carbon product (No. 13) Advanced Carbon Botswana Mr. F. Bonang	To be identified.	Turn key equipment delivery including back-up, consultancy, know-how and technical assistance	Additional info will be given by the sponsor within a short time. Project to be implemented in exchange for local raw materials.
2.	Rewinding, Assembling/ Manufacture of Electric Machines, Mucklec Electrics (No. 9) Dr J.R. Mukolera	To be identified.	Training of rewinders in Romania. Testing equipment delivery.	A Romanian offer will be sent to the Botswana partner within 3 weeks.
3.	Elementar Sulphur Production (New project) B.C.L. Limited		Sulphur Processing Equipment delivery	Additional info should be provided by the partner.
4.	Establishment of Cement Industry in Botswana (No. 2) Ministry of Commerce and Industry	Uzinexport Import S.A.	Turn-key Project	Full documentation was provided by the Romanian partner. Botswana sponsor undertook to fill out the questionnaire needed in order to enable the elaboration of a technical offer.

COUNTRY ROMANIA

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
5.	Production of Glass containers (No. 4) Ministry of Commerce and Industry	ROMSIT S.A.	Technical assistance Personnel training	Botswana sponsor to provide feasibility study (made in 1982) in order to be updated by the Romanian partner.
6.	Various projects Promoter: Botswana Development Corporation (BDC)		Various forms	Romanian part expressed the interest in projects 1.1, 1.3, 1.7, 1.8, 1.9. Further details will be provided by BDC.
7.	Co-operation in agricultural machinery manufacturing. (Rural Industries Innovation Centre)	Various Agricultural Equipment Manufacturers from Romania.	Delivery of different types of machinery	Technical and commercial offers will be provided by Romanian counterpart, for small types of equipments and machinery, including man-handled tools.

COUNTRY THAILAND

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
1.	Jewellery Manufacturers Itemogeng Manufacturers (Pty) Ltd. Mr. P.M. Pheto (No. 11)	Jewelry-precious stones producers to be identified.	Joint venture starting business import products from Thailand	Botswana sponsor to provide additional information.
2.	Botswana Technology Centre (BTC)	Consulting co-operation to be identified.	Technology and consulting exchange	Concrete request or programme to be provided by BTC.
3.	Production of Glass Containers (No. 4)	Thai Investor to be identified.	Joint venture	Thailand will circulate feasibility study to the industrialists after receiving study from Botswana
4.	BIC Botswana (Pty) Ltd. Pins, clip, staple pins (No. 7)	Thai Investors, Machinery supply to be identified.	Equipments and machines supply Technical know-how Training	Thailand will disseminate all information and enquiries to parties concerned and ask them to contact directly BIC Botswana.
5	Mechanical Engineering Works/Modern Refrigeration and air conditioning (No. 10) Modern Refrigeration	Thai Entrepreneur to be identified.	Information, acquisition of equipment and know-how	Thailand will disseminate all information and enquiries to parties concerned and ask them to contact directly the local sponsor.

COUNTRY THAILAND

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
6.	Construction materials/ Raymol Estates (Pty) Ltd (New)	Construction and Supply Company to be identified.	Technical and equipment supply and information	Thailand will disseminate all information and enquiries to parties concerned and ask them to contact directly the local sponsor.
7.	Paint Manufacturer/Mnala Paints (Pty) Ltd (No.12)	Thai Investors to be identified.	Joint venture Technical know-how	Circulate information to the potential interested parties
8.	Elemental Sulphur Production BCL Limited - Mining	Thai company to be identified.	Processing for elemental sulphur production with a good system for preventing environmental pollution	Botswana will sent preliminary report for further examination. Further contacts to be established.
9	RIP - Rural Industries Innovation Center	Thai company to be identified.	Information on setting up artificial, imitation jewelry with semi precious stones	RIP will write to Thailand potential counterparts.

