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Workshop on Co-operation between
China and African Countries in
the Field of Small- and Medium-Scale
Agro-industries

Beijing, China, 24-28 October 1988

REPORT *

* This document has not been edited.

C O N T E N T S

	<u>Page</u>
I. ORGANIZATION OF THE WORKSHOP	1 - 12
II. SUMMARY OF BILATERAL DISCUSSIONS ON INDUSTRIAL PROJECTS	12
III. RECOMMENDATIONS	13 - 14

Annexes

I. Statement showing number of agreed projects/memoranda of understanding for African countries	15
II. Results of Bilateral Discussions	16 - 25
III. List of Participants	26 - 28

I. ORGANIZATION OF THE WORKSHOP

Representation

The workshop on co-operation between China and African countries in the field of small- and medium-scale agro-industries was attended by 17 participants from 16 African countries.

The list of participants is attached as Annex III.

Opening of the workshop

The workshop was formally inaugurated by H.E. Mr. WULAN Mulun, the Assistant Minister, Ministry of Foreign Economic Relations and Trade. In his opening address Mr. Wulan, on behalf of the government of China, extended a very cordial welcome to the participants in the Workshop on co-operation between China and Africa in the field of small- and medium-scale agro-industries. He praised the excellent relations existing between China and Africa and expressed the hope that the workshop would lead to the strengthening of the economic and technological co-operation between his country and Africa. He thanked UNIDO for helping to organize this workshop in Beijing.

Mr. Wulan drew attention to the present huge imbalances in international economic development which has been compounded by trade protectionism, falling commodity prices and diminishing income from developing countries' exports, leading to an increasing external debt of the developing countries. He stressed the need for a new international economic order to change the current situation and ensure a steady development of the world economy based on an increased South-North economic and technological co-operation, increased aid from the industrially advanced countries to the developing countries, creation of a more favourable international economic environment for the development of the developing countries, as well as increased South-South

co-operation based on equality and mutual benefit. South-South co-operation, he explained, would not only strengthen unity among the developing countries, but would also permit countries to learn from each others' strong points and in this way offset their own weaknesses, thus boosting the self-reliance of each developing country and of all developing countries.

Mr. Wulan explained that promotion of South-South co-operation had always been the corner stone of China's foreign policy, and has been based on the principle of "adhering to equality and mutual benefit, paying attention to actual results, diversifying forms of co-operation and pursuing common development". In line with the above principle, China had already entered into bilateral economic and technological co-operation with more than 90 countries and regions of the developing world, and is exploring various ways to expand this co-operation.

He praised the role of the United Nations organizations as partners in China's bilateral and multilateral technological co-operation programmes with other developing countries. The present workshop, a joint collaboration between his Government and UNIDO, was another worthy example of the positive role that UN organizations can play in promoting economic and technological co-operation among developing countries.

In conclusion, Mr. Wulan assured participants of China's willingness to take practical measures and work together with the participating countries to explore new ways and new forms of co-operation in the development of the agro-industry in Africa.

The next speaker, the Director and Executive Staff Co-ordinator of the Office of the Director-General of UNIDO extended a warm welcome to all participants, on behalf of the Director-General, Mr. Domingo L. Siazon, Jr. 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 development of Africa as well as to the principles of ECDC/TCDC and collective self-reliance among developing

countries. He also extended UNIDO's gratitude and special thanks to the Government of China for their assistance and financial support towards the organization of the workshop.

The Director and Executive Staff Co-ordinator of the Office of the Director-General of UNIDO 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 attached 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 crisis situation the African countries were faced, made even worse by the deteriorating economic environment - global recession, limited flow of foreign aid, unfavourable terms of trade - all of which were factors outside the direct control of the African countries. He praised the effort being made by the African countries to overcome this adverse situation, as evidenced by their adoption of the Lagos Plan of Action for the Economic Development of Africa and the proclamation of the period 1980 - 1990 as the Industrial Development Decade for Africa (IDDA). Its main objectives were to generate greater awareness in the African countries of the need to take urgent action towards the accelerated industrialization of the continent and to mobilize greater technical and financial support from the international community for the African countries in their industrialization endeavours.

