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UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION  
Austria

ADDITIONAL CONSULTANCY SERVICES  
TO MANILA INVESTORS' FORUM  
AMENDMENT NO. 1

PROJECT NO. UC/PHI/88/082 CONTRACT NO. 88/46/RK

May 1990

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TERMINAL REPORT

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CONSULTING  
SYCIP, CORRES, VELAYO & CO.



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May 31, 1990

General Services Division  
Department of Administration  
United Nations Industrial Development Organization  
P.O. Box 300  
A-1400  
Austria

Attention: Mr. S. Morozov  
Chief, Contracts Section

Gentlemen:

Re: Additional Consultancy Services to  
Manila Investors' Forum  
Amendment No. 1, Project No. UC/PHI/88/082  
Contract No. 88/46/RK

We are pleased to submit our terminal report on the above-captioned project.

The report provides a summary of the following consultancy services rendered:

- o preparation of three industrial investment opportunity studies
- o screening of 30 follow-up projects and preparation of terms of reference
- o further screening of investment projects and preparation of profiles for promotion to foreign investors.

We shall be glad to discuss any question you may have on this terminal report.

Very truly yours,

*SGV & Co.*

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION  
Austria

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TO MANILA INVESTORS' FORUM  
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TERMINAL REPORT

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Annex  
No.

Title

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7H	Profile of Project on Expansion of Production and Export of Stuffed Toys
7I	Modernization of Phil. Non-Traditional Exports and Introduction of a New Concept in the Business of Children Entertainment Through Inventions
7J	Profile of Project on Market Expansion and Upgrade of Brass Parts and Fitting Parts
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8	Interoffice Communications re Modification of Scope of Work for UNIDO

## INTRODUCTION

SGV & Co. has initially been engaged by UNIDO to prepare 10 industrial investment opportunity studies in the Philippines per Contract No. 88/46/RK Project No. UC/PHI/88/082 signed by the parties in August/September 1988. This is in connection with the Investors' Forum held in Manila in November 1988.

After the Investors' Forum, SGV was further contracted for additional consultancy services mainly intended to strengthen the Department of Trade and Industry/Board of Investments' (DTI/BOI's) Investors' Forum follow-up consultancy capabilities. This is stipulated in Amendment No. 1 to the existing contract signed in March/April 1989.

The scope of follow-up services per Terms of Reference include the following:

1. Preparation of three additional industrial investment opportunity studies. The projects studied were agreed upon between DTI/BOI and UNIDO. These projects are the following:
  - o Establishment of a Common Wastewater Treatment Facility
  - o Manufacture and Export of Ornamental Ceramics
  - o Establishment of a Software Development Center.
2. Assignment of consultant(s) to DTI/BOI to screen, in consultation with DTI/BOI, 30 follow-up projects, 16 of which will be for feasibility studies and the rest for other required technical assistance such as market study, technical study, etc..
3. Preparation of Terms of Reference for the above 30 projects.
4. Local and foreign promotional tours that will involve accompanying DTI/BOI staffmembers during visits to potential local/foreign investors to elaborate specific follow-up action.

As proposed, the preparation of the three industrial investment opportunity studies followed the UNIDO Manual for the Preparation of Industrial Feasibility Studies and covered the following topics:



- o Project background and history
- o Market and plant capacity
- o Material inputs
- o Location and site
- o Project engineering
- o Plant organization and overhead costs
- o Manpower
- o Project implementation
- o Financial evaluation.

The financial evaluation utilized the UNIDO Computer Model for Feasibility Analysis and Reporting (COMFAR).

The summary of activities we have undertaken in connection with the follow-up services is discussed in the succeeding section.

SUMMARY OF CONSULTANCY SERVICES RENDERED

PREPARATION OF THREE ADDITIONAL INDUSTRIAL INVESTMENT OPPORTUNITY STUDIES

The three projects identified for the preparation of the Philippine industrial investment opportunity studies are listed below. These were determined through a series of discussions with DTI/BOI, and private sector representatives particularly the Ceramics Export Manufacturing Association (CREMA) for the ceramics project, and the Philippine Software Association (PSA) for the study on the software center.

The reports of the three projects were submitted on the following dates:

<u>Name of Project</u>	<u>Date Submitted</u>	
	<u>Draft Final Report</u>	<u>Final Report</u>
Establishment of a Common Wastewater Treatment Facility	Sept 26, 1989	Apr 24, 1990
Manufacture and Export of Ornamental Ceramics	Oct 27	Apr 24
Establishment of a Software Development Center	Nov 7	May 31

SCREENING OF 30 FOLLOW-UP PROJECTS AND PREPARATION OF TERMS OF REFERENCE

The activities undertaken in connection with the screening of the investment projects presented during the Investors' Forum and the preparation of TORs for selected projects include the following:

<u>Activity</u>	<u>Period Undertaken</u>
Update of status of investment projects presented during Investors' Forum	April-August, 1989
Development of TORs for five selected projects	May - July
Assistance to Mr. S. Giovannelli of IPO Milan during his Manila visit	July 10 - 18
Further follow-up on status of six selected projects	August-December
Further screening of investment projects and preparation of profiles	March - May, 1990

#### Update of Status of Investment Projects

The initial activity in the screening of follow-up projects involved the updating of the status of investment projects presented during the Investors' Forum. The updated status is shown in Annex 1 and is based on the results of personal visits and telephone calls to selected contact persons, and on the responses of 37 out of 140 follow-up letters mailed to local sponsors.

#### Development of Terms of Reference for Five Projects

Based on the updated status of projects, we were able to identify the following five projects with good potential of being implemented with foreign investors:

<u>Project No.</u>	<u>Project Title - Local Sponsor</u>
019	Marble Quarrying and Processing - Manuka.. Marble Corporation
024	Mango Processing - United Fercon International, Inc.
038	Soya Bean Plantation and Processing Plant - Southern Philippine Development Authority
070	High Concentrate Calcium Hypochlorite - Mabuhay Vinyl Corporation
101	Tricar "Wondercab" Manufacture - Porta Coeli Industrial Corporation

The TORs for the technical assistance in implementing the five aforementioned projects are presented in Annexes 2A to 2E. The screening of investment projects was undertaken following the guidelines indicated by Mr. N. Suzuki, UNIDO Industrial Development Officer. Specifically, he said that we would develop TORs for projects with good prospects of being implemented with foreign investors. Based on the results of our mail survey and personal follow-ups, we were only able to identify five projects. We discussed the results with Mr. Suzuki and he accepted outcome of five TORs rather than 30 as initially required.

Assistance to Manila Visit of Mr. Giovannelli of IPO Milan

We assisted Mr. S. Giovannelli of the Industrial Promotion Office (IPO) of Milan during his July 10 to 18, 1989 Manila visit. He was involved in discussions with local sponsors and in identifying projects for funding by the Italian Government through UNIDO. The projects identified include the following:

<u>Project No.</u>	<u>Project Title - Local Sponsor</u>
019	Marble Quarrying and Processing - Manukan Marble Corporation
070	High Concentrate Calcium Hypochlorite - Mabuhay Vinyl Corporation
101	Tricar "Wondercab" Manufacture - Porta Coeli Industrial Corporation
123	Infant Food and Snacks - General Milling Corporation
*	Disposable Syringes - St. Martin Pharmaceutical Laboratories (not included in Investors' Forum)

We present in Annex 3 a copy of the Mission Report of Mr. Giovannelli.

We also provided background credit information on the selected prospective recipients of Italian technical assistance as gathered from the Credit Information Bureau, Inc..

Further Follow-up of Six Selected Projects

After reviewing the updated status of investment projects, we identified for further follow-up six projects which seemed to have some prospects of being implemented with foreign investors. Annex 4 presents the latest status of these six projects.

We inquired from the local sponsors on the status of the six projects, and the results indicated that only the following two projects have at the moment good possibilities of realization:

<u>Project No.</u>	<u>Project Title - Local Sponsor</u>
030	Canned Pineapple Products and Tropical Fruits, Juice, Puree - Crown Fruits and Cannery Corporation
083	Alumina Refractory Project - Refractories Corporation of the Philippines

The implementation of Project No. 030 will be funded by Nissho Iwai and the Japan International Development Organization (JAIDO), while the feasibility study for the alumina refractory project may be funded by UNIDO. In the case of the latter, we provided UNIDO with information that served as the basis for the preparation of the TOR for a Feasibility Study on High-Alumina Refractories (see Annex 5 for a copy of the TOR).

#### Further Screening of Investment Projects and Preparation of Profiles

After the follow-up of the Investors' Forum projects, DTI/BOI further requested to screen investment projects to identify those which can be promoted for possible foreign assistance and/or investment joint ventures. Follow-up questionnaires were sent to proponents of 19 identified projects and based on the results of the survey, company and project profiles were prepared for local sponsors still interested in tieing-up with foreign investors. Annex 6 shows the status of the identified projects based on the proponents' filled-up questionnaires. Presented in Annex 7 are the profiles of the projects listed below for joint venture or cooperation with a foreign partner.

<u>Annex No.</u>	<u>Project No.</u>	<u>Project Title - Local Sponsor</u>
7A	013	Development of an Underground Coal Mine in Lalat, Zamboanga del Sur - Philippine National Oil Company (PNOC) Coal Corp.
7B	014	Expansion of Underground Coal Mining Operations - Carbex Inc.
7C	045	Acquisition of Cotton Ginnery Complex - United Cotton Growers of Mindanao

<u>Annex No.</u>	<u>Project No.</u>	<u>Project Title - Local Sponsor</u>
7D	087	Production and Export of Gray Cast Iron Products - U.S. Foundry Corp.
7E	089	Expansion and Modernization of Bolts, Nuts and Automotive Forgings Production - Acme Tools Mfg. Co., Inc.
7F	106	Expansion of Plastic Toys Production - Plastimer Industrial Corp.
7G	115	System Conversion - Equidata Phils., Inc.
7H	128	Expansion of Production and Export of Stuffed Toys - Tinkerbelle Toy Corporation
7I	135	Modernization of Phil. Non-traditional Exports and Introduction of a New Concept in the Business of Children Entertainment Through Inventions - Tropical Treasure House and Co.
7J	136	Market Expansion and Upgrade of Brass Parts and Fitting Parts - Baguio Precision Corp.
7K	156	Expansion and Modernization of Automotive Rubber Products Manufacturing Facilities - Crislin Rubber Products

#### LOCAL AND FOREIGN PROMOTIONAL TOURS

The local and foreign promotional tours were not undertaken. There was no need for local visits to potential investors since only five projects with good possibilities for implementation have been identified. Furthermore, what was needed by the local sponsors of the five projects was foreign support, e.g., financial, technical or market, rather than additional local investment.

We also advised UNIDO Vienna that there was no need for a foreign promotional tour, in view of our close coordination with Mr. N. Suzuki, UNIDO Industrial Development Officer of the Feasibility Studies Branch, and with IPO Milan. Italian firms had already taken an interest in the five identified projects, and the projects were being evaluated for technical assistance funding by the Italian government through UNIDO. Other projects that may be promoted could be done through the various Industrial Promotion Offices of UNIDO.

In the follow-up of investment projects, we have incurred a budget deficit of US\$4,500. We requested that this deficit be covered by the funds allocated for foreign travel (US\$1,200 provision for airfare and subsistence allowance) under this extension contract and the savings in debriefing cost in the original contract amounting to US\$2,840.

UNIDO Vienna agreed to our request based on its September 20, 1989 telex to us. Annex 8 presents a copy of our fax request to modify scope of work and the telex response of UNIDO Vienna.

**ANNEXES**



STATUS OF PROJECTS PRESENTED DURING THE NOVEMBER 1988 PHILIPPINE INVESTORS' FORUM  
UNDER SERIOUS EVALUATION OR NEGOTIATION STAGE

