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REGIONAL AFRICA

HIDES & SKINS, LEATHER AND LEATHER PRODUCTS IMPROVEMENT SCHEME

US/RAF/88/100/11-71

TECHNICAL REPORT (*)

on a mission to ZAMBIA
06-15 July 1992

Based on the work of

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Backstopping officers: Juhani Berg, Aurelia Calabrò
Agro-Based Industries Branch

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1US\$ = 174 Zambian Kwacha

ZAMBIA

Mission Dates 6 - 15 July 1992

PURPOSE OF MISSION

The purpose of the consultant's mission to Zambia was to present and discuss with the Government and local representatives of donor countries the various components of the draft project document for the proposed extension of the on-going National Hides and Skins, Leather and Leather Products Improvement Scheme (US/ZAM/88/100) which is part of a large scale regional programme US/RAF/88/100 operating from Nairobi. The draft project document concentrates on development of the Leather and Footwear industry and its title is National Leather and Footwear Industry Scheme (NALFIS) US/ZAM/92/200.

The framework of the new phase was reviewed in order to assess the status of government counterpart inputs especially on hides and skins improvement activities proposed for implementation during the second phase. Proposed assistance to the private leather industrial sector through the Leather Industries Association of Zambia was discussed. The consultant's work schedule is annexed to this report and consisted of meetings with senior government officials, UNDP representative, UNIDO Country Director, representatives of various donor agencies and members of Leather Industries Association of Zambia. Field visits were made to the proposed hides and skins improvement target area at Mwanamainda and Turnpike.

INTRODUCTION

Zambia has good potential for the development of its leather industrial sector as most of the country is suitable for livestock farming. In order to realize this potential which has been hindered by constraints such as poor quality raw hides and skins, low recovery of the raw materials, as well as operational problems in the tanning and leather products industrial sector, government and international support is required.

Implementation of UNIDO's proposed assistance during the second phase is expected to follow the experience gained during the implementation of the ongoing project US/ZAM/88/100 and to utilize resources already at the disposal of this project. UNIDO's national expert will continue to co-ordinate activities aimed at improving the quality of raw hides and skins through introduction of new UNIDO grading system and incentive scheme for producers as well as the implementation of rehabilitation/developmental activities in the industrial sector. The implementation will also be carried out through the fielding of international experts on various leather industry areas of expertise and will be supported administratively by the regional office in Nairobi and UNIDO headquarters in Vienna.

The Zambian government sectoral development strategy and objectives as set out in the Fourth National Development Plan (1989-1993) is supportive of the immediate

objectives in the draft project document US/ZAM/92/200 as it aims at:

- (a) Increased utilization of local resources and strengthening of linkages within the economy
- (b) Supporting and enhancing the development of small scale and medium scale industries
- (d) Ensuring adequate environmental protection in the manufacturing sector

FINDINGS

The consultant's field mission programme was drawn by UNIDO Country Director Dr. E. Taylor and the project's National Expert Mr. C. Siulapwa. In the programme the consultant was required to present the framework of the proposed second phase of UNIDO's project to local representatives of donor countries and agencies in order to acquaint them fully with the proposed activities in the draft project documents of the Regional and National Leather and Footwear Industry Scheme (NALFIS) US/ZAM/92/200. The need to introduce the project to non-traditional donors and the element of implementing certain components of this UNIDO project through the revolving fund was emphasized.

Meeting at Royal Norwegian Embassy (NORAD) 8 July 1992

Present:

H.J. Svendsen	Senior Programme Officer, Industrial and Commercial Sector (NORAD)
S. Kiruthu	UNIDO Leather Industry Consultant
C. Siulapwa	UNIDO National Expert

The consultant explained to Mr. Svendsen about the project's current on-going activities under US/ZAM/88/100 and the concept underlying the proposed second phase US/ZAM/92/200 which is the National Leather and Footwear Industry Scheme (NALFIS). Mr. Svendsen indicated that his role is to promote the industry with particular emphasis on privatization and therefore the proposed UNIDO project has good components which are in line with the increased role of the private sector in the leather industrial sector development.