He explained that UNIDO, as the focal point within the U.N. on industry matters, has been directly involved in both the preparatory and implementation phases of the Decade programme, and for the period 1988/1989 has set aside an allocation of 8.6 million dollars specifically for the IDDA. While the above amount was modest in relation to the need of Africa, it would serve as seedmoney for technical assistance activities (establishment of pilot and demonstration plants, development of human resources, technological capabilities and industrial institutional infrastructure) and provision of short-term advisory

services in response to specific requests from Governments (pre-feasibility studies, industrial diagnoses, plant rehabilitation, technology assessment, as well as promotional activities such as expert group meetings and workshops).

Referring to the workshop itself, the Director and Executive Staff Co-ordinator of the Office of the Director-General of UNIDO explained that there was much to be gained by the participating countries from China's experience in developing efficient small-scale agro-based industries. A key element in UNIDO's ECDC/TCDC programme has always been to make the 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 financing of industrial projects through mutually beneficial arrangements. He assured participants that within the limits of its financial resources, UNIDO would lend the necessary support and assistance in the follow-up to the workshop.

The workshop was also addressed by the UNIDO Senior Industrial Development Field Adviser in Beijing, who presented a message from the UNDP Resident Representative, Mr. Morey, who only few days before had taken up his assignment in Beijing.

The UNIDO Senior Industrial Development Field Adviser then proceeded to praise the high priority attached to industry by the Government of China which has assigned the largest share of its UNDP IPF to the industrial sector. This, coupled with the fact that China was the largest recipient of the UNDP IPF, indicated that China was putting aside a considerable amount of money to strengthening and promoting its industrial development. He recommended to the participants to adopt a similar approach in their respective countries, by increasing the share of industry in their country IPF.

The UNIDO Senior Industrial Development Field Adviser acknowledged that ECDC/TCDC was a key element in the relationship between China and other developing countries. He expressed the hope that the workshop would identify concrete industrial projects of co-operation between China and the African countries, and promised that the UNDP office in Beijing would be ready to play a major supporting role to bring to fruition the projects and co-operation agreements that would emerge from the workshop.

The Vice Director of the Chinese Academy of Agricultural Mechanization Sciences, Mr. Feng Bingjuan, presented a survey of China's agro-industry and its capacities for international co-operation.

The first part of the presentation gave a historical account of the development of the agricultural industry in China. Agro-industry in China began to develop in an all-sound way only after 1949, with a large number of food processing industries being set up during the period 1953-1968, and many household enterprises springing up since 1979, i.e. after the government's economic reforms. Since then, however, the growth of agro-industry and its contribution to the country's national product has been in leaps and bounds, accounting for 20% of the country's total industrial production in 1985 and increasing at an average rate of 29.1% per year from 1980 to 1985.

Mr. Feng then proceeded to explain the policies and measures adopted by the Government of China to develop, strengthen and promote the agro-industrial sector, consisting essentially of the following:

1. Adoption of a preferential policy of tax reduction and exemption for the newly established farm and sideline products processing enterprises with a view to promoting the development of agricultural industry. Farmers were encouraged to expand locally the processing of farm products in order to increase the value added and to receive more direct gains.

2. Adoption of a policy of treating the State, collective, individual and co-operative enterprises without any discrimination in the supply of raw materials, location of production and evaluation of products in order to ensure a free competition on an equal footing.

3. In accordance with principles of equality and mutual benefit, and giving consideration to the overall interests of the State, efforts were made to break the bounds of different regions, departments, ownerships and to promote multi-level and multi-channel horizontal combination in different ways. The aim was to ensure the optimization and the realignment of funds, talents, technology and equipment through the country. All this would create necessary conditions for agro-industry to develop steadily, continuously and co-ordinately.

4. Advocating the co-operation among scientific research institutions and the production units to jointly develop new products for the purpose of improving the competitive capability of the industry.

5. Regional quality control organizations were set up to examine, analyse and supervise the quality of raw and auxiliary materials and products in order to guarantee the quality of farm industrial products.

6. Further extending autonomy rights to enterprises, raising their capability of self-renovation and self-development in order to better respond to changing markets, both at home and abroad.

7. To avoid investment faults, China has established an institution of feasibility study for investment projects. Projects without feasibility studies will get no loans from banks and no investment from the State.

8. Enterprises have taken concrete measures to solve the problem of technical personnel needed in agro-industry:

a) Personnel training was carried out in a planned and organized way, i.e. the staff and workers were trained in turn and by stages to improve their technical knowledge and, at the same time, a selected part of them were sent to colleges and universities to receive additional trainings.

b) Well-trained specialized persons were recruited through a preferential treatment.

c) Experts were invited to factories to provide technical advice.