COUNTRY TURKEY

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
1.	Itemogeng Manufacturers (No. 11)	To be identified.	Joint Venture	If provided with additional information, it will be circulated to manufacturers. Will try to give also technical aid.
2.	Boseke Eng. Ltd Manufacture of Office and Domestic Furniture (New)	To be identified.	To meet Turkish manufacturers. Training (Technically and managerially)	Ministry of Industry and Trade of Turkey will introduce Turkish manufacturers and materials. Turkey will offer local transportation if needed. Expect further contact with Turkey or/and UNIDO.
3.	Manufacture of Leather and Leather Products. BGI Tanning Co. (No. 15)	The Leather Research Centre and Union of Leather Producers	Training, know how Technical assistance Marketing	Training programme could be arranged in Turkey. Local promoter to visit Turkey for marketing potentials and see how and if co-operation in the leather could be developed.
4.	Oilseeds Extraction (No. 3) Ministry of Commerce and Industry	To be identified.	Joint venture partner	More information needed from the project sponsor.
5.	Lepal Enterprises Mrs K.A. Moapare P.O. Box 261, Gaborone (New)	To be identified.	Manufacturing of towels, linen and blankets	Turkey in co-operation with UNIDO could provide training. Turkey could supply suitable machineries for towels and blanket weaving.
6.	Rewinding Assembling Manufacture of Electric machines (No. 9) Mucklec Electric Dr. J. R. Mukolera	To be identified	Training rewinding motors up to 100Hp Also repairing of motors.	Possibilities to be investigated in Turkey.

COUNTRY YUGOSLAVIA

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
1.	Oilseeds Extraction Plant Ministry of Commerce and Industry Fax: 371-539 (No. 3)	Elcentar Engineering, Consulting and Trade, Sarajevo Fax: (3871) 533-797	Joint venture Consultancy Trainings Technical assistance Equipment delivery Installation and maintenance of equipment Technology acqui- sition and know-how	During the discussion both side agreed that there were possibilities for co-operation for the realization of this project as a whole. Yugoslavia side would provide some technical assistance which would be defined during the negotiation of the implementation of the complete project. Elcentar will contact Ministry of Commerce and Industry, upon receiving additional data and start to explore possibilities for implementation of the project together with Botswana's project promoter who will be identified by Ministry of Commerce and Industry.
2.	Rewinding, Assembling/ Manufacturing of Electric Mucklec Electrics Fax: 353 556 (No. 9) Dr. J.R. Mukolera	Invest - Import Beograd Fax: (3811) 222-2280	Training Technical assistance Equipment delivery	Both sides agreed that there is interest of companies to co-operate in establishing an electrics service in Gaborone. Mucklec Electrics will send more details about project for Invest-Import who will, after studying, send the proposal for implementation.
3.	Itemogeng Manufacturers P.O. Pheto P.O. Box 199 Mogoditshane (No. 11)	Invest-Import Beograd Fax: (3811) 222-2280	Joint venture	Invest-Import will investigate possibilities for co-operation in realization of project and inform P.M. Pheto.

COUNTRY YUGOSLAVIA

SL	PROJECT TITLE/CAPACITY PROJECT PROMOTER	POTENTIAL CO-OPERATING PARTNERS	CO-OPERATION SOUGHT	AGREED MEASURES AND FOLLOW- UP ACTION REQUIRED
4.	Paint Manufacturer Mmala Paints (Pty) Ltd. P.O. Box 20080 Gaborone Fax: 314-396 (No. 12)	Elcentar Engineering, Consulting and Trade Sarajevo Fax: (3871) 533-797	Joint venture Leasing Consultancy Training Technical assistance Technology acquisition and know-how	Both sides agreed that there were possibilities for co-operation on the realization of this project. Mmala Paints to send to Elcentar additional information.
5.	Manufacturing Leather Products B.G.I. (PTY) Ltd. Francistown Fax: 213640 (No. 15)	Invest-Import Beograd Fax: (3811) 222-2280	Technical assistance	Agreed to identify ways for co-operation for the implementation of the project. Tanning Company to contact Invest-Import.
6.	Specialized Business Incubator The Botswana Technology Fax: 377-677 (New)	Federal Secretariat for Energy and Industry Beograd	Technical consultancy for 3 months	Yugoslavia side will investigate possibilities of sending consultant and inform Botswana Technology Centre about the results.
7.	Elemental Sulphur Production BCL Limited Gaborone Fax: 351477 (New)	Energoprojekt Beograd Lenjinov Bul. 20 11070 Novi Beograd Fax: 38-11-222-4200	Technical assistance and loan	It was agreed that Energoprojekt is to propose ways and means of assistance as well as possibility of eventual financing of consultancy services. The response to be communicated within two weeks.