Norad at this stage was not in a position to elaborate on its possible role in assisting the project but would consider it if presented to it for bilateral assistance by the Government of Zambia.

Meeting at National Commission for Development Planning

Present:

Mr. Mwale	-	Director NCDP
S. Kiruthu	-	UNIDO Leather Industry Consultant
Jorgensen	-	UNIDO JPO
C. Siulapwa	-	National Expert

Mr. Mwale who was already acquainted to the National Expert and UNIDO JPO was introduced to the consultant by Mr. Siulapwa. The consultant explained the purpose of his mission which apart from checking on the Government counterpart inputs for the proposed second phase of the project was also to review with the

relevant Government Ministries the content of the draft project document in order to make any desirable changes.

Mr. Mwale said he was appreciative of this approach which in his view would leave little room for poor planning and would enhance the chances of success during the implementation of the project. He indicated he wished to be given copies of the last TPR meeting and mission reports should be sent together with the final project document of the proposed project US/ZAM/92/200. In his opinion the leather industrial sector has potential not only for creating employment for Zambians but also for earning foreign exchange and is therefore one of the priority areas for the Government.

Meeting at the Japanese Embassy, Lusaka

Present:

Toru Maeda	-	2nd Secretary, Embassy of Japan
Jorgensen	-	UNIDO JPO
S. Kiruthu	-	Leather Industry Consultant
C. Siulapwa	-	National Expert

This meeting had been arranged by the UNIDO Country Director as part of meetings with donor countries and agencies based in Lusaka in order to acquaint them with the activities of the ongoing UNIDO project on hides and skins, leather and leather products improvement scheme and to brief them on the foreseen activities of the proposed second phase project.

The JPO, Mr. Jorgensen introduced the consultant and the national expert to Mr. Maeda. The consultant gave the background of the ongoing regional and national projects with specific reference to Zambia and presented the intended activities should the project be extended. C. Siulapwa highlighted areas of achievement by the ongoing project and the need to continue with these activities especially on the improvement of hides and skins quality and recovery.

Mr. Maeda responded by saying he was of the opinion that the intended National Leather and Footwear Industry Scheme is a good programme which the Japanese embassy would consider when contacted through the usual government channels and after consulting with their head office in Tokyo. The Japanese embassy would also like to examine areas where there is possibility of either direct funding or indirect assistance by providing Japanese expertise.

Meeting at the Ministry of Agriculture, Food and Fisheries

Present:

Dr. M.P.C. Mangani	-	Assistant Director, Veterinary services
C. Siulapwa	-	National Expert
S. Kiruthu	-	Leather Industry Consultant

The national expert introduced the consultant to the Assistant Director of Veterinary Services who was already quite informed about the ongoing UNIDO assisted hides and skins improvement activities in Eastern and Western Zambia. Dr. Mangani expressed hope that the project will continue in order to consolidate what has been gained in the target area and extend the activities to the other

target area during the proposed extension of this project.

The consultant presented the activities foreseen during the second phase, the National Leather and Footwear Industry Scheme (NALFIS) and indicated that in order for the stated objectives in the draft project document to be achieved the necessary government counterpart inputs must be in place.

Dr. Mangani said that the government counterpart input in terms of personnel and operational costs will be put in the next budget beginning January 1993 which should be the beginning of the proposed new project. He lamented the fact that slaughtering is still done in a haphazard manner and is very scattered making hides and skins extension work difficult. He also concurred with the concept of keeping the new target area to an area of operation which can easily be covered effectively with available resources. The new target area will be in Turnpike and Mwanamaide.

The consultant indicated that emphasis will be laid on construction of new curing sheds in order to promote hides and skins suspension drying as the cost of salt has made wet salting very expensive and prohibitive. Introduction of air-suspension drying methods will be done by hosting seminars for extension officers who will be trained on the new UNIDO grading system for hides and skins. The national expert will co-ordinate training and study tours with the regional office and UNIDO headquarters, Vienna.