9. The establishment of information networks ensured the dissemination of necessary information on market, technology and expertise needed by enterprises.

Mr. Feng then reviewed briefly the main agro-industrial activities of China and the possibilities for co-operation with other countries. These consisted of :

a) Seed processing and the manufacture of fresh-keeping and storage equipment. In China there were in operation 8,000 seed cleaner-graders of different kinds, over 500 seed dryers and approximately 2,000 high or low frequency treatment devices.

b) Cereals and oil processing. The total production value reached 24.12 billion yuan in 1986, with about 1,000 varieties of products. Flour milling equipment with a capacity of 8-50 tons per day and oil extraction machinery in 15-120 tons per day were manufactured.

c) Feed processing. There were 193 feed processing enterprises with an annual capacity of 20 million tons of mixed feed. Small and medium-sized units with capacity ranging from 0.1 to 3 tons/hour were also in operation.

d) Meat and milk products processing. Poultry slaughtering and meat processing industry has developed much further than milk processing industry. China manufactured complete sets of large-sized meat packaging equipment as well as small and medium-sized equipment for meat sausage and roast chicken processing.

e) Food processing. This category included the starch industry (from corn, cassava, potato, sweet potato, etc.) and the fruit/vegetable processing industry (into jam, dry fruits, fruit juice, gum, canned fruits, etc.). China has developed small-scale equipment for jam production (1 - 8 tons/shift), preserved fruits processing, canned fruits, fruit juice processing, dry fruit processing (e.g. hazelnut and peanut), vegetable canning, beverage processing, etc. Co-operation possibilities existed for equipment supply, compensation trade, co-operative production, factory running either on a joint venture basis or on a capital basis.

f) Light industries equipment. The light industry machines in China covered especially the sugar-making industry (China was the 5th largest sugar producer in 1986/1987), tobacco processing and the leather industry, of which the main products were leather, skin and fur garments, leather shoes and travelling cases, as well as paper making and the textile industry.

In the light of the above, Mr. Feng underlined, China was prepared to undertake the construction of factories and laboratories, and provide technology and know-how, including the necessary equipment and machinery (design, installation, commissioning, repair and maintenance, etc.). The agro-industrial equipment supplied by China were characterized by their simple structure, durability and easy operation and maintenance. The motto was "light in weight, small in size, simple in structure and cheap in price". For this reason, he concluded, China's equipment and machinery was generally viewed as being most relevant to other developing countries.

Election of Bureau

The bureau for the workshop comprised the following:

- Chairman:** Mr. Long Yongtu
Vice Director, the China International Centre for
Economic and Technical Exchanges, Ministry of Foreign
Economic Relations and Trade
- Vice-Chairman:** Mr. Becayce Amalah Traore
Engineer of Planning, Chief
Office of Co-operation for Europe
Senegal
- Rapporteur:** Mr. Abdullahi Mohamed Yusuf
Ministry of Industry and Commerce
Somalia

Adoption of the Agenda

The Workshop adopted the following agenda:

1. Opening of the Workshop
2. Election of the Chairman, Vice-Chairman and Rapporteur
3. Adoption of the Agenda
4. Presentation by UNIDO on:
 - a) UNIDO's activities for promoting the Industrial Development Decade for Africa;
 - b) UNIDO's activities for promoting the development of agro-based industries;
 - c) UNIDO's activities for promoting and implementing economic and technical co-operation among developing countries
5. Presentation of China's capacities and capabilities in agro-industries
6. Presentation of project proposals for industrial co-operation between China and African countries

7. Bilateral discussions of specific projects
8. Technical visits to industrial plants and research institutions
9. Adoption of the report
10. Closure of the Workshop

Presentation of country project proposals

During the workshop, the participants from 16 African countries - Burkina Faso, Cameroon, Ethiopia, Ghana, Madagascar, Mali, Morocco, Rwanda, Senegal, Sierra Leone, Somalia, Sudan, Tanzania, Uganda, Zaire and Zambia - 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. A total of about 60 project proposals were submitted to the workshop by the 16 countries mentioned above.

The representatives of Chinese institutions, enterprises and research centres offered detailed information about China's capacities and capabilities in the agro-based industries as well as on the nature of co-operation they wanted to initiate with the participating countries. The visits to the Chinese Academy for Agricultural Mechanization Sciences and to industrial plants and industrial facilities in and around Beijing metropole offered to participants the possibility to see a whole range of equipment and installations China has manufactured and could provide to interested African countries on a mutually advantageous basis.