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
FISHING					
010	PRAWN FARMING (CENTENO-BETAMOR AQUACULTURE DEVELOPMENT CORP.)	1.24	CENTENO/BETAMOR AQUA CULTURE DEVELOPMENT CORP.	WARREN COMPANIES (UNITED STATES)  DENEY LTD (TURKEY)  FORID INTERNATIONAL INC (UNITED STATES)  INTERSOMER S.P.A. (ITALY)  SINGAPORE BIOMEDIS LABORATORY PTE LTD (SINGAPORE)	(AS OF AUGUST 1989)  FEASIBILITY STUDY SUBMITTED. LOCAL COMPANY IS REQUESTING FOR LOAN FOR FISHPOND DEVELOPMENT AND OPERATIONS. FOREIGN COMPANY TO VISIT SITE AFTER LOCAL COMPANY HAS COMPLIED WITH ADDITIONAL REQUIREMENTS.  DENEY EXAMINING FEASIBILITY STUDY; WILL DISCUSS DETAILS ON SUCCEEDING MEETINGS.  CENTENO EXPLORING POSSIBLE FINANCING WITH FORID.  CENTENO EXPLORING POSSIBILITY OF JOINT VENTURE WITH INTER-SOMER.  CENTENO WILL SEND FEASIBILITY STUDY TO SINGAPORE BIOMEDIS; LOAN & EQUITY JOINT VENTURE REQUESTED.
COAL MINING					
013	COAL MINING (PNOC - COAL CORPORATION)	45.00	PHIL. NATIONAL OIL COMPANY	"KOPEX"- OVERSEAS MINE CONSTRUCTION CO (POLAND)	(AS OF AUGUST 1989)  PNOC SUBMITTED PROJECT FEASIBILITY STUDY. HAS NOT RECEIVED ANY DEFINITE PROPOSAL FROM "KOPEX", ALTHOUGH PNOC HAS BEEN ADVISED THAT EVALUATION OF STUDY IS ONGOING.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				ARCO COAL COMPANY (UNITED STATES)	SUBMITTED TO ARCO COAL CO. FEASIBILITY STUDY ON LALAT COAL DEVELOPMENT PROJECT. HAS NOT RECEIVED ANY DEFINITE PROPOSAL FROM ARCO.
				CROTTY AND ASSOCIATES LTD (HONGKONG)	PNOC WILL SUBMIT PROJECT FEASIBILITY STUDY; CIRCULATED PROJECT DOCUMENTS TO POTENTIAL INVESTORS. NO FOLLOW-UP DISCUSSIONS MADE WITH CROTTY.
				DELVILLE & PARTNERS (BELGIUM)	SUBMITTED TO DELVILLE FEASIBILITY STUDY ON LALAT COAL DEVELOPMENT PROJECT. HAS NOT RECEIVED RESPONSE FROM THEM.
				EMBASSY OF CZECHOSLOVAK SOCIALIST REPUBLIC (CZECHOSLOVAKIA)	SUBMITTED TO CZECH EMBASSY FEASIBILITY STUDY ON LALAT COAL DEVELOPMENT PROJECT. HAS NOT RECEIVED RESPONSE FROM THEM, ALTHOUGH PNOC HAS BEEN ADVISED THAT EVALUATION OF STUDY IS ONGOING.
				FARBRIMETAL (BELGIUM)	FARBRIMETAL WILL REPORT TO COMPANIES ABOUT PROJECT. NO FOLLOW-UP DISCUSSIONS MADE.
				GOOD EARTH MINING & ENGINEERING CONSULTANTS CO., LTD. (TAIWAN)	SUBMITTED FEASIBILITY STUDY ON LALAT COAL DEVELOPMENT PROJECT. HAS NOT RECEIVED RESPONSE FROM THEM, ALTHOUGH PNOC HAS BEEN ADVISED THAT EVALUATION OF STUDY IS ONGOING.
				TRAINING TRADE & TECHNIQUE SPRL (THREE IS) (BELGIUM)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				VITROCIM- FOREXIM ROMANIA (ROMANIA)	SUBMITTED FEASIBILITY STUDY ON LALAT COAL DEVELOPMENT PROJECT. HAS NOT RECEIVED ANY DEFINITE PROPOSAL, ALTHOUGH PNOG HAS BEEN ADVISED THAT EVALUATION OF STUDY IS ONGOING.
OTHER MINING					
019	MARBLE QUARRYING AND PROCESSING	6.25	MANUKAN MARBLE CORP.		(AS OF AUGUST 1989)
				PELLEGRINI (ITALY)	GEOLOGIST FROM PELLEGRINI VISITED MARBLE CONCESSION. LIST AND COST OF MACHINERY SUPPLY FINALIZED. TERMS OF REFERENCE DEVELOPED BY SGV; FUNDING BY UNIDO/ITALIAN GOVERNMENT BEING CONSIDERED.
				BUSINESS AND ORGANIZATIONAL DEVELOPMENT IN ASIA (HONGKONG)	BODA WILL CONTACT HONGKONG, AUSTRALIAN & US COMPANIES TO DISCUSS PROJECT.
				COMMONWEALTH DEVELOPMENT CORPORATION (MALAYSIA)	MANUKAN WILL IDENTIFY TECHNICAL PARTNER; COMMONWEALTH WILL CONSIDER REQUEST FOR FINANCING. COMMONWEALTH PLEDGED US\$ 2.5 M IF MANUKAN CAN CLOSE A TRADING DEAL.
				FAR EAST IMPEX (HONGKONG)	MANUKAN IS TRYING TO REACH FAREAST IMPEX FOR POSSIBLE TRADING CONTRACT.
				FARBRIMETAL (BELGIUM)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				JAMES CAPEL & CO (ENGLAND)	JAMES CAPEL WAITING FOR ANOTHER PHILIPPINE PARTNER TO JOIN THE PROJECT.
				LONGINOTTI S.P.A. (ITALY)	LONGINOTTI SENT PRICE QUOTATION & BROCHURE FOR MARBLE PROCESSING EQUIPMENT.
				VITROCIM- FOREXIM ROMANIA (ROMANIA)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
FOOD PROCESSING					
030	CANNED PINEAPPLE PRODUCTS AND TROPICAL FRUITS, JUICE, PUREE	9.00	CROWN FRUITS & CANNERY CORP.		(AS OF AUGUST 1989)
				NISSHO IWAI CORP (JAPAN)	IN PRINCIPLE, NISSHO IWAI AGREED TO EQUITY PARTICIPATION. PROJECT NEEDS CAPITAL INVESTMENT FOR PLANTATION EXPANSION AND UPGRADING OF CANNERY AND CAN MANUFACTURING.
				BERTUZZI (ITALY)	BERTUZZI OFFERED TO SELL MACHINERY AND EQUIPMENT. CFCC PLANS TO CONTACT THEM AFTER NEGOTIATIONS WITH NISSHO IWAI HAVE BEEN FIRMED UP.
				COMMONWEALTH DEVELOPMENT CORPORATION (MALAYSIA)	COMMONWEALTH EXPRESSED NO INTEREST IN THE PROJECT.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
032	TROPICAL FRUIT JUICE, PUREE AND CONCENTRATE	0.58	FAMILY FOODS CORP.		(AS OF AUGUST 1989)
				OSIMEX S.A. (BELGIUM)	SUBMITTED MARKETING DATA REQUIRED BY OSIMEX. WAITING FOR REPLY.
				BERTUZZI (ITALY)	FAMILY FOODS REQUESTED FORMAL QUOTATION ON DAY PACK FILLER W/ CAPACITY OF 1200 PACKS/HR. NO FOLLOW-UP DISCUSSIONS MADE.
				FABRIMETAL (BELGIUM)	FABRIMETAL WILL REFER PROJECT TO OTHER FIRMS WHO CAN SUPPLY THE RIGHT MACHINES. NO FOLLOW-UP DISCUSSIONS MADE.
				FIRST WALL ST., CO. (LTD) (UNITED STATES)	NO FOLLOW-UP DISCUSSIONS MADE WITH FIRST WALL ST. CO. (LTD).
				INTROPLANT GMBH (GERMANY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				MAT (ITALY)	LOCAL SPONSOR HAS BEEN REQUESTED TO COMPLETE DATA REQUIREMENTS TO ASSESS PRE-FEASIBILITY OF PROJECT.
				TAIWAN ASSOCIATION OF MACHINERY INDUSTRY (TAIWAN)	TAMI WILL SEND QUOTATION ON PACKAGING MACHINES. NO FOLLOW-UP DISCUSSIONS MADE.
				UNITED BRANDS (UNITED STATES)	UNITED BRANDS WILL EXPLORE POSSIBILITY OF SOME FORM OF ASSOCIATION. PLANT VISIT MADE LAST NOV 15. NO FOLLOW-UP DISCUSSIONS MADE.
				VOLKER V. SENGBUSCH AND PARTNER GMBH (GERMANY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
123	AGRI-BASED FOOD PROCESSING, DOG FOOD, INFANTS FIRST SOLID FOOD	1.26	SILAY SARAVIA	FINESPORT (ITALY) MAPIMPIANTI (ITALY)	(AS OF AUGUST 1989)  FOR FURTHER DISCUSSION AFTER INITIAL MEETING.  SEVERAL LOCAL COMPANIES INTERESTED IN TECHNOLOGY. ITALIAN COMPANY PREPARED TO NEGOTIATE BUYBACK AGREEMENT WITH MAJOR WORLD DISTRIBUTORS. FEASIBILITY AND MARKET STUDY NEEDED.
			GENERAL MILLING CORPORATION	MAPIMPIANTI (ITALY)	PROJECT BEING CONSIDERED FOR FUNDING BY UNIDO/ITALIAN GOVERNMENT.
WOOD, WOOD PRODUCTS & FURNITURE					
053	BAMBOO CRAFT INDUSTRY DEVELOPMENT	5.00	EMP EXIM INTERNATIONAL CO INC	AQRA INTL CORP (JOINT VENTURE WITH MITSUBISHI) (PHILIPPINES) BANK OF MONTREAL (CANADA) TAIAQUA CO., LTD (TAIWAN) TAIWAN ASSOCIATION OF MACHINERY INDUSTRY (TAIWAN)	(AS OF AUGUST 1989)  PRODUCT SAMPLES SUBMISSION STARTED DEC '88. INITIAL TRIAL ORDER IN SMALL VOLUME STARTED APRIL '89. ORDER DELIVERED ON JULY 7 '89.  EMP EXIM SENT FEASIBILITY STUDY AND SAMPLES. NO FOLLOW-UP DISCUSSIONS MADE.  EMP EXIM SENT MORE INFO & PROPOSAL TO PROSPECTIVE TAIWAN INVESTORS. NO FOLLOW-UP DISCUSSIONS MADE.  TAMI INTERESTED ONLY IN SELLING MACHINERY AND EQUIPMENT.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
CHEMICAL, RUBBER & PLASTIC PRODUCTS					
070	HIGH TEST CALCIUM HYPOCHLORITE	3.89	MABUHAY VINYL CORP.	DE NORA PERMELEC (ITALY)	(AS OF AUGUST 1989) FORMAL OFFER FOR 2,500 MTPY CAPACITY BEING EVALUATED BY MABUHAY VINYL. TERMS OF REFERENCE DEVELOPED BY SGV; BEING CONSIDERED FOR FUNDING BY UNIDO/ITALIAN GOVERNMENT.
				INDUSTRIAL EXPORT-IMPORT (ROMANIA)	INDUSTRIAL EXIM SENT OFFER AFTER RECEIVING INQUIRY ON CHLORINE TANKS. NO FURTHER DISCUSSIONS MADE.
079	CLAY BENEFICIATION PLANT	0.70	SANITARY WARES INC.	JAPAN CERAMIC ENGINEERING (JAPAN)	(AS OF AUGUST 1989) PROJECT BEING SERIOUSLY CONSIDERED BY JAPAN CERAMIC FOR EQUIPMENT SUPPLY AND/OR EQUITY JOINT VENTURE. PRESENTLY EVALUATING AND SELECTING THE PROCESS AND COMPONENTS.
				VITROCIM-FOREXIM ROMANIA (ROMANIA)	NO FOLLOW-UP DISCUSSIONS MADE AFTER INITIAL MEETING.
MACHINERY & EQUIPMENT					
101	TRICAR ("WONDERCAB") MANUFACTURE	0.34	PORTA COELI INDUSTRIES	PIAGGIO- COLUMBUS ENGINEERING (ITALY)	(AS OF AUGUST 1989) TECHNICAL PRELIMINARY AGREEMENT SIGNED. AWAITING COSTS OF MACHINERY AND VEHICLE PARTS AND COMPONENTS FROM PIAGGIO. TERMS OF REFERENCE DEVELOPED BY SGV; PROJECT BEING CONSIDERED FOR FUNDING BY UNIDO/ITALIAN GOVERNMENT.

STATUS OF PROJECTS PRESENTED DURING THE NOVEMBER 1988 PHILIPPINE INVESTORS' FORUM  
UNDER EXPLORATORY STAGE

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
AGRICULTURE					
001	EXPANSION/MODERNIZATION OF HOG FARMING	0.70	HOROSCOPE FARM DEV'T CORP.		(AS OF FEBRUARY 1989)
				LODAGRI ITALY (ITALY)	ITALIAN EMBASSY CONSIDERING PROJECT FOR INCLUSION IN BILATERAL COOPERATIVE FUNDING.
002	COFFEE/CACAO & BLK PEPPER BY INTERCROPPING BETWEEN/UNDER COCO TREES	0.60	DATING BAYAN AGRO INDL. CORP		(AS OF AUGUST 1989)
				ALJOBA RESEARCH INC (UNITED STATES)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				EMBASSY OF BELGIUM (BELGIUM)	FOLLOWED UP AND PROVIDED INFO AND STATUS UPDATE TO BELGIAN EMBASSY. NO FOLLOW-UP DISCUSSIONS MADE.
				FARBRIMETAL (BELGIUM)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				NISSHO IWAI CORP (JAPAN)	SAMPLES & SPECS ON SEAWEED, CARRAGEENE, AND ALGAFERTILIZER PROVIDED TO NISSHO IWAI. NO FOLLOW-UP DISCUSSIONS MADE.
				TECHINT (ITALY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				TRAINING TRADE & TECHNIQUE SPRL (THREE TS) (BELGIUM)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.



Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
003	ORCHID CULTURE (VANDA SANDERIANA)	0.50	VANDA SANDERIANA EXIMPORT CORP	VOLKER VON SENGBUSCH & PARTNER (GERMANY)	(AS OF FEBRUARY 1989)  PRINCIPAL SCHEDULED TO COME TO THE PHILS. WITHIN THE MONTH OF NOVEMBER.
004	INTEGRATED BAMBOO PLANTATION DEVELOPMENT AND BAMBOO DISPOSABLE CHOPSTI	5.43	BUSINESS AIMS, INC.	COMMONWEALTH DEVELOPMENT CORPORATION (MALAYSIA)  FIRST WALL ST., CO. (LTD) (UNITED STATES)	(AS OF FEBRUARY 1989)  COMMONWEALTH WILL WAIT FOR INVITATION TO EVALUATE PROJECT FOR INVESTMENT.  FIRST WALL ST CO WILL STUDY PROJECT FEASIBILITY & INFORM LOCAL SPONSOR OF DECISION.
			VANDA SANDERIANA EXIMPORT CORP	SOFINASIA (FRANCE)	SOFINASIA WILL CONTACT FILIPINO SPONSOR FOR JOINT VENTURE WITH INTERESTED FIRM FROM EEC.
149	POULTRY TECHNOLOGY	0.00	REPUBLIC FLOUR MILLS	KONSPOL (POLAND)	(AS OF FEBRUARY 1989)  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
150	POULTRY PROCESSING INDUSTRIES	0.00	DEPARTMENT OF TRADE - REGION XI (DAVAO)	CHAMBRE DE COMMERCE ET D'INDUSTRIE DE CHOLET (FRANCE)	(AS OF FEBRUARY 1989)  FRENCH FIRM WILL SEND PROPOSAL TO DTI REGION XI TO BE REFERRED TO LOCAL INVESTORS.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
151	FOOD PROCESSING INDUSTRIES	0.00	DEPARTMENT OF TRADE - REGION XI (DAVAO)	INDUSTRIAL EXPORT-IMPORT (ROMANIA)	(AS OF FEBRUARY 1989)  DTI WILL IDENTIFY COMPANIES FROM REGION XI INTERESTED IN FOOD INDUSTRIES.
FISHING					
005	INTEGRATED PRAWN PROJECT	6.00	FIRST FARMERS MILLING AND MFG. COOPERATIVE ASSOCIATION	AGRINO (ITALY)  CARNITECH/ DANISH AQUACULTURE INSTITUTE (DENMARK)  DELL'ORTO/ INTERSOMER (ITALY)  TECHNIP FRANCE (FRANCE)	(AS OF FEBRUARY 1989)  FOR FUTHER DISCUSSION & COMMUNICATION.  FOR FURTHER COMMUNICATION ON TECHNOLOGY TRANSFER & EQUIPMENT EVALUATION.  TRIPARTITE SCHEME ENVISAGED INVOLVING FIRST FARMERS AS LOCAL SPONSOR, DELL'ORTO FOR PROVISION OF FREEZERS AND TECHNOLOGY, AND INTERSOMER FOR PURCHASE OF PRODUCTS. LOCAL SPONSOR TO VISIT ITALIAN COMPANIES.  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Spqnsor	Foreign Investors	Status
006	INTEGRATED PRAWN PROJECT (AQUACULTURE CENTRE FOR NORTHERN MINDANAO)	2.86	FIRST FARMERS MILLING & MARKETING COOPERATIVE	ADAPA MANAGEMENT LTD (CANADA)	(AS OF FEBRUARY 1989)  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
007	PRAWN FARMING (EI OPERATIONS MANAGEMENT GROUP)	0.78	EI OPERATIONS MGT GROUP INC.	AALBORG BOILERS (SINGAPORE ) PTE. LTD. (DENMARK)  FIRST WALL ST., CO. (LTD) (UNITED STATES)  FORID INTERNATIONAL INC (UNITED STATES)  MERCADO MARKETING (UNITED STATES)  TROUW INT (NETHERLANDS)	(AS OF FEBRUARY 1989)  AALBORG INTERESTED IN EQUITY PARTICIPATION AT LATER PHASES OF PROJECT.  FIRST WALL ST STILL STUDYING PROJECT.  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.  EI OPERATIONS TO SUBMIT MORE DATA ON PRAWN BUSINESS.  EI OPERATIONS REQUESTED TO SEARCH FOR OTHER LOCAL PARTNERS.
008	PRAWN FARMING (DR. D. TORRENA PRAWN FARM)	0.43	NORTHERN MINDANAO AQUATIC RESOURCES, INC.  TORRENA PRAWN FARM	AALBORG BOILERS (SINGAPORE ) PTE. LTD. (DENMARK)  CIC-MARINE CONSULTING ENGINEERS AND ECONOMIST A/S (DENMARK)	(AS OF FEBRUARY 1989)  TORRENA WILL PROVIDE MORE INFO ON PRODUCTION & CAPACITIES AS WELL AS OTHER AGRICULTURAL EQUIPMENT.  TORRENA WILL CONTACT DANISH AND SINGAPOREAN INVESTORS FOR SITE VISIT.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
009	AQUACULTURE - FROZEN PRAWN AND FRESH FISH	10.32	DAVAO NORTE AQUA DEVELOPMENT	SINGAPORE BIOMEDIS LABORATORY PTE LTD (SINGAPORE)	TORRENA WILL PREPARE DETAILED PROJECT STUDY.
				TAIAQUA CO., LTD (TAIWAN)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
					(AS OF FEBRUARY 1989)
				ALJOBA RESEARCH INC (UNITED STATES)	ALJOBA RESEARCH WILL INVESTIGATE THE SOCIO-ECONOMIC CONDITIONS OF THE PROJECT.
				BRITISH PETROLEUM (UNITED KINGDOM)	BP REPRESENTATIVES WILL CONDUCT OCULAR INSPECTION & EVALUATION OF REGION XI.
				BUHLER BROTHERS LTD. SWITZERLAND (SWITZERLAND)	BB INTERESTED IN SELLING EQUIPMENT TO OUTLETS & COMPANIES.
011	PRAWN/SHRIMP PROCESSING	2.43	ISLAND KING AQUACULTURE	ICEPS (ITALY)	ICEPS CONCERNED ABOUT INSURGENCY PROBLEM IN REGION XI.
				TECHNIP FRANCE (FRANCE)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				TROUW INT (NETHERLANDS)	DTI WILL DISSEMINATE INFO TO REGION XI COMPANIES & INITIATE PROGRAM FOR JOINT VENTURE.
					(AS OF FEBRUARY 1989)
				DELL'ORTO/INTERSOMER (ITALY)	TRIPARTITE SCHEME ENVISAGED INVOLVING ISLAND KING AS LOCAL SPONSOR, DELL'ORTO FOR PROVISION OF FREEZERS AND TECHNOLOGY, AND INTERSOMER FOR PURCHASE OF PRODUCTS. LOCAL SPONSOR TO VISIT ITALIAN COMPANIES.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
012	PRAWN FARMING (CALATAGAN AQUA SYSTEM INC.)	0.65	CALATAGAN AQUA SYSTEMS	CARNITECH/ DANISH AQUACULTURE INSTITUTE (DENMARK) SINGAPORE BIOMEDIS LABORATORY PTE LTD (SINGAPORE) TAIAQUA CO., LTD (TAIWAN) WARREN COMPANIES (UNITED STATES)	(AS OF FEBRUARY 1989) CALATAGAN SENT FEASIBILITY STUDY DURING LAST WEEK OF JANUARY. CALATAGAN SENT FEASIBILITY STUDY DURING LAST WEEK OF JANUARY. CALATAGAN SENT FEASIBILITY STUDY FOR EVALUATION & DISCUSSION WITH INVESTORS IN TAIWAN. CALATAGAN SENT FEASIBILITY STUDY DURING LAST WEEK OF JANUARY.
124	EXPANSION OF PRAWN HATCHERY AND POND FOR PRAWN PRODUCTION	0.33	AQUARIUS PRAWN HATCHERY/ FISH POND	CARNITECH/ DANISH AQUACULTURE INSTITUTE (DENMARK) CIC-MARINE CONSULTING ENGINEERS AND ECONOMIST A/S (DENMARK) DENEY LTD (TURKEY) TAIAQUA CO., LTD (TAIWAN)	(AS OF FEBRUARY 1989) NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
<b>COAL MINING</b>					
014	COAL MINING (CARBEX INC.)	1.50	CARBEX INC.	NOT AVAILABLE	(AS OF JULY 1989)  CARBEX REQUIRES BRIDGE FINANCING TO DETERMINE EXTENT OF COAL RESERVES & PREPARE FEASIBILITY STUDY. CONCESSION COVERS MORE THAN 4,000 HECTARES; INITIAL INDICATION OF COAL HEAT VALUE IS MORE THAN 10,000 BTU.
<b>METAL ORE MINING</b>					
015	GOLD MINING (RESERVES OF 20 MILLION SHORT TONS/1.5 GOLD/SHORT TON)	1.50	LUVIMIN CEBU MINING CORPORATION	ADAPA MANAGEMENT LTD (CANADA)  BUCURESTI ROMPETROL GEOMIN (ROMANIA)  CROTTY AND ASSOCIATES LTD (HONGKONG)  OVERSEAS PRIVATE INVESTMENT CORP (UNITED STATES)	(AS OF AUGUST 1989)  ADAPA IS WAITING FOR RESULTS OF LUVIMIN'S CREEKS AND SPUR GEOCHEM SAMPLING REPORT.  BUCURESTI REQUESTED LUVIMIN'S VIEW ON COOPERATION BETWEEN THEIR COMPANIES. NO FOLLOW-UP DISCUSSIONS MADE.  LUVIMIN PROVIDED PROSPECTUS TO CROTTY WHICH SENT THESE TO PROSPECTIVE INVESTORS. NO FURTHER DISCUSSIONS MADE.  OPIC ENCOURAGED LUVIMIN TO REGISTER THEIR INVESTMENT TO OPPORTUNITY BANK.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
016	SMALL SCALE MINING OF GOLD, SILVER AND COPPER	0.50	ILIGAN MINING CORP.		(AS OF FEBRUARY 1989)
				"KOPEX"- OVERSEAS MINE CONSTRUCTION CO (POLAND)	KOPEX CONSULTING POLISH SPECIALIST ABOUT PROJECT.
				CHINA NONFERROUS METAL INDUSTRIES FOREIGN ENGRG & CONST CO (CHINA)	CHINA INVESTOR STUDYING PROJECT.
				IMPEXMETAL POLAND (POLAND)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				JAMES CAPEL & CO (ENGLAND)	JAMES CAPEL HAS TO STUDY FINANCIAL REQUIREMENTS OF PROJECT.
				SIASS-UNEFICO (FRANCE)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				SUPPLY OILFIELD SERVICES INTERNATIONAL LTD (HONGKONG)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				TRAINING TRADE & TECHNIQUE SPRL (THREE TS) (BELGIUM)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				WERBEGESTAL- TUNG NORBERT ZOCEK (AUSTRALIA)	POSSIBLE 40%-60% FOREIGN-LOCAL JOINT VENTURE DISCUSSED. SITE INSPECTION SCHEDULED.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
					(AS OF FEBRUARY 1989)
017	GOLD MINING AND PRODUCTION OF GOLD CHAIN	1.00	DAVAO ORIENTAL MINING CORP.	JAMES CAPEL & CO (ENGLAND)	JAMES CAPEL WILL REVIEW CAPITAL REQUIREMENT OF PROJECT.
					(AS OF AUGUST 1989)
125	GOLD RECOVERY FROM TAILINGS. PROCESSING OF 600 T OF WASTE/MONTH	0.20	OROMEX SYSTEMS		OROMEX WAS NOT ABLE TO ATTEND INVESTORS' FORUM. INTERESTED TO PURSUE THE PROJECT BUT HAS NOT DISCUSSED THIS WITH FOREIGN COMPANIES.
	OTHER MINING				(AS OF AUGUST 1989)
018	GUANO PROCESSING	0.51	ZELEV ORGANIC MARKETING CORPORATION	"KOPEX"- OVERSEAS MINE CONSTRUCTION CO (POLAND) BERTUZZI (ITALY) LDL & ASSOCIATES LTD (HONGKONG) O & K FAR EAST PTE LTD (SINGAPORE) VOLKER VON SENGBUSCH & PARTNER (GERMANY)	KOPEX WILL STUDY THE PROJECT FURTHER. NO FURTHER DISCUSSIONS MADE. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY. O & K INTERESTED TO SELL MACHINERIES, BUT NOT TO GO INTO JOINT VENTURE WITH ZELEV. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.



Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
FOOD PROCESSING					
020	DAIRY PRODUCTS (FRESH AND EVAPORATED MILK, CHEESE, ETC.)	1.09	BUKIDNON DAIRY DEV'T	TECHNIP FRANCE (FRANCE)	(AS OF FEBRUARY 1989)  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
021	BEEF AND DAIRY PRODUCTS	10.00	MARSMAN AGRI-BUSINESS CORPORATION	BONCAPO-HANOVER (GERMANY)  COMMONWEALTH DEVELOPMENT CORPORATION (MALAYSIA)  EURO-SEAN TRADING AND CONSULTING CO. (PHILIPPINES)  FINESPORT (ITALY)  INDUSTRIAL EXPORT-IMPORT (ROMANIA)  SOFINASIA (FRANCE)	(AS OF AUGUST 1989)  MARSMAN NO LONGER INTERESTED IN PURSUING PROJECT IN VIEW OF UNCERTAINTIES BROUGHT ABOUT BY THE RECENTLY ENACTED AGRARIAN REFORM LAW.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				TRAINING TRADE & TECHNIQUE SPRL (THREE TS) (BELGIUM)	
023	MANGO PROCESSING	1.20	CEBU LEGACY MARKETING CORPORATION		(AS OF FEBRUARY 1989)
				BERTUZZI (ITALY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				MAT (ITALY)	LOCAL SPONSOR HAS BEEN REQUESTED TO COMPLETE DATA REQUIREMENTS TO ASSESS PRE-FEASIBILITY OF PROJECT.
				UNITED BRANDS (UNITED STATES)	UNITED BRANDS WILL EVALUATE FEASIBILITY STUDY. NO FOLLOW-UP DISCUSSIONS MADE.
024	MANGO PROCESSING	0.51	UNITED FERCON INT'L. INC.		(AS OF MAY 1989)
				BERTUZZI (ITALY)	TERMS OF REFERENCE DEVELOPED BY SQV; HOWEVER, BERTUZZI NO LONGER INTERESTED IN PROJECT.
				FAR EAST IMPEX (HONGKONG)	FEASIBILITY STUDY SUBMITTED TO FAR EAST IMPEX.
				MAT (ITALY)	LOCAL SPONSOR HAS BEEN REQUESTED TO COMPLETE DATA REQUIREMENTS TO ASSESS PRE-FEASIBILITY OF PROJECT.
				UNITED BRANDS (UNITED STATES)	UNITED BRANDS LOOKING FOR ADDITIONAL SUPPLIERS IN CEBU.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
025	DEHYDRATED VEGETABLE PROCESSING	1.50	WISE CHOICE FOODS CORP.		(AS OF FEBRUARY 1989)
				AALBORG BOILERS (SINGAPORE ) PTE. LTD. (DENMARK)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				BERTUZZI (ITALY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				MAT (ITALY)	LOCAL SPONSOR HAS BEEN REQUESTED TO COMPLETE DATA REQUIREMENTS TO ASSESS PRE-FEASIBILITY OF PROJECT.
026	FRUIT DEHYDRATION (PINEAPPLE, MANGO, PAPAYA)	1.50	SUMMER FRUIT, INC.		(AS OF JULY 1989)
				BERTUZZI (ITALY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				COMMONWEALTH DEVELOPMENT CORPORATION (MALAYSIA)	NO FURTHER DISCUSSIONS MADE. SUMMER FRUITS (MARSMAN) ALREADY STARTING OPERATIONS ON JUICES AND PUREES. IT IS INTERESTED IN ACCESS TO FOREIGN MARKETS.
				EMBASSY OF ITALY (ITALY)	DEPT OF AGRICULTURE ENDORSED PROJECT TO NEDA FOR FUNDING UNDER ITALIAN DEVELOPMENT AIDE FUND.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				EURO-SEAN TRADING AND CONSULTING CO. (PHILIPPINES)	EURO-SEAN REQUESTING FOR ADDITIONAL INFO; WILL COORDINATE VISIT TO FRG/HANOVER.
				INTERNATIONAL TECHNOLOGY DEVELOPMENT CORP (UNITED STATES)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				MAT (ITALY)	LOCAL SPONSOR HAS BEEN REQUESTED TO COMPLETE DATA REQUIREMENTS TO ASSESS PRE-FEASIBILITY OF PROJECT.
				SOFINASIA (FRANCE)	SOFINASIA REQUESTED SUMMER FRUIT TO PROVIDE NEEDED INFO TO CONTACT INTERESTED FRENCH FIRMS.
					SUMMER FRUIT SUBMITTED PROPOSAL FOR JOINT VENTURE. SOFINASIA WANTS MORE THAN 40% EQUITY PARTICIPATION.
				UNIDO - INTERNATIONAL INVESTMENT DIVISION	DEPARTMENT OF AGRICULTURE ENDORSED PROJECT TO NEDA FOR FUNDING UNDER THE ITALIAN DEVELOPMENT AIDE FUND.
027	TROPICAL FRUIT JUICE, PUREE, MANGO	0.58	FAMILY FOODS CORP.	BERTUZZI (ITALY)	(AS OF FEBRUARY 1989)  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
028	VEGETABLE, FRUITS AND SPICES-DEHYDRATED AND PUREE	1.90	AFC AGRIBUSINESS CORP.		(AS OF MAY 1989)
				BERTUZZI (ITALY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				NAM-SERVE LA INC (UNITED STATES)	NAM-SERVE WILL SEARCH FOR FOOD BROKER WHO COULD MARKET PRODUCT.
029	DEHYDRATION OF VEGETABLES (ONIONS, GARLIC, ETC)	1.91	NATIONAL ONION GROWERS COOP. MKTG. ASSN.		(AS OF MAY 1989)
				MARUBENI CORPORATION MANILA BRANCH (PHILIPPINES)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				NISSHO IWAI CORP (JAPAN)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				AALBORG BOILERS (SINGAPORE ) PTE. LTD. (DENMARK)	AALBORG WILL SEND PROPOSAL.
				BERTUZZI (ITALY)	BERTUZZI WILL SUBMIT QUOTATION.
031	DRIED FRUIT (PINEAPPLE, PAPAYA, MANGO)	0.50	ORIENT FOODS CORP.		(AS OF FEBRUARY 1989)
				UNITED BRANDS (UNITED STATES)	UNITED BRANDS WILL EXPLORE FURTHER THE POSSIBILITY OF A BUSINESS ASSOCIATION.
033	TROPICAL FRUIT PROCESSING	6.00	BESTACOR		(AS OF FEBRUARY 1989)
				MAT (ITALY)	LOCAL SPONSORS HAVE BEEN REQUESTED TO COMPLETE DATA REQUIREMENTS TO ASSESS PRE-FEASIBILITY OF PROJECT.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
035	PRAWN/SHRIMP PROCESSING	3.60	VINTA FOODS CORP		(AS OF FEBRUARY 1989)
				AALBORG BOILERS (SINGAPORE ) PTE. LTD. (DENMARK)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				BANK OF MONTREAL (CANADA)	BANK WILL ASSIST TO FACILITATE COMPENSATION THAT MAY BE AGREED FOR SERVICES.
				BUHLER BROTHERS LTD. SWITZERLAND (SWITZERLAND)	BUHLER WILL HELP ARRANGE LOANS; VINTA SEEKS TECHNICAL ASSISTANCE & STUDIES.
				CIC-MARINE CONSULTING ENGINEERS AND ECONOMIST A/S (DENMARK)	NO FOLLOW-UP DISCUSSIONS MADE AFTER INVESTORS' FORUM.
				COMMONWEALTH DEVELOPMENT CORPORATION (MALAYSIA)	COMMONWEALTH REQUIRES FEASIBILITY STUDY.
				DELL'ORTO/INTERSOMER (ITALY)	TRIPARTITE SCHEME ENVISAGED INVOLVING VINTA FOODS AS LOCAL SPONSOR, DELL'ORTO FOR PROVISION OF FREEZERS AND TECHNOLOGY, AND INTERSOMER FOR THE PURCHASE OF PRODUCTS.
				TAIAQUA CO., LTD (TAIWAN)	TAIAQUA REQUIRES FEASIBILITY STUDY TO HELP FACILITATE CREDIT & TECHNOLOGY TRANSFER.
				UNIDO - INTERNATIONAL INVESTMENT DIVISION (AUSTRALIA)	UNIDO-IID WILL STUDY PROJECT FURTHER.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
036	SEAWEEED FARMING AND PROCESSING (SOUTHERN PHIL. DEVT AUTHORITY)	2.80	SOUTHERN PHILIPPINE DEVELOPMENT AUTHORITY (SPDA)	EMBASSY OF DENMARK (DENMARK)  EMBASSY OF THE FEDERAL REPUBLIC OF GERMANY (GERMANY)	(AS OF MAY 1989)  WILL GET IN TOUCH WITH PROJECT SPONSOR FOR FURTHER DISCUSSIONS.  NO FOLLOW-UP DISCUSSIONS MADE AFTER INVESTORS' FORUM.
038	SOYA BEAN PLANTATION & PROCESSING PLANT	1.44	SOUTHERN PHILIPPINE DEVELOPMENT AUTHORITY (SPDA)	LODAGRI ITALY (ITALY)  MAHER ENTERPRISES INC (UNITED STATES)  MAZZONI (ITALY)  TECHINT (ITALY)	(AS OF MAY 1989)  PROJECT ENDORSED TO NEDA FOR FUNDING UNDER ITALIAN DEVELOPMENT AIDE. LODAGRI WILL SUPPLY MACHINERY. NEDA HESITANT TO APPROVE FUNDING TO PRIVATE FIRM. TERMS OF REFERENCE DEVELOPED BY SGV.  MAHER WROTE TO FOLLOW UP PROPOSAL REGARDING SUPPLY OF MACHINERY & TECHNOLOGY.  NO FOLLOW-UP DISCUSSIONS MADE WITH FOREIGN COMPANY.  TECHINT WILL STUDY PROJECT FURTHER. BILATERAL DEVELOPMENT COOPERATION ALSO DISCUSSED.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
039	CORN STARCH	0.60	PHIL-AGRO INDUSTRIAL CORPORATION		(AS OF AUGUST 1989)
				INDUSTRIAL EXPORT-IMPORT (ROMANIA)	PHIL-AGRO NO LONGER INTERESTED TO PURSUE PROJECT. INDUSTRIAL EXIM ONLY KEEN ON SELLING EQUIPMENT.
040	FOOD PROCESSING	0.62	LORENZANA INT'L INC		(AS OF FEBRUARY 1989)
				BERTUZZI (ITALY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
041	COFFEE PROCESSING PLANT	2.80	VINTA FOODS CORP		(AS OF FEBRUARY 1989)
				AALBORG BOILERS (SINGAPORE ) PTE. LTD. (DENMARK)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				BANK OF MONTREAL (CANADA)	BANK WILL ASSIST TO FACILITATE COMPENSATION THAT MAY BE AGREED FOR SERVICES.
				BUHLER BROTHERS LTD. SWITZERLAND (SWITZERLAND)	BUHLER TO FACILITATE SUPPLIER'S CREDIT & HELP ARRANGE LOANS.
				CARNITECH/ DANISH AQUACULTURE INSTITUTE (DENMARK)	NO FURTHER DISCUSSIONS MADE AFTER INVESTORS' FORUM.
				COMMONWEALTH DEVELOPMENT CORPORATION (MALAYSIA)	COMMONWEALTH REQUIRES FEASIBILITY STUDY.
				TAIAQUA CO., LTD (TAIWAN)	TAIAQUA TO HELP FACILITATE CREDIT & TECHNOLOGY TRANSFER. WILL STUDY PROJECT FURTHER.



Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				UNIDO - INTERNATIONAL INVESTMENT DIVISION (AUSTRALIA)	UNIDO-IID WILL STUDY PROJECT FURTHER.  (AS OF MARCH 1989)
130	COCO OIL PROCESSING PLANT	0.59	R.O. ANG ENTERPRISES	DONG SUNG HIGH POLYMERS CO. LTD. (KOREA)  INDUSTRIAL EXPORT-IMPORT (ROMANIA)  MAZZONI (ITALY)	R.O. ANG WILL SUPPLY FATTY ACID & OTHER RELATED AGRICULTURAL OIL PRODUCTS.  INDUSTRIAL EXIM WILL SEND QUOTATION AFTER RECEIVING INQUIRY ON MACHINERIES FROM R.O. ANG.  MAZZONI WILL HELP ON FINANCIAL SIDE OF PROJECT.  (AS OF FEBRUARY 1989)
152	FOOD PROCESSING & CATERING	0.00	BOARD OF INVESTMENT	MIYAKO FOODS CO (JAPAN)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.  (AS OF MAY 1989)
042	RAMIE DEGUMMING (SOUTHERN PHILIPPINE DEVT AUTHORITY)	2.76	SOUTHERN PHILIPPINE DEVELOPMENT AUTHORITY (SPDA)	TECHINT (ITALY)	PROJECT PROPOSED FOR FUNDING UNDER ITALIAN DEVELOPMENT AIDE. NEDA HESITANT TO APPROVE FUNDING TO PRIVATE FIRMS.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
044	DEGUMMED RAMIE FIBRE (DATINGBAYAN AGRO-INDUSTRIAL CORP.)	0.43	DATING BAYAN AGRO INDL. CORP		(AS OF AUGUST 1989)
				3T OF BELGIUM (BELGIUM)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				ALJOBA RESEARCH INC (UNITED STATES)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				FARBRIMETAL (BELGIUM)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				NISSHO IWAI CORP (JAPAN)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				TECHINT (ITALY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				TECHNIP FRANCE (FRANCE)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
045	COTTON GIN	1.70	UNITED COTTON GROWERS OF MINDANAO INC.		(AS OF AUGUST 1989)
				DISTRIE-ASIE (FRANCE)	DISTRIE-ASIE FAILED TO ATTEND INVESTORS' FORUM.
				FAIRLY ENTERPRISE CO. (TAIWAN)	FOLLOW-UP MEETING HELD LAST JAN. 12 '89. NO FOLLOW-UP DISCUSSIONS MADE.
				FAREAST IMPEX (HKG) (CHINA)	UNITED COTTON GROWERS FAILED TO MEET REPRESENTATIVE OF FAREAST AT INVESTORS' FORUM.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
046	LEATHER HANDBAGS, WOVEN LEATHER BAGS AND BELTS	0.50	SS DESIGNS		(AS OF FEBRUARY 1989)
				NAM-SERVE LA INC (UNITED STATES)	PARTIES DISCUSSED ABOUT POSSIBILITY OF FORMING MARKETING GROUP PATTERNED AFTER AVON.
				POLIMEX-CEKOP LTD (POLAND)	SS DESIGNS WILL STUDY DOCUMENTS RECEIVED FROM POLIMEX REGARDING TECHNOLOGIES & MACHINES.
144	MANUFACTURE OF SILK FILATURE	0.00			(AS OF FEBRUARY 1989)
				PRECISION STAINLESS FITTINGS (UNITED STATES)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
	WOOD, WOOD PRODUCTS & FURNITURE				
049	WOOD PRODUCTS (ARCHITECTURAL COMPONENTS)	1.10	CANCIO ASSOCIATES, INC.		(AS OF FEBRUARY 1989)
				FIRST WALL ST., CO. (LTD) (UNITED STATES)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				LESNINA- UNILES (YUGOSLAVIA)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				STERNENBURG-BAU GMBH (GERMANY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
					LESNINA URGED LOCAL SPONSOR TO WRITE UNIDO FOR VISIT TO TRAINING CENTER AT UNILES AND FOR POSSIBLE COOPERATION ON DECORATION & FURNITURE DESIGN.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
050	INDUSTRIAL TREE PLANTATION	1.10	ARAS-ASAN TIMBER COMPANY	FAR EAST IMPEX (HONGKONG) STERNENBURG-BAU GMBH (GERMANY)	(AS OF FEBRUARY 1989) MR. SHAH EXPRESSED INTEREST IN PROJECTS PHI/050 & PHI/051. MR. JANN WANTS TO BUY WOOD PRODUCTS (PHI/050) & BE THEIR JOINT VENTURE PARTNER IN PROJECT PHI/051.
051	VENEER, PLYWOOD AND LUMBER	1.38	ARAS-ASAN TIMBER COMPANY	HUBERT INDUSTRIES GROUP (FRANCE) VITROCIM- FOREXIM ROMANIA (ROMANIA)	(AS OF FEBRUARY 1989) HUBERT INTERESTED IN JOINT VENTURE TO SET UP WINDOW/DOOR COMPONENT PLANT & UPGRADE PROPONENT'S EXISTING PLANT. VITROCIM HAS ASKED THE SPONSOR FOR A FEASIBILITY STUDY.
052	SIMPLE FURNITURE PARTS FROM LUMBER SHORTS AND CUTTINGS	0.30	WOODIRON MANUFACTURING CORPORATION	LESNINA-UNILES (YUGOSLAVIA) VITROCIM- FOREXIM ROMANIA (ROMANIA)	(AS OF AUGUST 1989) LESNINA REQUESTED FOR WOOD SAMPLES; WILL ALSO STUDY POSSIBLE FINANCING & MARKET PRICES. NO FOLLOW-UP DISCUSSIONS MADE. VITROCIM PROPOSED FOR SIMPLE FURNITURE PARTS MFTG & POSSIBLE MARKET ACCESS. NO FOLLOW-UP DISCUSSIONS MADE.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
055	WOODEN HOUSEHOLD AND GIFT ARTICLES	0.01	ANRIMA INDUSTRIES		(AS OF FEBRUARY 1989)
				BERTUZZI (ITALY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				DEUTSCHE GESELLSCHAFT FUR TECHNISCHE ZUSAMMENARBEIT (GTZ) (GERMANY)	FOREIGN INVESTOR INDICATED PLAN TO VISIT PROJECT SITE.
				HANS EIBL UND SOHN (GERMANY)	HANS PROVIDED BROCHURES & OFFERED HELP IN EXPORT MARKETING.
				LESNINA-UNILES (YUGOSLAVIA)	LESNINA REQUESTED SAMPLES FOR LABORATORY TESTS TO DETERMINE ACCEPTABILITY OF PRODUCTS.
				UNIDO IPS ZURICH	NO FOLLOW-UP DISCUSSIONS MADE.
056	WOODEN CASE GOODS	0.72	TRADEWINDS RATTAN		(AS OF FEBRUARY 1989)
				LESNINA-UNILES (YUGOSLAVIA)	TRADEWINDS WILL SEND CATALOG & PRICES OF RATTAN FURNITURE. LESNINA OFFERS TO SUPPLY EQUIPMENT.
				VITROCIM- FOREXIM ROMANIA (ROMANIA)	VITROCIM REQUESTED FOR DETAILED PROJECT DESCRIPTION FROM TRADEWINDS.
057	MANUFACTURE OF WOODEN FURNITURE	1.50	ALENER CANE CORP		(AS OF FEBRUARY 1989)
				VITROCIM- FOREXIM ROMANIA (ROMANIA)	VITROCIM GAVE TECHNICAL & COMMERCIAL INFORMATION REGARDING MACHINES & TECHNICAL SERVICES OFFERED TO ALENER.
					NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
			ARAS-ASAN TIMBER COMPANY	LESNINA-UNILES (YUGOSLAVIA)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
058	WOODEN FURNITURE	0.57	PACIFIC TRADERS AND MFG CORP.	LESNINA-UNILES (YUGOSLAVIA) UNIDO IPS ZURICH VITROCIM- FOREXIM ROMANIA (ROMANIA)	(AS OF FEBRUARY 1989) LESNINA WILL SEND CHAIR DESIGNS. NO FOLLOW-UP DISCUSSIONS MADE. VITROCIM OFFERED MARKET-ORIENTED DESIGN SERVICES TO PACIFIC.
061	RATTAN BASKETS FURNITURE AND DECORATIVE ITEMS	1.00	TRANSPEX CORP.	SCHWEITZ VOLKSBANG (SINGAPORE)	(AS OF FEBRUARY 1989) SCHWEITZ' SWISS PARTNER ALREADY REQUESTED SAMPLES OF BASKETS.
153	WOOD PRODUCTS (WOOD DOOR) FOR EXPORT	0.00	PANDAY PIRA CONSTRUCTION	FIRST WALL ST., CO. (LTD) (UNITED STATES) UNIDO IPS ZURICH	(AS OF FEBRUARY 1989) PANDAY TO WAIT FOR FURTHER SPECIFICATIONS & ORDER; FIRST WALL WILL STUDY MARKETS IN EUROPE AND THE UNITED STATES. NO FOLLOW-UP DISCUSSIONS MADE.
154	BAMBOO CRAFTS	0.00	STAR-PHILS. FOUNDATION, INC.	TAIWAN ASSOCIATION OF MACHINERY INDUSTRY (TAIWAN)	(AS OF FEBRUARY 1989) TAMI REQUIRES PROJECT STUDY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
PULP, PAPER, PRINTING & PUBLISHING					
063	PULP AND PAPER MILL MODERNIZATION	38.25	PAPER INDUSTRIES CORP. OF THE PHILS.	AALBORG BOILERS (SINGAPORE) PTE. LTD. (DENMARK) BUSINESS AND ORGANIZATIONAL DEVELOPMENT IN ASIA (HONGKONG) CENTRAL NATIONAL GOTTESMAN INC (UNITED STATES) CROTTY AND ASSOCIATES LTD (HONGKONG) FAR EAST IMPEX (HONGKONG) IMPEXITAL INTERNATIONAL LIMITED / TURNLY INVESTMENTS LIMITED (HONGKONG)	(AS OF AUGUST 1989) NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN INVESTOR. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN INVESTOR. NO FOLLOW-UP DISCUSSIONS MADE.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				INTERNATIONAL TECH DEVELOPMENT CORP (ITDC) (UNITED STATES)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN INVESTOR.
				ISHIWAKAJIMA-HARIMA HEAVY INDUSTRIES CO., LTD (JAPAN)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN INVESTOR.
				JAMES CAPEL & CO (ENGLAND)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN INVESTOR.
				POLIMEX-CEKOP LTD (POLAND)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN INVESTOR.
				SUMITOMO CORPORATION (PHILIPPINES)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN INVESTOR.
				VITROCIM- FOREXIM ROMANIA (ROMANIA)	VITROCIM OFFERED TECHNICAL EXPERTISE IN TIMBER & PAPER PRODUCTS. NO FOLLOW-UP DISCUSSIONS MADE.
138	JOINT VENTURE/OUTRIGHT SALE OF GENERAL OFFSET PRESS INC	5.50	GENERAL OFFSET PRESS INC		(AS OF AUGUST 1969)  GENERAL OFFSET INTERESTED TO PURSUE PROJECT BUT HAS NOT NEGOTIATED WITH ANY FOREIGN INVESTOR.



Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
CHEMICAL, RUBBER & PLASTIC PRODUCTS					
065	ORGANIC FERTILIZER FROM AGRICULTURAL WASTE	0.65	STO. TOMAS INTEGRATED DEVELOPMENT COMPLEX	TRAINING TRADE & TECHNIQUE SPRL (THREE TS) (BELGIUM)	(AS OF FEBRUARY 1989)  STO. TOMAS OFFERED TO USE TRAINING SERVICES OF THREE TS. THREE TS WILL CONSIDER/IDENTIFY FOREIGN PARTNERS.
068	DETERGENT BAR SOAP	0.96	QUEEN CLEAN INDUSTRIES PRODN. CORP	MAZZONI (ITALY)	(AS OF MARCH 1989)  MAZZONI SUBMITTED MACHINERY QUOTATION TO QUEEN CLEAN. NO FURTHER FOLLOW-UP MADE.
069	ACTIVATED CARBON	1.45	DACEBU TRADERS	BOSETTI (ITALY)	(AS OF FEBRUARY 1989)  ITALIAN COMPANY INTERESTED IN TRANSFER OF TECHNOLOGY TO REHABILITATE EXISTING PLANT IN ORDER TO ENSURE IMPORT OF 500 TONS/YEAR OF PRODUCT.
071	CERAMIC TILE ADHESIVE	0.13	ALLGEMEINE-BAU-CHEMIE PHIL., INC.	NISSHO IWAI CORP (JAPAN)	(AS OF AUGUST 1989)  NISSHO JUST INVESTIGATED PROSPECTS OF CHEMICAL USED BY ABC BUT HAD NO INTEREST IN PRODUCT. ABC SENT SAMPLES THRU RP REPRESENTATIVES BUT PRICE IS HIGHER THAN IN JAPAN.
072	TYRE INNER TUBE FROM BUTLY RUBBER COMPOUNDS	1.43	VACPHIL RUBBER CORP.	INDUSTRIAL EXPORT-IMPORT (ROMANIA)	(AS OF AUGUST 1989)  VACPHIL NO LONGER INTERESTED IN PURSUING THE PROJECT SINCE THE FOREIGN BUYERS AND OTHER PROPONENTS SEEM TO HAVE LOST INTEREST.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				UNIDO IPS ZURICH	NO FOLLOW-UP DISCUSSIONS MADE. (AS OF FEBRUARY 1989)
074	CONVEYOR AND FLAT TRANSMISSION BELTS FROM RUBBER	0.86	LAGUNA RUBBER CORP.	BANK OF MONTREAL (CANADA) INDUSTRIAL EXPORT-IMPORT (ROMANIA)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY. INDUSTRIAL EXIM WILL SEND QUOTATION FOR CONVEYOR BELT MANUFACTURING EQUIPMENT WITHIN ONE MONTH AFTER RECEIVING INQUIRY.
076	RUBBER PRODUCTS (SHOES, MOULDED PARTS, CONVEYOR BELT)	1.50	LAGUNA RUBBER CORP.	BANK OF MONTREAL (CANADA) UNIDO IPS ZURICH	(AS OF FEBRUARY 1989) NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY. NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
077	TRANSMISSION RUBBER V-BELTS	1.00	VACPHIL RUBBER CORP.	INDUSTRIAL EXPORT-IMPORT (ROMANIA)	(AS OF AUGUST 1989) VACPHIL NO LONGER INTERESTED TO PURSUE THE PROJECT SINCE THE OTHER PROPONENTS OF THE PROJECT SEEM TO HAVE LOST INTEREST.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
078	FINE BONE CHINA GIFTS AND DECORATIVE ACCESSORIES	0.00	PINTAR INTERNATIONAL CORP		(AS OF AUGUST 1989)  INTERESTED TO PURSUE THE PROJECT BUT ONLY WITH RENOWNED EUROPEAN CERAMIC PRODUCERS. HAS NOT NEGOTIATED WITH ANY FOREIGN COMPANY ALTHOUGH MANY KOREAN INVESTORS ARE INTERESTED.
082	MINI-SCALE CEMENT PLANT	5.00	CEBU CHAMBER OF COMMERCE & INDUSTRY	SIMCI (ITALY)  TECHNIP FRANCE (FRANCE)	(AS OF MAY 1989)  CEBU PROPONENT NO LONGER INTERESTED.  BOI AND SGV REQUESTED TO PRESENT ITALIAN PROPOSAL TO PHIL. ASSOCIATION OF CEMENT PRODUCERS. PROJECT COULD BE REPLICATED IN SEVERAL LOCATIONS. FEASIBILITY STUDY NEEDED.  NO FOLLOW-UP DISCUSSIONS MADE WITH FOREIGN COMPANY.
083	ALUMINA REFRACTORIES	11.29	REFRACTORIES CORP. OF THE PHILIPPINES	CHINA NONFERROUS METAL INDUSTRIES FOREIGN ENGRG & CONST CO (CHINA)  FAR EAST IMPEX (HONGKONG)  FRITS WERNER INTERNATIONAL (GERMANY)	(AS OF FEBRUARY 1989)  CHINA NONFERROUS INTERESTED IN RAW MATERIALS SUPPLY. NO FOLLOW-UP DISCUSSIONS MADE.  NO FOLLOW-UP DISCUSSIONS MADE WITH FOREIGN COMPANY.  NO FOLLOW-UP DISCUSSIONS MADE.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				MINO YOGYO CO LTD (JAPAN)	NO FOLLOW-UP DISCUSSIONS MADE WITH FOREIGN COMPANY.
				POLIMEX-CEKOP LTD (POLAND)	NO FOLLOW-UP DISCUSSIONS MADE WITH FOREIGN COMPANY.
084	MARBLE TILES	0.51	CONTINENTAL MARBLE CORPORATION		(AS OF FEBRUARY 1989)
				IMPEXITAL INTERNATIONAL LIMITED / TURNLY INVESTMENTS LIMITED (HONGKONG)	IMPEXITAL WANTS TO INVEST 30% OF CAPITAL & PROVIDE LOAN FOR OTHER FINANCIAL NEEDS.
				UNIDO IPS ZURICH	NO FOLLOW-UP DISCUSSIONS MADE.
085	SILICA QUARTZ AND PERLITE PROCESSING	0.80	BELLAMAR ENTERPRISES		(AS OF AUGUST 1989)
					INTERESTED TO PURSUE THE PROJECT BUT HAS NOT NEGOTIATED WITH ANY FOREIGN COMPANY.
127	EXPANSION AND UPGRADING OF RUBBER PROCESSING PLANT	4.00	RAM CORPORATION		(AS OF FEBRUARY 1989)
				FRITS WERNER INTERNATIONAL (GERMANY)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				INDUSTRIAL EXPORT-IMPORT (ROMANIA)	RAM CORP. SENT PROPOSAL BUT NO REPLY HAS BEEN RECEIVED YET.
				TECHNIP FRANCE (FRANCE)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
131	GRANULATED ORGANIC FERTILIZER AND CHARCOAL BRIQUETTES	1.90	MATUGUINA INDUSTRIES DEVELOPMENT INC		(AS OF AUGUST 1989)
					WAS NOT ABLE TO ATTEND THE INVESTORS' FORUM. INTERESTED TO PURSUE THE PROJECT BUT HAS NOT DISCUSSED IT WITH FOREIGN COMPANIES.
155	MANUFACTURING OF INDUSTRIAL CHEMICALS	0.00	PHESCHEM INDUSTRIAL CORPORATIO		(AS OF AUGUST 1989)
				DONG SUNG HIGH POLYMERS CO. LTD. (KOREA)	PHESCHEM TO PREPARE OFFER FOR SOME CHEMICALS; DONG TO STUDY JOINT VENTURE OPPORTUNITIES. NO FOLLOW-UP DISCUSSIONS MADE.
156	RUBBER PRODUCTS FOR AUTOMOTIVES	0.35	CRISLIN RUBBER PRODUCTS, MANILA		(AS OF AUGUST 1989)
				SAM SUNG RUBBER & PLASTICS CO., LTD (KOREA)	PARTIES DISCUSSED POSSIBLE FORMATION OF JOINT VENTURE; CRISLIN TO PREPARE ACTION PLAN INCLUDING VISIT TO KOREA. NO FOLLOW-UP DISCUSSIONS MADE.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
157	MANUFACTURE OF CAMEL BACK	0.00	BUENDIA RECAPPING CORP	SAM SUNG RUBBER & PLASTICS CO., LTD (KOREA)	(AS OF FEBRUARY 1989)  BUENDIA TO PROVIDE DRAFT PROPOSAL INCLUDING PLANT CAPACITIES, SIZE OF MARKET & SAMPLES.
158	RUBBER THREAD BARE AND COVERED	0.00	CRYSTAL RUBBER MANUFATURING CORP.	TIAN WO NARROW FABRIC ENT. FACTORY LTD. (TAIWAN)	(AS OF FEBRUARY 1989)  CRYSTAL TO SEND SAMPLES & PRICE QUOTATION; TIAN TO TEST SAMPLES & STUDY PRICE.
159	MANUFACTURING OF SURGICAL GLOVES/RUBBER COMPONENTS FOR VEHICLES	0.00	ZAMBOANGA MOTORS INC	SHIYOHL PARK (UNIDO)	(AS OF FEBRUARY 1989)  FOR FURTHER STUDY BY SHIYOHL.
160	CERAMICS & PORCELAIN PRODUCTS	0.00	FIL-HISPANO CERAMICS INC.	SAM HAN CERAMICS CO (KOREA)	(AS OF FEBRUARY 1989)  FOR FURTHER STUDY BY SAM HAN.
BASIC METAL INDUSTRIES					
087	CAST IRON PRODUCTS	0.50	US FOUNDRY CORP.	ISHIKAWAJIMA-HARIMA HEAVY INDUSTRIES CO INC (IHI) (JAPAN)	(AS OF AUGUST 1989)  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				UZINEXPORT IMPORT ROMCONSULT (ROMANIA)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
128	STEEL ALLOY FOUNDRY (INDUCTION FURNACE). ORDINARY CAST STEEL	0.85	DATAFAB. ENGINEERING EXPONENTS		(AS OF FEBRUARY 1989)
				CHINA NONFERROUS METAL INDUSTRIES FOREIGN ENGRG & CONST CO (CHINA)	FOREIGN COMPANY EXPRESSED INTEREST IN THE PROJECT. PLANS TO VISIT PROJECT SITE.
				FAR EAST IMPEX (HONGKONG)	FAR EAST IMPEX EXPRESSED INTEREST IN THE PROJECT.
				ISHIWAKAJIMA-HARIMA HEAVY INDUSTRIES CO., LTD (JAPAN)	I.H.I. IS MORE INTERESTED IN STEEL PRODUCTS FABRICATION.
				PRECISION STAINLESS FITTINGS (UNITED STATES)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				UZINEXPORT IMPORT ROMCONSULT (ROMANIA)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
MACHINERY & EQUIPMENT					
089	SPECIAL BOLTS AND NUTS AND AUTOMOTIVE FORGINGS	0.00	ACME TOOLS CO		(AS OF AUGUST 1989)
				ISHIKAWAJIMA-HARIMA HEAVY INDUSTRIES CO INC (IHI) (JAPAN)	ACME MADE SEVERAL OFFERS TO IHI, SOME OF WHICH ARE STILL UNDER CONSIDERATION.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
090	DIESEL ENGINE ASSEMBLY	0.00	ABOITIZ MARKETING CORP		(AS OF AUGUST 1989)
				RUGGERINI (ITALY)	ABOITIZ NO LONGER INTERESTED.
				UZINEXPORT IMPORT ROMCONSULT (ROMANIA)	NO FURTHER COMMUNICATIONS MADE.
091	"TURTLE" POWER TILLERS AND SECONDARY PRODUCTS	1.00	SV AGRO-INDUSTRIES ENTERPRISES INC		(AS OF AUGUST 1989)
				BALDO & CO (ITALY)	SV AGRO MAILED FOLLOW-UP LETTER LAST MAY 22, 1989. STILL WAITING FOR RESPONSE.
				TRAINING TRADE & TECHNIQUE SPRL (THREE TS) (BELGIUM)	SV AGRO HAD FURTHER DISCUSSIONS IN BANGKOK LAST FEBRUARY 1989. HAS NOT HEARD FROM FOREIGN INVESTOR SINCE.
				PASQUALI (ITALY)	SV AGRO SUBMITTED ADDITIONAL MATERIALS; WILL BE RECOMMENDED FAVORABLY TO PASQUALI'S CLIENTS. NO FOLLOW-UP DISCUSSIONS MADE.
092	MOBILE QUICK FREEZING EQUIPMENT	2.50	ABOITIZ MARKETING CORP		(AS OF FEBRUARY 1989)
				UNIDO IPS ZURICH	NO FOLLOW-UP DISCUSSIONS MADE.



Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
093	RICE HUSK-FIRED MINI POWER PLANTS	0.50	PASIG AGRICULTURAL DEVELOPMENT & INDUSTRIAL SUPPLY CORP.	UNIDO IPS ZURICH	(AS OF FEBRUARY 1989)  UNIDO IPS ZURICH WILL SUBMIT PROJECT FOR EVALUATION TO UNIDO HEADQUARTERS.
095	DRY TYPE TRANSFORMER	1.25	LABRADOR ELECTRONICS, INC.	ELEKTROMONTAZ EXPORT (POLAND)  UNIDO IPS ZURICH  UZINEXPORT IMPORT ROMCONSULT (ROMANIA)	(AS OF FEBRUARY 1989)  POLISH INVESTOR REQUESTED FOR ESTIMATE OF MARKET DEMAND & SUGGESTIONS ON KNOW-HOW, LOCAL CONDITIONS & TECHNOLOGY.  VISIT TO SWITZERLAND PLANNED.  UZINEXPORT WILL SEND A PROPOSAL LETTER TO EXPLORE INVESTMENT POSSIBILITIES.
096	WIRING HARNESS PRODUCTION	0.21	KAWASAKI MOTORS INC.	FAR EAST IMPEX (HONGKONG)	(AS OF FEBRUARY 1989)  FAR EAST WILL EXPLORE EXPORT MARKETING OF WIRING HARNESS; WILL COLLABORATE ON MANUFACTURING CAPABILITIES.  FOLLOW-UP INQUIRY FROM FAR EAST IMPEX REGARDING COMPANY PROFILE, PRICE INFORMATION, SAMPLING INSTRUCTION.
097	CHRISTMAS TREE LIGHTS	0.48	LABRADOR ELECTRONICS, INC.	HORNG TA DECORATION LAMPS. CO. (TAIWAN)	(AS OF FEBRUARY 1989)  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
099	SHIPPING VESSELS AND SHIPPING SERVICE EXPANSION	2.50	STEAMSHIP MANAGERS, INC.	FAR EAST IMPEX (HONGKONG)  UZINEXPORT IMPORT ROMCONSULT (ROMANIA)	(AS OF FEBRUARY 1989)  EXCHANGE INFORMATION REGARDING FEASIBILITY STUDY. J. BUNCH WILL PRESENT IN HONGKONG.  UZINEXPORT TO SEND LETTER WITH COMMENTS REGARDING PROJECT & EXPLORE INVESTMENT POSSIBILITIES.
100	EXPANSION OF SHIPPING SERVICES	5.00	PALACIO SHIPPING INC	JAMES CAPEL & CO (ENGLAND)	(AS OF AUGUST 1989)  JAMES CAPEL PLANS TO PURSUE PROJECT.
102	RECONDITIONING OF USED MOTORCYCLES	0.57	NORKIS TRADING CO., INC.	FAR EAST IMPEX (HONGKONG)  YAMAHA AUTO CENTER CO. LTD (JAPAN)	(AS OF FEBRUARY 1989)  NORKIS REQUESTED FAR EAST TO SEEK SOURCES FOR MOTORCYCLES; WILL PROVIDE SPECIFICATIONS REQUIRED.  YAMAHA WILL VISIT PROJECT SITE. NEEDS HELP REGARDING EXPORT OF RECONDITIONED MOTORCYCLES FOR JOINT VENTURE.
103	AUTOMATIC VOLTAGE REGULATORS AND UPS	0.83	LABRADOR ELECTRONICS, INC.	ELEKTROMONTAZ EXPORT (POLAND)  ELETTRORADIO COSTRUZIONI ERC, S.P.A. (ITALY)	(AS OF MAY 1989)  EE REQUESTS ESTIMATE OF MARKET DEMAND & SUGGESTIONS ON KNOW-HOW, CONDITIONS & TECHNOLOGY.  LABRADOR INTERESTED AS LICENSE MANUFACTURER OF ELETTRORADIO'S UPS & AVR; WILL COMMUNICATE FORMALLY.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				TRASFOR S.A. (ITALY)	LABRADOR TO COMMUNICATE FORMALLY REGARDING TRASFOR'S AVR. TRASFOR WILL SEE HOW IT CAN HELP.
				UNIDO IPS ZURICH	OFFICER OF LABRADOR VISITED SWITZERLAND.
				VICTRON (HOLLAND)	LABRADOR TO SUBMIT FORMAL PROPOSAL, TYPE OF ARRANGEMENT & MODEL; INVITED VICTRON TO VISIT LOCAL FACTORY.
106	PLASTIC TOYS (PLASTIMER INDUSTRIAL CORP)	0.00	PLASTIMER INDUSTRIAL CORPORATION		(AS OF AUGUST 1989)
					WAS NOT ABLE TO ATTEND THE INVESTORS' FORUM. INTERESTED TO PURSUE THE PROJECT BUT HAS NOT NEGOTIATED WITH ANY FOREIGN INVESTOR.
163	EQUIPMENT SUPPLY	0.00	E. FLORES ENT.		(AS OF FEBRUARY 1989)
				DEL DIESEL & TRUCK REPAIR, INC. (UNITED STATES)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
OTHER MANUFACTURED GOODS					
107	MODEL AIRCRAFT	0.70	TECHNOMODELLE		(AS OF FEBRUARY 1989)
				UNIDO IPS ZURICH	SPONSOR PLANNED TO VISIT ZURICH.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
108	STUFFED TOYS (TOYS INTERNATIONAL INC.)	0.29	TOYS INTERNATIONAL INC.	UNIDO IPS ZURICH UNIDO/IPS SEOUL	(AS OF FEBRUARY 1989) SPONSOR PLANNED TO VISIT SWITZERLAND & ITALY. NO FOLLOW-UP DISCUSSIONS MADE.
110	ARTIFICIAL TREES, FLORAL ARRANGEMENTS AND PROCESSED TREE TRUNKS	0.00	TREES COMPANY	UNIDO IPS ZURICH	(AS OF FEBRUARY 1989) NO FOLLOW-UP DISCUSSIONS MADE.
111	ARTIFICIAL PLANTS, FLOWERS AND FLORAL ARRANGEMENTS	0.50	SCHERER JARDIN PLANTS	UNIDO IPS ZURICH	(AS OF FEBRUARY 1989) TRIAL ORDER OF A CONTAINER LOAD OF ARTIFICIAL PLANTS MADE.
128	STUFFED TOYS (TINKERBELL TOY CORPORATION)	1.00	TINKERBELL TOY CORPORATION		(AS OF AUGUST 1989) INTERESTED TO PURSUE THE PROJECT BUT HAS NOT NEGOTIATED WITH ANY FOREIGN COMPANY.
135	PRODUCTION AND MARKETING OF SPINNY TRIKE AND SPINNY TANDEM	0.00	TROPICAL TREASURE HOUSE AND COMPANY	UNION GROUP CORP (TAIWAN)	(AS OF AUGUST 1989) HAS BEEN DISCUSSING WITH UNION GROUP CORP REGARDING MANUFACTURE AND MARKETING OF SPINNY TRIKE AND SPINNY TANDEM.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
136	MARKET EXPANSION AND UPGRADE OF BRASS PARTS AND FITTING PRODUCTS	0.00	BAGUIO PRECISION CORPORATION	KAWASAKI (JAPAN) MITSUBISHI (PAMCOR) (JAPAN) PILIPINAS NISSAN (JAPAN) TOYOTA (JAPAN)	(AS OF AUGUST 1989)  SAMPLES SENT TO KAWASAKI. TOLERANCES REQUIRED WERE TOO EXACTING.  NO REPLY FROM MITSUBISHI.  NO REPLY FROM PILIPINAS NISSAN.  NO REPLY FROM TOYOTA.
181	MANUFACTURING OF ELECTRONIC PARTS	0.00	UNIDEN, PHILIPPINES	SHIYOHL PARK (UNIDO)	(AS OF FEBRUARY 1989)  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
162	STUFFED TOYS	0.00	IN-HAND NEGROS, INC.	SHIYOHL PARK (UNIDO)	(AS OF FEBRUARY 1989)  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
CONSTRUCTION					
112	EXPANSION OF SULO HOTEL, QUEZON CITY	4.14	SULO HOTELS, CORP	PARK LANE HOTELS HONGKONG (HONGKONG)	(AS OF AUGUST 1989)  HAD FOLLOW-UP DISCUSSIONS WITH PARK LANE BUT DID NOT WANT TO PURSUE PER THEIR COMMUNICATIONS.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
				SAMHO ADVERTISING CO., LTD (KOREA)	SULO GROUP WILL FINANCE 15% & SAMHO 85% IN FORM OF LOAN OR EQUITY. NO FOLLOW-UP DISCUSSIONS MADE.
				SINO LAND CO LTD (HONGKONG)	NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
				THE ETC GROUP (HONGKONG)	SULO DISCUSSED SITE INSPECTION & APPRAISAL OF FEASIBILITY OF PROJECT WITH ETC GROUP. NO FOLLOW-UP DISCUSSIONS MADE.
RESTAURANTS & HOTELS					
113	PANALIPAN BEACH RETIREE RESORT COMPLEX	2.50	CATMON DEVELOPMENT CORP.		(AS OF AUGUST 1989)
				FORID INTERNATIONAL INC (UNITED STATES)	FORID INTERESTED TO DO THE MARKETING BUT NO FOLLOW-UP DISCUSSIONS HAVE BEEN MADE.
				PARK LANE HOTELS HONGKONG (HONGKONG)	FEASIBILITY STUDY & OTHER PERTINENT PAPERS SENT TO PARK LANE 1 DAY AFTER MEETING. NO FOLLOW-UP DISCUSSIONS MADE.
				SHIMIZU CORPORATION (JAPAN)	SHIMUZU INTERESTED TO DO THE CONSTRUCTION BUT NO FOLLOW-UP DISCUSSIONS MADE.
				STERNENBURG-BAU GMBH (GERMANY)	STERNENBURG-BAU WANTS TO GO INTO JOINT VENTURE BUT NO FOLLOW-UP DISCUSSIONS MADE.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
SERVICES - DATA PROCESSING					
115	DATA ENCODING (EQUIDATA PHILIPPINES INC)	0.00	EQUIDATA PHILIPPINES INC	<p>FORID INTERNATIONAL INC (UNITED STATES)</p> <p>S.P. Z..O.O. FOREIGN TRADE CO (POLAND)</p> <p>SYSTEMS RESOURCES INC (FRANCE)</p> <p>TRI DATA SYSTEMS (CANADA)</p>	<p>(AS OF AUGUST 1989)</p> <p>FORID WANTS EQUIDATA TO PARTICIPATE IN RETIREMENT VENTURE. EQUIDATA WANTS TO CONCENTRATE ON CURRENT BUSINESS.</p> <p>FOREIGN COMPANY WANTS TO SELL SOFTWARE TO BUILD SHIPS. LOCAL COMPANY HAS NO INTEREST.</p> <p>FOREIGN COMPANY HAS NOT RESPONDED. IT FEELS PROJECT IS LOW PRIORITY.</p> <p>TRI DATA SYSTEMS HAS NOT RESPONDED TO FAX FOLLOW-UPS.</p>
116	DATA ENCODING (UNIDATA)	0.20	UNIDATA CORPORATION	<p>FORID INTERNATIONAL INC (UNITED STATES).</p> <p>SUPPLY OILFIELD SERVICES INTERNATIONAL LTD (HONGKONG)</p>	<p>(AS OF FEBRUARY 1989)</p> <p>NO FEEDBACK RECEIVED FROM FORID INTERNATIONAL.</p> <p>NO FEEDBACK RECEIVED FROM SUPPLY OILFIELD SERVICES.</p>
117	DATA ENCODING (PACIFIC DATA CORP.)	0.20	PACIFIC DATA CORP.	<p>FORID INTERNATIONAL INC (UNITED STATES)</p>	<p>(AS OF FEBRUARY 1989)</p> <p>PARTIES INDICATED THEY WILL STAY IN TOUCH &amp; CARRY ON SERIOUS BUSINESS DISCUSSIONS.</p>