Working Programme

- Sunday, 20 October 1991 - Arrival of delegates at Gaborone
- Monday, 21 October 1991
- 09.00 - 10.30 - Registration of delegates
 - 10.30 - 12.00 - Opening session
 - a) Inaugural address by the Acting Minister of Commerce and Industry, Honourable A.M. Mogwe
 - b) Address by the Head of UNIDO delegation
 - Election of Officers (Chairman, Vice-Chairman and Rapporteur)
 - Adoption of agenda and of the working programme
 - 12.00 - 14.00 - Lunch
 - 14.00 - 17.00 - Presentation on industrial development policies by:
 - the representative of Botswana Development Corporation (BDC)
 - the Heads of delegation from participating countries

Tuesday, 22 October 1991

- 09.00 - 12.00 - Bilateral discussions between local industrial promoters and representatives of participating countries on industrial co-operation projects (1)
- 12.00 - 14.00 - Lunch
- 14.00 - 17.00 - Bilateral discussions (2)

Wednesday, 23 October 1991

- 09.00 - 12.00 - Bilateral discussions (3)
- 12.00 - 14.00 - Lunch
- 14.00 - 17.00 - Bilateral discussions (4)

Thursday, 24 October 1991

- 09.00 - 12.30 - Visits to plants
- 12.30 - 14.00 - Lunch
- 14.00 - 17.00 - Bilateral discussions (5)
- Contacts/exchange of views and information between local industrial promoters and observers representing organizations and financial institutions.

Friday, 25 October 1991

- 10.00 - 13.00 - Other business
- Presentation of the Report of the meeting
- Closure of the meeting

List of Participants

BOTSWANA

Ministry of Commerce and Industry

Mr. G.L. Motsemme, Director of Industrial Affairs
Mr. D. Tsheko, Assistant Director of Industrial Affairs
Mrs. T. Ndzingo, Principal Industrial Officer, Coordinator South
Ms. B.S. Gofhamodimo, Acting Senior Industrial Officer
Mrs. D. Mpabanga, Senior Industrial Officer
Ms. F.K. Makgekgenene, Assistant Industrial Officer

Local promoters of projects

Mrs. Kabelo Moapare, Lepai Enterprises
Mr. Joseph Makwinja, BGI Tanning
Mr. Miro Rubezic, Montenegro
Mr. Bonang Friday, Advanced Carbon Manufacturers
Dr. Joseph R. Mukolera, Mucklec Electrics
Mr. Paul Ramaloko, Mmala Paints
Mr. Raheem Hosseini, Kgalagadi Resources Development Company
Mr. Kobedi Kobedi, Tau Matches
Mr. T.J. Molefhe, Modern Refrigeration & Air Cond.
Mr. Patiko Modiko Pheto, Itemogeng Manufacturing
Mr. Kgosiemang K. Molosiwa, BIC Botswana and Tau Matches
Mr. Abdul Wahab Abdulla, Sino Botswana
Mr. Vukani Mlambo, Bosele Engineering
Mr. Gilbert Mokhuchedi, Bosele Engineering

Botswana Confederation of Commerce, Industry and Manpower (BOCCIM)

Mr. R. Ash, Management Assistance Specialist
Ms. D. Sebonego, Public Relations Officer

Botswana Technology Centre (BTC)

Dr. L.A. Huff, Principal Economist
Mrs. T.S. Kesupile, Senior Economist

Bamangwato Concession Ltd (BCL)

Mr. O.P. Mmopi, Liaison Officer

Rural Industries Promotion (RIP)

Mr. David Inger, Managing Director

Rural Industries Innovation Centre (RIIC)

Mr. S. Dinat, Business Manager

Botswana Development Corporation (BDC)

Mr. B.M. Disele, Marketing Manager

DCEC

Mr. Jean-Claude Mellor, Economic Adviser

BRAZIL

Mr. Joao Neto Abdalla, Chief of Promotion Trade Division,
Brazilian Association of Machinery and Equipment Industry
(ABIMAQ), and Representative of External Foreign Ministry