Meeting at the French Embassy

Present:

Mr. Florurand	-	Commercial Attache
S. Kiruthu	-	Leather Industry Consultant
C. Siulapwa	-	UNIDO National Expert

This meeting had been arranged by UNIDO Country Director as part of a series of meetings in order to acquaint the French Embassy with the ongoing UNIDO project on Hides and Skins, Leather and Leather Products Improvement Scheme's proposed extension.

Mr. Florurand said France was promoting exports into France of non-traditional goods from less developed countries like Zambia and felt that hides and skins as well as other leather products stood a good chance of penetrating the french market. Exotic skins such as crocodile skins could also be exported to France.

The consultant briefed Mr. Florurand on the project's activities at both regional and national levels as well as the proposed extension of the programme. The Commercial Attache said he would be willing to assist a delegation of leather business people possibly under the Leather Association of Zambia (LIAZ) to tour France in order to promote their products during the second phase of the project.

Meeting at the Royal Netherlands Embassy

Present:

1st Secretary, Royal Netherlands Embassy	-	
UNIDO Leather Industry Consultant	-	S. Kiruthu
UNIDO National Expert	-	C. Siulapwa

This meeting was a follow-up of a meeting previously arranged by UNIDO Country Director to brief the Ambassador on activities of the ongoing UNIDO project for National Hides and Skins, Leather and Leather Products Improvement on 13th March 1992. The Ambassador was represented by the 1st Secretary at the Embassy. Mr. Siulapwa reviewed the status of the ongoing project and the need for its extension as previously discussed during the last meeting when the Ambassador was informed that UNIDO had already drafted a project document and initiated discussions with other countries on the proposed extension of this project.

The consultant outlined the objectives and activities in the draft project document as well as the concept of the revolving fund operated by the Leather Industries Association of Zambia. The Royal Netherlands Embassy 1st Secretary hoped that his country would be able to support this project within the current policy framework which lays emphasis on the development in the Western province especially in rural health programmes. He said Netherlands pays much attention to the development of small scale industries. He further cited a problem in UNIDO project in Pakistan where environmental factors were not taken into account. He was assured by the consultant that this project has a major component on mitigation of negative impact by tannery effluents.

The 1st Secretary then advised that a copy of the final project document of the National Leather and Footwear Industry Scheme should be submitted to the Embassy when it is ready.

Meeting with H.E. Ambassador G. Mingazzini of Italy

Present:

H.E. Mr. Giovanni Mingazzini	-	Italian Ambassador
S. Kiruthu	-	Leather Industry Consultant
C. Siulapwa	-	National Expert
Jorgensen	-	UNIDO JPO

Mr. Jorgensen who represented the UNIDO Country Director introduced the consultant and the national expert to the Ambassador and explained that the purpose of the visit was to brief the Ambassador on the ongoing UNIDO project on Hides and Skins, Leather and Leather Products Improvement Scheme as well as to brief him on the proposed extension of the project.

The consultant then gave to the Ambassador the background of the ongoing project which has very substantial assistance from the Government of Italy. The operation of the project was explained to him especially on the role of the private sector in the sectoral development through trade associations. The concept behind the revolving fund was also explained and the Ambassador said that was a very interesting feature of the project. The objectives and activities in the proposed

Zambian National Leather and footwear Industry Scheme were explained to the Ambassador in great detail.

The Ambassador then said he would wait for a copy of the final project document and Zambian Government request before submitting his proposals to his foreign Ministry in Rome. In the meantime, he accepted invitation to visit projects which have already benefitted from UNIDO assistance and also to tour proposed sites for development during the second phase. The national expert was going to liaise with UNIDO Country Director and UNDP Resident Representative to effect this invitation.

Meeting at the Commission of the European Communities, Lusaka

Present:

J.P. Melo De Sampaio	-	E.E. Commission, Economic Counsellor
S. Kiruthu	-	Leather Industry Consultant
C. Siulapwa	-	National Expert

A short meeting was held at E.C. Delegation offices in Lusaka in order to acquaint the Economic Counsellor with the objectives and activities of UNIDO leather project in Zambia. The consultant gave the background of the regional and national programmes US/RAF/88/100 and US/ZAM/88/100 which are being phased out and also presented the proposal contained in the draft project document for the second phase, that is the National Leather and Footwear Industry Scheme (NALFIS). the role of the E.C. in the development of the leather sector as contained in Lome IV Convention was mentioned. The consultant also informed Mr. Melo De Sampaio that UNIDO is looking for non-traditional donor's assistance as well as cost sharing in this type of project.