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Foreign Investors	Status
118	DATA ENCODING (FIRST INTERNATIONAL DATA BASE CORP.)	0.20	FIRST INTERNATIONAL DATA BASE CORP.	FORID INTERNATIONAL INC (UNITED STATES)	(AS OF FEBRUARY 1989)  NO FOLLOW-UP DISCUSSIONS MADE WITH THE FOREIGN COMPANY.
REAL ESTATE					
164	REAL ESTATE DEVELOPMENT	0.00	JLP INVESTMENTS INC.	FIRST WALL ST., CO. (LTD) (UNITED STATES)	(AS OF FEBRUARY 1989)  WILL MEET AGAIN ON DEC. 10 AND 11 FOR NECESSARY FOLLOW UPS.



TERMS OF REFERENCE  
FOR UNIDO/ITALIAN GOVERNMENT ASSISTANCE

PROJECT NUMBER : PHI/019

PROJECT TITLE : Marble Quarrying and Processing

BACKGROUND : Manukan Marble Corporation is interested in developing a marble concession which may also have granite deposits. The concession is located in Zamboanga del Norte, a province in southern Philippines and has an area of 2,000 hectares. Manukan Marble owns the 2,000 hectare quarry, while Manukan Cooperative Association is envisaged to process the output from the quarry.

Last November, Manukan Marble joined the Philippine Investors' Forum and had the chance to meet with representatives of Pellegrini and Longinotti.

The quarry has not yet been exploited and no facilities have been constructed as the concession is still virgin area. Manukan Marble has been discussing with the local representatives of Pellegrini on the supply of quarrying and processing equipment.

Mr. Giacomo Porro, a geologist of Pellegrini, has visited the site last May 20 and 21, 1989 and has suggested to carry on a site investigation, and to extract blocks in selected sites for cutting and polishing, in order to determine the quality and marketability of the marble. He also indicated an initial quarry operation of 1,000 to 1,500 cubic meters of marble per year.

OBJECTIVES : 1. To assist Manukan Marble Corporation in defining a cooperative agreement with foreign counterparts who may be interested in supporting Manukan Marble Corporation in the development of the quarry and later the processing of the marble output.

2. To assist Manukan Marble in Phase I development, which will involve:
  - a. the implementation of a preliminary geologic field investigation; and
  - b. the development of a preliminary feasibility study.
3. To assist Manukan Marble in the procurement of machinery and equipment for quarrying operations.
4. To assist Manukan Marble in Phase II development, which will involve:
  - a. the development of a detailed marketing survey based on the characteristics of available stones;
  - b. the preparation of a feasibility study; and
  - c. the procurement of machinery and equipment for processing operations.

PRELIMINARY  
TIMETABLE

- : 1989 - Definition of a cooperative agreement with foreign counterparts to implement the project.

Phase I

- 1990 - Implementation of a preliminary geologic field investigation.  
- Development of a preliminary feasibility study.  
- Purchase of machinery and equipment for quarrying operations.

Phase II

- 1992 - Conduct of a detailed marketing survey.  
- Development of a feasibility study.  
- Purchase of machinery and equipment for processing operations.

ESTIMATED  
PROJECT COST : Phase I

Preliminary geologic field investigation		
Field work for four weeks (US\$ 400 x 28 days)	US\$	11,200
Office work for two weeks in Manila (US\$ 450 x 14 days)		6,300
Support vehicles and assistants (US\$ 200/day x 21 days)		4,200
Plane fare of Italian geologist (Rome-Manila-Rome)		2,500
Plane fare of Italian geologist (Manila-Dipolog- Manila)		150
Extraction and transport cost of sample blocks of marble to Manila as well as cost of cutting, finishing and other trial tests required		10,000
		<hr/>
SUBTOTAL	US\$	34,350
Quarrying machinery and equipment		500,000
		<hr/>
TOTAL PHASE I	US\$	534,350

Phase II

Detailed marketing survey/domestic/export	US\$ 20,000
Feasibility study	15,000
Processing machinery and equipment	<u>1,100,000</u>
TOTAL PHASE II	<u>US\$ 1,135,000</u>
ESTIMATED PROJECT COST	<u>US\$ 1,669,350</u> =====

July 17, 1989

TERMS OF REFERENCE  
FOR UNIDO/ITALIAN GOVERNMENT ASSISTANCE

PROJECT NUMBER : PHI/024

PROJECT TITLE : Mango Processing

BACKGROUND : United Fercon International, Inc. is a family-owned corporation engaged in the mango processing business. Its operations at present can be classified as a small-scale venture, producing on a weekly basis 10-20 tons of fresh mangoes, 1-1.5 tons of dried mangoes, and 110-120 gallons of mango puree.

Last November, United Fercon joined the Philippine Investors' Forum and was able to meet with representatives of Bertuzzi.

The company plans to expand its commercial operations due to the success of its initial export shipment.

The main supply of mango for its present operations comes from the family-owned farms in Compostela and Cebu City, Cebu, one of the large central islands of the Philippines. As of now, there are 71 mature fruit-bearing trees in the farms.

To venture into commercial-scale exports, the company needs to stabilize its supply of mangoes first. This is the perennial problem of most mango processors with no plantations/farms of their own. This problem is compounded during off-season when cut-throat competition sets in.

To lessen the impact of this problem, an additional 1,529 fruit-bearing mango trees have to be rented to be induced artificially in order to have a continuous supply of the basic raw material.

Aside from the funds needed for this operation, additional funding is needed for the acquisition of dried mangoes and mango puree processing equipment.

- OBJECTIVES :
1. To assist United Fercon in identifying foreign investors who will be interested in processing mangoes and other tropical fruits for the export market.
  2. To assist United Fercon in developing a feasibility study for the processing of mangoes and registration with the Board of Investments.
  3. To assist United Fercon in providing a stable working capital for a non-stop export-oriented agri-business operations.
  4. To assist United Fercon in the purchase of:
    - a. additional equipment and machinery to support efficient commercial-scale production; and
    - b. additional transportation for hauling of fresh mangoes from the farm to the factory and of mango products to the port for shipment.
  5. To assist United Fercon in transferring technology to farmers by using modern farming techniques for more and better quality fruit harvests.

- PRELIMINARY  
TIMETABLE :
- 1989 - Identification of foreign investors interested in processing mangoes and other tropical fruits.
  - 1990 - Development of a feasibility study for the processing of mangoes and registration with the Board of Investments.
    - Procurement of additional processing equipment and machinery, as well as additional transportation equipment.

ESTIMATED PROJECT COST	:	Development of a feasibility study	US\$ 15,000
		Machinery and equipment	29,000
		Laboratory equipment	9,000
		Building storage for dried and sliced mangoes	12,000
		Building storage for sliced and fresh mangoes	35,000
		Expansion and renovation of display center	14,000
		Staff house and warehouse for fresh mangoes	12,000
		Office furniture and equipment	2,500
		Transportation and delivery equipment	18,000
		Additional working capital	<u>368,500</u>
		ESTIMATED PROJECT COST	US\$ 515,000 =====

May 23, 1989

TERMS OF REFERENCE  
FOR UNIDO/ITALIAN GOVERNMENT ASSISTANCE

PROJECT NUMBER : PHI/038

PROJECT TITLE : Soya Bean Plantation and Processing Plant

BACKGROUND : The Southern Philippines Development Authority (SPDA), a government-owned and -controlled corporation, plans to set-up a soya bean processing plant to complement the 200-hectare soy bean plantation they currently operate. The processing plant is to produce soya bean meal and soya oil.

Last November, SPDA joined the Philippine Investor's Forum and had the opportunity to meet with representatives of Techint, Mazzoni, and Lodagri.

The planned soya bean processing plant is expected to have a capacity of 10 tons per day. SPDA envisions the purchase of more land for planting of soya beans or the purchase of soya beans from the open market to be able to maximize the capacity of its processing plant. One hectare of land can produce 1.5 tons of soya beans every 105 days.

Most of the soya bean meal output of the plant will be consumed by SPDA. This is to be used for the two feed mills and the nine-hectare poultry farm they operate. The soya bean oil produced will be sold to the domestic market or exported.

SPDA is interested in having a joint venture agreement for the construction and operation of the soya bean processing plant.



- OBJECTIVES : 1. To assist SPDA in identifying foreign investors in the soya bean processing project.
2. To assist SPDA in developing a feasibility study for the soya bean processing plant.
3. To assist SPDA in the construction of the soya bean processing plant, and purchase and installation of machinery and equipment.

- PRELIMINARY TIMETABLE : 1989 - Identification of foreign investors interested in the soya bean processing project.
- 1990 - Development of a feasibility study for the soya bean processing plant.
- Construction of the soya bean processing plant, and purchase and installation of machinery and equipment.