The UNIDO secretariat gave a general review of the problems being faced by the African countries in achieving satisfactory production levels of the primary sector (agriculture, animal husbandry and fishing) and of UNIDO's contribution in promoting economic and technical co-operation among developing countries in the field of agro-based industries. It was explained that small and medium scale agro-industrial enterprises, both market and production oriented, have proved to be more effective and appropriate to the African economic and social environment.

The importance of using appropriate technologies for promoting agricultural development in African countries was also stressed. The positive results achieved by China at both primary production and agro-industrial level were underlined and the possible role of UNIDO in facilitating the transfer of the Chinese technology and experience to African countries was explained. Furthermore, UNIDO's technical assistance capacities in the field of agro-industries were explained and specific examples of UNIDO's technical assistance projects in this sector were presented.

Closing of the Workshop

The Workshop on co-operation in the field of small-and-medium scale agro-industries was concluded on 28 October 1988. The workshop adopted the English version of the draft report and requested UNIDO to finalize, translate into French, 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 Government and people of China, through the Chinese Academy of Agricultural Mechanization Sciences and the Chinese International Centre for Economic and Technical Exchanges, Ministry of Foreign Economic Relations and Trade.

Closing statements were made by Mr. Feng Bingyuan, Vice Director, Chinese Academy of Agricultural Mechanization Sciences; Mr. B.A. Traore, representative of Senegal, Vice-Chairman of the Bureau; the Director and Executive Staff Co-ordinator of the Office of the Director-General of UNIDO and the Chairman of the workshop, Mr. Long Yongtu.

Mr. Feng Bingyuan highlighted the success of the workshop for promoting economic and technical co-operation in the field of agro-based industries between China and African countries, as proved by the bilateral discussions. Emphasizing the importance of effective follow-up, he underlined the need for joint efforts of co-operating parties and of UNIDO in the months to come.

Mr. Amalah Becayce Traore pointed out that the positive results of the workshop would contribute to the economic development of African countries. He further underlined that China's impressive results in the agro-based industries and its disposability to closely co-operate with African countries would further contribute towards the attainment of the IDDA objectives. He invited UNIDO to organize in the future similar action-oriented workshops to the benefit of African countries.

The Director and Executive Staff Co-ordinator of the Office of the Director-General of UNIDO 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 China's institutions and African 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.

Mr. Long Yongtu, closing the workshop, 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 its important contribution in the preparation and the organization of the workshop and underlined the catalytic role UNIDO would have to play in the future. He, then, officially closed the workshop.

II. SUMMARY OF BILATERAL DISCUSSIONS ON INDUSTRIAL PROJECTS

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 co-operating parties reached agreements in the implementation of 66 projects. Memoranda of understanding was signed for 41 projects.

The projects discussed and the agreements reached cover such areas as pre-investment studies, including pre-feasibility and feasibility studies; project design; rehabilitation and expansion of existing plants; equipment supply; transfer of technology and know-how; training; setting-up of industrial units; equity participation, 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.

III. RECOMMENDATIONS

1. Recommendations for action by co-operating parties

- a) Co-operating parties for the respecting projects should make necessary arrangements for the realisation of these projects. They should further examine ways and means for the actual implementation of specific projects discussed at the Beijing meeting.
- b) 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.
- c) Co-operating parties should undertake the necessary measures as part of the follow-up required and agreed upon at the meeting.
- d) Relevant aspects of ECDC/TCDC should be incorporated into national development plans and programmes as a prerequisite for the promotion of South-South co-operation, and national TCDC focal points should be strengthened.

- e) Measures should be adopted to incorporate TCDC components into UNDP country programmes and a certain amount of UNDP/IPF resources should be allocated for use in implementation of these projects.

2. Recommendations for action by UNIDO

- a) 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.
- b) UNIDO should pay special attention to China-Africa co-operation projects in its promotional activities with donors and investment institutions in order to assist the co-operating parties concerned to mobilize financial resources for actual implementation of projects.
- c) Subject to the availability of resources, UNIDO should provide technical assistance to co-operating parties to help them to take appropriate follow-up action for the development and implementation of agreed projects. A technical mission should be undertaken by Chinese experts to selected African countries in the first part of 1989.
- d) UNIDO should monitor closely the implementation of projects identified in the workshop. For this, the co-operating partners should provide the necessary information to UNIDO.
- e) In view of the positive results obtained from the meeting, UNIDO should organize similar meetings to promote industrial co-operation among developing countries, in other industrial sectors covered by the IDDA programme.