CHINA

Mr. Bai Changhin, Charge d'affaires a.i. Embassy of the People's
Republic of China in Botswana
Mr. Luo Hongbin, Economic Counsellor, Embassy of the People's
Republic of China in Botswana

INDIA

Mr. A.P. Singh, Joint Secretary, Ministry of Industry

PAKISTAN

Mr. Mohsin Razi, Director, Economic Coordination-II, Ministry of
Foreign Affairs

ROMANIA

Mr. Bogdan Calin Popescu, General Director International
Relations Division, Ministry of Industry
Mr. Mihai Avram, Counsellor, Ministry of Industry
Mr. Ioan-Vifor Ionita, General Manager, Financing and Economic
Efficiency, Ministry of Industry

THAILAND

Mr. Thamnu Vasinontha, Director, Thailand Management Development
and Productivity Centre, Ministry of Industry
Mr. Songkram Thamagasorn, Director, Foreign Relations Division
Office of the Permanent Secretary, Ministry of Industry.

TURKEY

Mr. Burhan Ilkbay, Deputy Director-General for Co-ordination with the European Community, Ministry of Industry and Trade

YUGOSLAVIA

Mr. Slavomir Milovanovic, Adviser, Federal Secretariat of Energy and Industry

Mr. Tihomir Nenadic, Regional Director, ENERGOPROJEKT Company, Harare, Zimbabwe

OTHER ORGANIZATIONS

United Nations Development Programme (UNDP)

Ms. Elizabeth Fong, Resident Representative

Ms. Ann Blasten, JPO

African Project Development Facility (APDF)

Mr. Andrew Thomas Hayes Sergeant, Investment Officer

Southern African Development Co-ordination Conference (SADCC)

Dr. Chungu Mwila, Economist

List of Projects

<u>Title of Project</u>	<u>Sponsor</u>
1. Geletain Manufacture	to be identified.
2. Establishment of Cement Industry in Botswana	to be identified.
3. Oilseeds Extraction Plant	to be identified.
4. Production of Glass Containers	to be identified.
5. Manufacture of Vaccines	to be identified.
6. Match Factory	K.K. Molosiwa K. Ebedi of Tau Matches
7. Pins, Clip, Staple Pins, Gem Clips Production	K.K. Molosiwa
8. Rotomoulding Plant and Solar Power	Kgalagadi Resources Development Company T/S Solar Power R. Hosseini/Nettey
9. Rewinding, Assembling/Manufacture of Electric Machines	Muckleck Resources J.R. Mukolera
10. Electrical/Mechanical Engineering Works	Modern Refrigeration and Air Conditioning K. Sebonego
11. Itemogeng Manufacture	P.M. Pheto
12. Paint Manufacture	Mmala Paints P. Ramaloko
13. Processing of Activated Carbon Product	Advanced Carbon Botswana M. B. Mowaneng
14. Cotton Shoes	Sino Botswana A.W. Abdulla
15. Manufacturing Leather Products	BGI Tanning Company

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| 16. ALGO Industry | Algo Spinning and Weaving Mills, M. Mustak |
| 17. Production Solar Heaters | R. Hosseini - Solar Power |

New Projects

- | | |
|-----------------------------------|--|
| 18. Blankets Manufacture | Mrs. K. Moapare |
| 19. Lobatse Leathers (Pty) Ltd. | Botswana Meat Commission |
| 20. GRP Botswana (Pty) Ltd. | Metswedi and Norwegian Firm |
| 21. Ngotwane Textiles (Pty) Ltd. | Lonrho and Botswana |
| 22. Kvena/Rocla (Pty) Ltd. | Kvena Concrete Products |
| 23. Bedi Fabrics and Garments | Foreign investor |
| 24. Gold and Silver Manufacturers | BDC |
| 25. Copper Rod Production | A Zambian Investment Company |
| 26. Haka-la-Phala Cement | BDC and a South African Company |
| 27. Panda Milling (Pty) Ltd. | Four companies from Australia, Botswana and South Africa |
| 28. Exotic Skins (Pty) Ltd. | Botswana Companies |
| 29. Mowana Lodge | Cresta Marakanelo, BDC |

Project 18 to 29 promoted through BDC.