Mr. Melo de Sampaio said that in the case of Zambia E.C. has a national indicative programme which is specific and is geared towards support of an Export Development Programme. The E.C. had just concluded a study which identified four sectors in Zambia where levels of production justify marketing promotion as well as other forms of assistance. These sectors are:

- (i) Horticulture
- (ii) Tobacco
- (iii) Coffee
- (iv) Textile

Unfortunately, leather sector is not included for reasons which are not very clear and therefore cannot be considered. However, within the General Export Promotion Scheme EC can facilitate participation in three or four international fairs by the Zambian Leather Industry.

In future, the situation could change when more information is provided to the EEC delegation through the Zambian National Authorizing Officer for this type of co-operation.

Meeting at the Ministry of Commerce, Trade and Industry

Present:

D.M. Manzu - UNIDO Desk Officer
 S. Kiruthu - Leather Industry Consultant
 C. Siulapwa - National Expert

Ms. Mtambo of MCTI was unavailable for this meeting as she was unwell.

The consultant briefed Mr. D.M. Manzu on the proposed activities contained in the draft project document on National Leather and Footwear Industry Scheme (NALFIS). The counterpart inputs for the components provided for the industry will not require direct counterpart inputs from the Ministry as this will be provided by the private sector under the Leather Industries Association of Zambia (LIAZ).

The major industrial activities foreseen during the implementation of this project include:

1. Establishment of a footwear component factory through shareholding by some members of the Leather Industry Association of Zambia.
2. Rehabilitation of a factory as a model for leather goods and leather garments manufacture.
3. Assistance will be provided to selected tanneries to mitigate environmental degradation caused by their activities.

All UNIDO assistance provided to the industry will be repaid through the now functional "Revolving Fund" in order to help promote hides and skins improvement activities.

Meeting with members of the Leather Industry Association (LIAZ) on 15 July 1992

Agenda:

- (1) Revolving Fund
- (2) Proposed second phase of UNIDO project
- (3) Any other business

Present:

C. Spyron - Chairman, LIAZ
 B. Chisanje - Chief Executive, Chamber of Commerce (ZACCI)
 F. Kboru - Universal
 Ms. S. Mortinoh - Bimzi Ltd
 S.D. Nonganpan - Copperbelt Shoes Ltd
 S. Kiruthu - Leather Industry Consultant
 C. Siulapwa - National Expert

The meeting was opened by Mr. Spyron who introduced the consultant to members of LIAZ.

The first agenda dealt with the revolving fund and Mr. Spyron informed the meeting that Galannia Farm had resigned as treasurer of LIAZ and therefore a new treasurer was to be appointed.

Mr. Siulapwa was called to report on the status of the revolving fund and at that time he said that the fund had 1.6 million kwacha in the last quarter. He was also pursuing Bata Zambia in order to get them to pay outstanding payments into the fund.

Regarding the proposed National Leather and Footwear Industry Scheme (NALFIS) the consultant outlined the industrial activities earmarked for implementation and particularly to members of LIAZ and UNIDO is the setting up of a Footwear components factory through share holding by members of LIAZ. Kembe proposes to contribute building as well as utilities (water, electricity). In case there will be three partners, the proposal was for share holding to be in the ratio of 50%:25%:25%. It has not been made clear who is responsible for the final feasibility study whether LIAZ or UNIDO although a number of studies have been conducted in the past.

The meeting resolved that the revolving fund repayment period will depend on case by case situation because of the rapid devaluation of the Zambian kwacha against US Dollar which could favour some members of LIAZ while being punitive to others. It was also agreed that LIAZ will participate in more hides and skins improvement activities through radio, television and distribution of pamphlets discouraging branding which continues to be a major problem for the sector.