Annex I

Statement showing number of agreed
projects/memoranda of understanding
for African countries

	<u>Country</u>	<u>Number of agreed/signed</u>	
		<u>Projects</u>	<u>Memoranda of understanding</u>
1.	Burkina Faso	2	-
2.	Cameroon	4	2
3.	Ethiopia	-	-
4.	Ghana	2	1
5.	Madagascar	9	5
6.	Mali	1	1
7.	Morocco	4	-
8.	Rwanda	7	-
9.	Senegal	3	3
10.	Sierra Leone	10	10
11.	Somalia	8	8
12.	Sudan	-	-
13.	Tanzania	3	2
14.	Uganda	4	4
15.	Zaire	6	2
16.	Zambia	3	3
<hr/>			
	Total:	66	41

Results of Bilateral Discussions

COUNTRY COUNTERPART	PROPOSAL FOR CO-OPERATION	POTENTIAL CO-OPERATING PARTNER	NATURE OF CO-OPERATION	AGREED MEASURES AND FOLLOW-UP REQUIRED
<u>BURKINA FASO</u>	Agro-industrial complex for corn production and processing	The Institute of Harvesting and Processing Machinery Chinese Academy of Agricultural Mechanization Sciences (CAAMS)	To carry out various tests through project implementation phases	Feasibility-study to be sent to Chinese partner. Chinese partner to send Chinese technical personnel to Burkina Faso to undertake various technical studies and tests on the spot. Chinese side to ensure full implementation of project on basis of tests and studies to be carried out. Agreement to be confirmed by both parties.
	Fruits conservation	Chinese Academy of Agricultural Mechanization Sciences (CAAMS)	Feasibility study	Chinese institution to field experts to Burkina Faso to prepare the feasibility study.
<u>CAMEROON</u>	Paper board packaging production unit	China National Packaging and Food Machinery Corporation (CNPFGC)	Provide technology Training Equipment Technical assist. Management	Feasibility study to be done by both parties. Study tour and technical study to Cameroon by the Chinese side. Working plan to be agreed upon.
TCHOUNBA Company B.P. 1852 Douala	Plantation and processing of tomato	China Light Industrial Corporation for Foreign Economic and Technical Co-operation	Provide technology Technology assist. Training Spreading Provide equipment Joint venture	Feasibility study to be sent to Chinese partner for examination and updating, if necessary. Travelling expenses for the Chinese technical personnel going to Cameroon to be shared by co-operating parties.

COUNTRY COUNTERPART	PROPOSAL FOR CO-OPERATION	POTENTIAL CO-OPERATING PARTNER	NATURE OF CO-OPERATION	AGREED MEASURES AND FOLLOW-UP REQUIRED
CAMEROON (Cont'd)				
SOCAMRICO SARL B.P. 7016 Douala	Rehabilitation of cassava products factory	China Light Industrial Corporation for Foreign Economic and Technical Co-operation	Supply of equipment Participating in management Participating in production and sale Training Provide new tech.	Feasibility study to be sent to Chinese partner for examination and updating, if necessary. Travelling expenses for the Chinese technical personnel to go to Cameroon to be shared by co-operating parties.
Ministry of Industrial Deve- lopment and Trade	Integrated deve- lopment project for animal feed and short cycle meat production and processing	Chinese Academy for Agricultural Mecha- nisation Sciences - CAAMS	Technical assist. Technology supply Equipment supply Training	Joint UNIDO-China preparatory mission to Cameroon to define the background for an integrated development co-operation project to be carried out under UNIDO's supervision.
Small and medium sized enterprises				
GHANA				
Ghana Industrial Holding Corp.	Rehabilitation of GIHOC Steel Works	China Metallurgical Construction Corp. (MCC) 46 Donsi Xidajie, Beijing	Joint venture or turn key basis	Detailed information on: plant; form of co-operation; terms of payment and guarantee requisitions to be provided by GIHOC. After receiving the above information, MCC could send a delegation to Ghana, if necessary.
	Foundry	- ditto -	- ditto -	China side agreed to arrange for foreign loan. Local currency to be borne by GIHOC.