The consultant had individual meetings with Mr. Spyron of Kembe and S. Mortinonh of Bimzi Ltd.

Mr. Spyron said that when Dr. Clonfero, UNIDO Effluent Treatment Expert visited Kembe tannery, his suggestion was that Kembe should do a very simple effluent treatment plant with a possible cost element of US\$20,000. As the consultant had not read Mr. Clonfero's report he said that this matter should be reviewed in consultation with Mr. Clonfero before the installation of the foreseen equipment as proposed in the draft project document. All the same, Mr. Spyron indicated he favoured to be assisted in purchasing of additional equipment such as sammying machines, crusting and finishing equipment.

Ms. S. Mortinonh of Bimzi Ltd said in reference to her part meeting with UNIDO consultant Mr. A. Lesuisse that the projected assistance to Bimzi was then estimated at US\$300,000 which is far more than what is foreseen in the current UNIDO budget of NALFIS for Bimzi. She indicated the priority areas for Bimzi which face problems because of lack of adequate leather and the right machinery are:

1. Production of footballs
2. Production of leather garments
3. Production of travel goods and handbags

Field Visits - Mwanamainda

The consultant and the national expert made a tour of the proposed target area of Mwanamainda. At Mwanamainda there is a cooperative society of butchers called Bibata Cooperative Society which runs the slaughter slab. This slaughter slab is currently slaughtering between 130 to 150 head of cattle per day on slaughter days and is therefore very busy.

The existing slaughter slab consists of simple structure of metal pipes with attached hooks for hanging 12 carcasses at a time. This structure is in an open yard and there is virtually no cattle enclosure so a lot of physical damage must occur to the hides before slaughter when restraining the animals.

A meeting was held with Hon. Lumina who is heading Bibata Cooperative Society and he was informed about the activities of UNIDO projects concerning upgrading quality of hides and skins through training of butchers, flayers as well as in improvement of slaughter facilities. Hon lumina expressed the willingness of the cooperative to cooperate with the national project in implementing UNIDO's objectives. A special feature of this slaughter slab is the role women play in marketing of hides. A group of ten women has the exclusive right to purchase hides from the cooperative and then market this by selling to tanneries. This group of women will require support in form of training in preservation techniques and grading of hides and skins to enhance their participation in the sector.

Bata Tannery Kafue - 14 July 1992

The visit to Bata Kafue tannery was very brief and UNIDO's assistance especially the input of Expert Zink (Tannery Machinery Maintenance Expert) have been highly appreciated by the management. Bata tannery was using green hides with average quality grades of 30% II, 40% III in one and 30% IV with no first grade. The tannery which faces problems due to high cost of salt for hides preservation has very little experience in air-suspension dried hides and skins and are therefore apprehensive about the proposed air-suspension drying in the future.

SIDO Tannery

The visit to SIDO tannery was very brief as this is not earmarked for assistance during the next phase. However, it is clear that this factory has major structural problems in relation to plant lay-out as well as the existing tannery effluent discharge system. A meeting with the management indicated that the problems were known to the management and are being slowly resolved.

In relation to availability of good quality hides the tannery lamented the fact that out of all the raw hides processed upto wet blue stage 10-15% end up as reject material.

ANNEX 1

WORK PROGRAMME FOR DR. S. KIRUTHU IN LUSAKA, ZAMBIA

Wednesday, 8 July 1992

0900 Hrs	Mr. Svendsen, H.E. Norwegian Embassy
1000 Hrs	Ms. Onder Yucer, UNDP Resident Representative
1100 Hrs	Mr. Mwale, Deputy Director, Veterinary Services, NCDP
1430 Hrs	Mr. Maeda, 2nd Secretary, Japanese Embassy

Thursday, 9 July 1992

1000 Hrs	Mr. Florurand, Commercial Attache, French Embassy
1500 Hrs	Mr. Thenissen, Ambassador, Royal Netherlands Embassy

Friday, 10 July 1992

0900 Hrs	Mr. Mangazzini, Ambassador, Italian Embassy
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Monday, 13 July 1992

1000 Hrs	Dr. R. Reyels, Ambassador, German Embassy
	Representative, World Bank
	Representative, EEC

Wednesday, 15 July 1992

	Ms. Mtambo, MCTI
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NATIONAL MIRROR - WEEKLY, JUNE 29 - JULY 5, 1992



Villagers butchering a cow for sale in Lusaka

LIVESTOCK POPULATION IN TRADITIONAL SECTOR NORTHERN PROVINCE 1990.