COUNTRY COUNTERPART	PROPOSAL FOR CO-OPERATION	POTENTIAL CO-OPERATING PARTNER	NATURE OF CO-OPERATION	AGREED MEASURES AND FOLLOW-UP REQUIRED
<u>MADAGASCAR</u>	Engineering technology	Research Institute of Food and Machinery, Chinese Academy of Agricultural Mechan- ization Sciences -CAAMS	Supply of equip- ment and technology Training	China will supply: the processing technology; full set of equipment; technical training.
	Fine rice pro- cessing equipment at 50-100 tons/year	- ditto -	- ditto -	- ditto -
	TAMARIND process- ing equipment	- ditto -	- ditto -	Madagascar to provide some samples for testing by TAMARIND processing equipment.
	Fruit juice production from TAMARIND	- ditto -	Technical assist. Training Equipment supply	Chinese partner to get samples of raw material in order to identify adequate equipment.
	Production of sweets	Chinese Academy of Agricultural Mechan- ization Sciences-CAAMS	Technical assist. Training Equipment supply	Chinese partner willing to send experts to Madagascar.
	Fruit preservation	Research Institute of Food and Machinery, CAAMS	- ditto -	Chinese institute to supply technical information and estimated equipment cost.

COUNTRY COUNTERPART	PROPOSAL FOR CO-OPERATION	POTENTIAL CO-OPERATING PARTNER	NATURE OF CO-OPERATION	AGREED MEASURES AND FOLLOW-UP REQUIRED
MADAGASCAR (cont'd)				
	Production of starch from maize (5 tons/day)	Research Institute of Food and Machinery, CAAMS	Technical assist. Training Equipment supply	Madagascar to identify local sponsor and sources of financing and to inform Chinese counterpart. Chinese institution not prepared to enter into joint venture.
	Production of jam	- ditto -	- ditto -	Madagascar institution to identify sources of local financing.
	Production of instant noodles	- ditto -	- ditto -	Chinese partner to submit proposal for equipment for a unit of a small capacity.
<u>MALI</u>	Reconstruction of Mali Agricultural Machinery. Repairing and Producing Factory (EMAMA)	Chinese Academy of Agricultural Mechanization Sciences -CAAMS and Beijing Institute of Agricultural Mechanization Sciences (CAAMS)	Technology transfer for the production of the following products: Motor pump Flour-milling machine Threshers (for rice and millet) Sheller (for rice, peanut, corn)	Feasibility studies to be initiated by the co-operating parties.
<u>MOROCCO</u>	Bagasse processing	China International Packaging Engineering Corporation (CNPEL)	Technical assist. Equipment supply	Chinese partner to provide feasibility study for a bagasse processing plant.
	Small-scale factory for animal feed production	Chinese Academy of Agricultural Mechanization Sciences -CAAMS	Equipment supply	Moroccan partner to submit detailed proposal on required equipment and spare parts.

COUNTRY COUNTERPART	PROPOSAL FOR CO-OPERATION	POTENTIAL CO-OPERATING PARTNER	NATURE OF CO-OPERATION	AGREED MEASURES AND FOLLOW-UP REQUIRED
<u>MOROCCO</u> (cont'd)	Clippers and scissors	Chinese Academy of Agricultural Mechan- ization Sciences (CAAMS)	Supply of tools	Moroccan partner to submit detailed proposal for acquisition of the required tools.
	Sugar processing	China Light Industrial Corporation for Foreign Economic and Technical Cooperation	Technical assist.	Moroccan experts to visit China to provide further details on the proposal and identify equipment.
<u>RWANDA</u>	Construction of rice-milling factory in Buyeseca area	China Company for International Economic and Technological Cooperation	Joint venture Equipment delivery and technical assistance	China agreed to conduct study on the technical and financial aspects of the project.
	Production of material for furniture and building materials using agricultural wastes	China National Packag- ing Engineering Corporation (CNPEC)	Provide machinery and technology	CNPEC presented to the Rwanda participant a complete offer (price, type of equipment, installation, technical service). Rwanda reaction to the proposal to be transmitted to CNPEC.
	Milk packaging; Food packaging using plastics; milk power making.	- ditto -	Provide machinery and technology	- ditto -
	Food packaging using plastics	- ditto -	Feasibility study	On the basis of results of feasibility study, CNPEC to examine possibilities to participate in joint venture.
	Rehabilitation of paper making factory in Zaza area.	- ditto -	Joint venture Delivery of pro- cessing technology and paper making technology	Rwanda to examine the possibility of co-operation and to provide Chinese partner with relevant data and eventual proposal for co-operation.