No	District	Cows & Oxen & Calves	Bulls	Heifers	Tollies	Total 1990	Total 1989	Inc /Dec %	Goats	Pigs	Dogs	Poultry	Sheep	Donkey
1	Kasana	536	8,508	1,656	3,433	14,133	9,079	55.67%	3,116	325	3,234	57,056	218	0
2	Mbala	1,177	8,335	2,531	1,893	13,936	14,714	-5.29%	6,059	3,448	1,723	16,121	2,430	0
3	Nakonde	1,790	13,263	2,168	4,949	22,170	19,993	10.89%	2,462	1,856	3,116	33,703	820	0
4	Isoka	3,695	21,314	12,998	11,402	49,409	25,574	93.20%	5,160	3,591	7,266	81,148	1,019	0
5	Chinsali	785	10,297	925	3,947	15,354	16,160	-4.99%	7,174	43	238	12,759	253	0
6	Mpika	195	1,585	1,006	714	3,500	2,461	42.22%	1,792	460	3,472	20,193	1,747	0
7	Mporokoso	117	678	252	253	1,300	1,262	3.01%	2,052	244	1,249	66,922	1,492	0
8	Luwingu	133	946	377	127	1,583	1,416	11.79%	1,667	56	10,000	22,000	2,228	0
9	Kaputa	0	0	0	0	0	0	0.00%	599	9	1,179	12,270	179	0
Total 1990		8,428	64,926	21,919	26,118	121,385			30,081	10,32	31,477	322,172	10,986	0
Total 1989		6,314	54,660	11,998	17,747		90,659	33.89%	22,042	4,941	27,578	280,120	8,227	0
Inc +\De		33.48%	18.78%	83.56%	47.17%				36.47%	103.04%	14.14%	15.01%	26.24%	ERR

ANNUAL LIVESTOCK POPULATION IN DIFFERENT PROVINCES OF ZAMBIA, 1989-1990

Province	Bulls	Cows & Heifers	Oxen & Tollies	Calves	Total 90	Total 89	Inc /Dec %	Goats	Pigs	Dogs	Poultry	Sheep	Horses/Donkeys
Southern	5,482	108,213	34,173	38,549	186,417	189,711	-1.74%	5,249	3,110	2,021	104,390	7,772	332
Western	0	0	0	0	0	0	ERR	0	0	0	0	0	0
Central	5,293	107,452	32,187	35,848	180,780	174,064	3.38%	5,603	11,873	663	no figs	7,563	0
Eastern	10	916	224	144	1,294	3,449	-62.48%	0	0	0	0	0	0
North Western	no figs	no figs	no figs	no figs	2,878	2,929	-1.74%	0	0	0	0	0	0
Copperbelt	1,458	35,885	10,065	8,716	56,124	47,793	17.43%	7,146	12,097	25,464	3,150,911	3,394	162
Lusaka +					50,000	50,000	0.00%	441	5,184	no figs	no figs	1,347	0
Northern	260	6,523	1,663	2,938	11,384	11,929	-4.57%	467	465	1,081	35,725	1,143	35
Capriva					2,155	2,501	-19.83%	44	31	no figs	no figs	44	0
Total 1990	12,503	258,989	78,312	86,195	491,032			18,950	32,760	29,229	3,291,026	21,263	529
Total 1989	12,552	247,946	81,973	87,256		483,176	1.63%	19,460	32,139	no figs	2,400,629	20,536	446
Inc +\Dec -	-0.39%	4.45%	-4.47%	-1.22%				-2.62%	1.93%	ERR	37.09%	3.54%	18.61%

Figures for Lusaka province are estimates only since no census was carried out.
23,324

TABLE 4