COUNTRY COUNTERPART	PROPOSAL FOR CO-OPERATION	POTENTIAL CO-OPERATING PARTNER	NATURE OF CO-OPERATION	AGREED MEASURES AND FOLLOW-UP REQUIRED
<u>RWANDA</u> (cont'd)	Fruit processing	Beijing Agricultural Mechanization Research Institute of Chinese Academy of Agricultural Mechanization Sciences (CAAMS)	Provide equipment	Chinese institutions to provide a complete offer, including equipment, maintenance, technical assistance.
	Fruit processing (juice, jam)	- ditto -	Participation in joint venture Technical study co-operation	Rwanda to conduct technical and financial study and send it to Chinese side. Chinese Institute to respond and make proposal for co-operation.
<u>SENEGAL</u>	Feed mill equip- ment	Chinese Academy of Agricultural Mechani- zation Sciences (CAAMS)	Supply of equip- Technical service	Senegal will send basic information to China. Chinese counterpart will respond in 2 months time.
	Solar heating	- ditto -	Transfer of experience through expert service	Senegal will transmit as soon as possible detailed proposal on nature of co-operation and assistance to be offered by China. Chinese Academy of Agricultural Mechani- zation Science to sent offer on technology and equipment to Senegal.
	Processing of Kinkelibah plant	Chinese Academy of Agricultural Mechani- zation Sciences (CAAMS)	Equipment supply Training	China agreed to supply the processing technology, equipment and training.

COUNTRY COUNTERPART	PROPOSAL FOR CO-OPERATION	POTENTIAL CO-OPERATING PARTNER	NATURE OF CO-OPERATION	AGREED MEASURES AND FOLLOW-UP REQUIRED
<u>SIERRA LEONE</u>	Packaging/Food Processing Machinery	China Packaging Food Machinery Corporation (CPFMC)	Commercial	Sales on specification. Delivery on payment. Cost: CIF, Freetown
	Agricultural machinery and expert services	Chinese Academy of Agricultural Mechan- ization Sciences (CAAMS)	Commercial	Sales on specification. Delivery on payment. Cost: CIF, Freetown.
	Fishing and fish smoking	China AGRICON	Joint venture Technical assist. Training	AGRICON agreed to provide: Equipment, training, management and undertake sheds construction.
	Fruits processing	China AGRICON	Technical assist. Equipment supply	- ditto -
	Cassava processing	- ditto -	- ditto -	- ditto -
	Pulp and paper making	- ditto -	- ditto -	- ditto -
	Liquor, wine and beer making	- ditto -	- ditto -	- ditto -
	Palm oil and palm kernel extraction	- ditto -	- ditto -	- ditto -
	Paper making	China Tianjin International Economic and Technical Co-operative Corp.	Technical assist. Managerial training Supply of machinery	Chinese counterpart agreed to provide: Technical assistance, Training, Construction of plant, Designing. It will also ensure equipment delivery and prepare feasibility study.
<u>SIERRA LEONE</u> WIVANS Enterprise	Production of hard liquor, wine and beer.	- ditto -	Equipment delivery Technical assist.	Supply of machinery, installation and technical assistance and construction of plant to be carried out by Chinese partner.

COUNTRY COUNTERPART	PROPOSAL FOR CO-OPERATION	POTENTIAL CO-OPERATING PARTNER	NATURE OF CO-OPERATION	AGREED MEASURES AND FOLLOW-UP REQUIRED
<u>SOMALIA</u>				
Ministry of Industry and Commerce (MOIC)	Food processing - Fruit - Vegetables - Vegetable oil - Fish - Cold storage of fruits, vegetable and fish	China Packaging and Food Machinery Corp. (CPFMC)	Pre-feasibility of joint venture	Memorandum of Understanding was signed. Detailed data required by CPFMC from MOIC for each component.
Ministry of Industry and Commerce (MOIC)	Food processing - Fruits - Vegetables	China AGRICON	Pre-feasibility Joint venture	Memorandum of Understanding was signed. China AGRICON to receive necessary data for each component.
	Biogas production	-ditto -	- ditto -	Memorandum of Understanding was signed.
<u>TANZANIA</u>				
Small Industries Development Organization	Cotton seed oil processing	Chinese Academy of Agricultural Machinery Sciences (CAAMS)	Technology transfer and supply of equipment	Tanzania to send to CAAMS basic information, specifications and a feasibility study for consideration. CAAMS will revert within reasonable time, normally three months.
	Crude palm oil refining	- ditto -	- ditto -	- ditto -
	Cassava starch	- ditto -	- ditto -	- ditto -

COUNTRY COUNTERPART	PROPOSAL FOR CO-OPERATION	POTENTIAL CO-OPERATING PARTNER	NATURE OF CO-OPERATION	AGREED MEASURES AND FOLLOW-UP REQUIRED
UGANDA				
Ministry of Industry and Technology P.O. Box 7125 Kampala	Banana, pineapple juice and jam processing equipment	Rural Enterprises Equipping Engineering Institute and China Academy of Agricultural Mechanization Sciences (CAAMS)	Sell machinery Install machinery Training Transfer of technology	China counterpart to provide catalogue of machine; cost process, requirements, etc. within 2 months. Uganda to provide Chinese co-operating partner with the feasibility study
- ditto -	Complete set of equipment for sausage production	- ditto -	- ditto -	- ditto -
- ditto -	Equipment for starch production	- ditto -	- ditto -	- ditto -
- ditto -	Equipment for groundnut butter production	- ditto -	- ditto -	- ditto -
ZAIRE				
Office of Promotion of Small and Medium Scale Enterprises, Ministry of Economy and Industry	Glass plate making	China Building Material Industrial Corporation (CBMC)	Technical expertise Investigate raw materials	Zaire to provide required information China side to conduct analysis UNIDO to be contacted to conduct investigation and feasibility study.
	Small fruit juice making plant	Institute of Food Machinery, Chinese Academy of Agricultural Mechanization Sciences (CAAMS)	Engineering Equipment and Production technology	Zaire to provide data and CAAMS to conduct analysis and send technical specifications as well as proforma invoice.

COUNTRY COUNTERPART	PROPOSAL FOR CO-OPERATION	POTENTIAL CO-OPERATING PARTNER	NATURE OF CO-OPERATION	AGREED MEASURES AND FOLLOW-UP REQUIRED
<u>ZAIRE</u> (cont'd)				
	Canned fruit processing line	Institute of Food Machinery, Chinese Academy of Agricultural Mechanization Sciences (CAAMS)	Engineering Equipment and Production technology	Zaire to provide data and CAAM'S to conduct analysis and send technical specifications as well as proforma invoice.
	Palm oil packing assembly	China Packaging and Food Machinery Corporation (CPFMC)	- ditto -	- ditto -
	Paper composite can	China National Packaging Engineering Corporation (CNPEC)	- ditto -	- ditto -
	Soap making small	Huaqin International Economic Cooperative Corporation	- ditto -	- ditto -
<u>ZAMBIA</u>				
Village Industry Services	Manual hydraulic oil press	Chinese Academy of Agricultural Mechanization Sciences (Institute of Food Machinery)	Technology transfer Training Equipment supply Expert services	Zambia will submit to China clearly defined project proposals to which China will respond.
	Wood processing	Huaqin International Economic Cooperative Corporation	Technology transfer Designs Engineering Training Equipment supply Expert services	Basic information to be supplied to China. Within one month, the Chinese partner will respond.
	Juice making	Chinese Academy of Agricultural Mechanization Sciences	- ditto -	- ditto -

Annex III

LIST OF PARTICIPANTS

Burkina Faso

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Cameroon

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Madagascar

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Chinese enterprises

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Mrs. CHEN Xin, Engineer, China Packing and Food Machinery Corporation, Ministry of Machinery and Electronic Industry
Mr. SUN Yuehan, Senior Engineer, China National Agricultural Machinery Import & Export Co.
Mrs. LI Xilan, Township Enterprises Equipment Engineering Institute, Ministry of Agriculture, Husbandry and Fishery
Mr. CHEN Jiaren, Foreign Affairs Bureau, Ministry of Commerce
Mr. ZHANG Xianda, Director, Institute of Food Machinery
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Mr. WANG Zhipai, Vice Director, Institute of Poultry and Livestock Equipment

Chinese Academy of Agricultural Mechanization Sciences (CAAMS)

Mr. LIN Jintian, Director, Institute of Tillage and Planting Machinery
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