ESTIMATED PROJECT COST	:	Development of feasibility study for the soya bean processing plant	US\$ 10,000
		Construction of the soya bean processing plant, and purchase and installation of machinery and equipment	750,000
		Initial working capital	40,000
			<hr/>
		ESTIMATED PROJECT COST	US\$ 800,000 =====

May 23, 1989

TERMS OF REFERENCE  
FOR UNIDO/ITALIAN GOVERNMENT ASSISTANCE

PROJECT NUMBER : PHI/070

PROJECT TITLE : High Concentrate Calcium Hypochlorite  
Production

BACKGROUND : Mabuhay Vinyl Corporation is interested in producing high concentrate calcium hypochlorite which is used for water purification of swimming pools and drinking water. Its main raw material is lime.

Last November, MVC joined the Philippine Investors' Forum and was able to discuss with representatives of De Nora Permelec the possibility of producing high concentrate calcium hypochlorite from its limestone deposits in Iligan, a city in southern Philippines.

De Nora has examined the lime raw material of MVC and has found some acceptable for high concentrate calcium hypochlorite production.

MVC is set to do a preliminary study, which will include an assessment of the market (domestic and exports) for calcium hypochlorite, estimated project costs, and initial profitability evaluation.

The capacity of the processing plant they plan to put up is 2,500 tons of calcium hypochlorite per year.

MVC envisions to contract De Nora for the engineering design and supply of machinery and equipment for the manufacture of high concentrate calcium hypochlorite.

Also, MVC is interested in modernizing their caustic soda manufacturing equipment which was purchased from De Nora. They are studying the economics of whether to retain the graphite anodes used for caustic soda manufacture or replace them with titanium anodes.

Mr. Oscar Barrera, President of MVC has been invited by De Nora to visit their facilities in Italy in September. De Nora will cover the related expenses.

- OBJECTIVES :
1. To provide financial assistance to MVC in the purchase of machinery and equipment for the production of high concentrate calcium hypochlorite.
  2. To reduce the financial burden of Mabuhay Vinyl during its pre-production phases. More specifically,
    - a. To finance the cost of the development of a feasibility study and registration with the Board of Investments.
    - b. To fund the training (food, lodging, per diem, travel expense) of four MVC engineers for one month in Milan, Italy, to study the installation procedures, and the start up and operational procedures of the production facilities.
    - c. To finance the training cost of the De Nora engineers who will train MVC personnel in Iligan for a total of 24 manmonths.

PRELIMINARY  
TIMETABLE

: September 1989 - Trip to Italy by President of MVC to negotiate with De Nora Permelec the procurement of machinery and equipment.

1990 - Development of feasibility study and registration with the Board of Investments.

Procurement and installation of machinery and equipment for production of high concentrate calcium hypochlorite.

Training of MVC engineers in Milan.  
Training of MVC staff in Iligan to be  
conducted by De Nora engineers.

ESTIMATED PROJECT COST	:	- Development of feasibility study and registration with Board of Investments	US\$ 10,000
		- Machinery and equipment for the production of high concentrate hypochlorite:	
		Know-how	183,000
		Basic and detailed engineering	412,000
		Supply of equipment including non-proprietary processing machinery	3,200,000
		Spare parts	184,000
		- Training	
		Four MVC engineers in Milan for 1 month to study installation procedures. (Standard UN rates 8,000 US\$ per person per month)	32,000
		De Nora assistance and training of MVC personnel in Iligan Philippines. 24 mm (Standard UN rates 8,000 US\$ per person per month)	192,000
		ESTIMATED PROJECT COST	US\$ 4,213,000 =====

July 17, 1989

TERMS OF REFERENCE  
FOR UNIDO/ITALIAN GOVERNMENT ASSISTANCE

PROJECT NUMBER : PHI/101

PROJECT TITLE : Tricar "Wondercab" Manufacture

BACKGROUND : Currently, Porta Coeli Industrial Co. produces the Tricar "Wondercab" using reconditioned Yamaha motorcycle engine mounted on a body designed and fabricated by Porta Coeli.

Last November, Porta Coeli joined the Philippine Investors' Forum and from this gathering, they had the opportunity to meet representatives of Piaggio.

After the initial meeting during the forum, Mr. Guillermo Villasor, Managing Director of Porta Coeli, took a trip to Piaggio headquarters to further discuss business opportunities between both companies. During this trip, a preliminary agreement was reached, which allows Porta Coeli to purchase two C.B.U. vehicles from Piaggio, as well as certain engines and components to develop prototypes using Porta Coeli-designed tricar units.

The preliminary agreement also stipulates that Porta Coeli will consider purchasing from Piaggio a number of sets of engines and components for the development of Porta Coeli designed vehicle and that a market research to assess demand for tricars will be conducted. Piaggio shall support Porta Coeli with supply of components and sales service technical assistance.

A licensing agreement may also be considered by Porta Coeli in the assembly of Piaggio vehicles. During the week of May 15th 1989, Mr. Mario Fornaciari, the Far East Area Manager of Piaggio, visited the Porta Coeli plant in Cebu City and submitted his preliminary cost estimates of the machinery and equipment needed to assemble Piaggio CKD vehicles.

- OBJECTIVES : 1. To assist Porta Coeli define the terms of a cooperative agreement with Piaggio. More specifically to conduct a study to assess market potential and to define the technical details of the project. Based on discussions, Piaggio is mainly interested in a licensing agreement for Porta Coeli to produce and sell Piaggio vehicles in the Philippines.
2. To assist Porta Coeli in the purchase of machinery and equipment (molds, dies, jigs, etc.) for assembly of Piaggio CKD units.
3. To reduce the financial burden of Porta Coeli during its pre-production phases by covering the training costs related to technology transfer. Specifically, to finance
- the training (food, lodging, per diem, travel expense) of four Porta Coeli personnel in Pisa, Italy for a month.
  - the expenses in Manila for three Piaggio engineers who will train Porta Coeli personnel for a month.

PRELIMINARY  
TIMETABLE

- : June 1989 - Production of Tricar "Wondercab" prototype using Piaggio components on Porta Coeli designed vehicles.

Late 1989 - Commercial production of locally-designed Tricar "Wondercab" which will utilize Piaggio engine and selected components.

Early 1990 - Conduct study on domestic market for three wheelers.

Mid 1990 - Importation of new machinery and equipment for assembly of Piaggio CKD vehicles under license by Piaggio.

ESTIMATED  
PROJECT COST :

- Pre investment market and feasibility studies	US\$ 14,000
- Machinery and equipment for assembly of CKD units	
Jigs and fixtures	170,000
Jigs and fixtures for final assembly	100,000
Spot welding guns and equipment	150,000
Painting equipment	100,000
Test bench	80,000
Trolleys and forklifts	10,000
General equipment	20,000
- Training	
Four Porta Coeli engineers (one for welding, one for painting, one for vehicle assembly, and one for vehicle testing) in Pisa, (Italy) for a month. (Standard UN rates 8,000 US\$ per person per month)	32,000
Three Piaggio engineers (one for welding, one for painting, and one for both vehicle assembly and testing) in Manila for a month (Standard UN rates 8,000 US\$ per person per month)	24,000
- Fee for know how transfer to be negotiated depending on the nature of the cooperative agreement.	

ESTIMATED PROJECT COST

US\$ 700,000

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July 17, 1989

Mission Report  
Manila, 10-18 July 1989  
of Mr. S. Giovannelli of IPO Milan

Since the 1988 Manila Forum, IPO Milan has been actively engaged in the promotion of those industrial opportunities which could elicit an interest on the part of Italian industrialists. Additional project data were collected and meetings between prospective partners were prepared and arranged.

Once contacts between partners had been established, IPO's assistance was requested to appraise the viability of each proposal and to press forward with the negotiations.

A number of proposals have reached an advanced state of negotiation and preliminary agreements have been drawn up by the prospective partners.

Five projects appear as being particularly relevant with respect to the development of the Philippines and in view of the attitude of Italian industrialists towards developing countries.

The projects have been identified and formulated by UNIDO on the basis of their profitability, with reference to the direct involvement of the private sector and in line with the innovative approach to industrial development set forth by UNIDO.

Whereas for all projects at least one, if not both partners are small or medium size industries, each of the projects has a highly innovative technological content, as all of these aim at the transfer of technology which is not presently available in the Philippines, if not in the East Asia.

Moreover, the projects are in line with the priorities set forth by the Government of the Philippines to help the industrial recovery of the country, and to sustain the development plan of the rural areas.

Creation of employment opportunities, import substitution, potential export capabilities, revenue generation and ultimately improvement of the quality of life are characteristics common to all five projects.

They could be considered as a model, setting a pattern for future UNIDO assistance and certainly likely to spur the transfer of technology, skills and capital from Italy towards the Philippines.

At this stage, UNIDO's intervention could be instrumental to bring about the implementation of the five projects, and in this framework, IPO has been requested to finalize the terms of reference for further assistance to be warranted by UNIDO.



In line with UNIDO experience, three elements have been identified for each of the projects which UNIDO might be able to secure, namely:

- a) The development of pre-investment studies;
- b) the purchase of equipment and machinery; and
- c) the training and technology transfer.

By lessening the financial burden to be borne by the prospective partners, UNIDO would play a key role in stimulating the conclusion of industrial operations.

The benefits deriving from the above listed assistance are manifold. In fact, it enhances UNIDO's profile while at the same time fostering an increased industrial cooperation between Italy and the Philippines.

The IPO's mission to Manila, undertaken with the support of the local SIDFA office and of SGV took place from July 11 to July 17. Meetings were arranged with local sponsors, government authorities and other institutions according to the schedule reported as Annex 1. In depth discussions were held on the technical and financial aspects of the five projects. The implementation plan for each of them was outlined and the terms of reference for UNIDO assistance were finalized.

Annex 2 contains a summary of the five projects.

The mission gave IPO the opportunity to discuss a number of other projects:

- a) Extension of Manila Metropolitan Railways System  
Meetings were held with Mr. Prado (Philippine National Railways) and Mr. Arevalo (Light Railways Transit Authority) in order to prepare the forthcoming Breda Mission.
- b) Development of a study on the Philippines Industrial Sector.

The programme developed by IPO in cooperation with the University of Bologna, should focus on the identification of business opportunities to be promoted among Italian industrialists. No financial commitment is expected from UNIDO as the programme is intended to be self financed. Preliminary contacts were established with local private businessmen and

government authorities. The SIDFA office expressed his support to the initiative. The Italian Trade Commissioner agreed to support the initiative and to make an office available for such a purpose.

- c) Establishment of a Food Processing Technical Institute in a rural area (Davao or Negros).

Discussions were held with the Department of Trade and Industry of Davao and with the Don Bosco Technical Institute (NGO). The selected rural area could greatly benefit from the establishment of such a center as it is expected to work as a pilot plant. While providing for training and technical assistance facility, it would also stimulate the start up of industrial operations in the area, attracting foreign investment.

#### Follow-Up

- UNIDO - IPO: Preparation of the project document to be submitted for approval to UNIDO's PRC and to the Italian Ministry of Foreign Affairs.
- SGV: Compilation of company profiles for the five Filipino sponsors.
- SIDFA Manila: . The official request to UNIDO to carry out the assistance envisaged in the terms of reference must be elicited from the Board of Investments and, once endorsed by NEDA, be transmitted to UNIDO's Headquarters.

Prepared by S. Giovannelli  
Industrial Promotion Office - Milan

Annex I

Schedule of Meetings

Tuesday, 11 July

0900        S. FA and SGV  
1000        Portaceli (PHI/101)  
~~1100~~<sup>1130</sup>        Mabuhay Vinyl Corp. (PHI/070)  
1600        BOI

Wednesday, 12 July

0900        SIDFA  
1030        Manukan (PHI/019)  
1500        Italian Embassy  
1800        Mapimpiant (PHI/123)

Thursday, 13 July

0900        Handyware (PHI/123)  
1000        Ferpharma (PHI/001)  
1400        Mabuhay Vinyl Corp. (PHI/070)  
1600        TOA Industries - Project on Diesel  
             Engines (PHI/090)

Friday, 14 July

0900        St. Martin Pharmaceuticals (PHI/001)  
1030        Silay Saravia Cooperative (PHI/123)  
1400        General Mill Corporation (PHI/123)  
1600        Universal Robina Corp. (PHI/123)

Saturday, 15 Ju

0900 General Mill Corp. (PHI/123)  
1300 Dept. of Trade and Industry  
Davao and Handyware (PHI/123)

Sunday, 16 July

0900 Don Bosco Technical Institute (project to  
establish a Food Processing Technical Institute)  
1600 Italian Trade Commission  
1800 St. Martin Pharmaceuticals and SGV (PHI/101)

Monday, 17 July

0930 Philippine National Railways  
1300 Light Railways Transit Authority  
1600 SIDFA and SGV

Project Number	Project Title
PHI/001/M	Disposable Syringes
Site	Manila
Italian Partner	Pharmachim
Filipino Partner	St. Martin Pharmaceuticals
Total Investment	2.3 Million. US\$
PHI/019/V	Marble Quarrying
Site	Zamboanga del Norte
Italian Partner	Pellegrini
Filipino Partner	Manukan Marble Corp.
Total Investment	.6 Million US\$
PHI/070/V	High Test Hypochlorite
Site	Iligan
Italian Partner	De Nora
Filipino Partner	Mabuhay Vynil Corp.
Total Investment	.4.350 Million US\$
PHI/101/V	Tricar Manufacturing
Site	Cebu
Italian Partner	Piaggio
Filipino Partner	PortaCoeli
Total Investment	.725 Million US\$
PHI/123/V	Infant Food and Snacks
Site	Davao/ <del>N</del> egros/Cebu
Italian Partner	Mapinnpanti
Filipino Partner	General Mill Corp.
Total Investment	2.2 Million US\$

STATUS OF NEGOTIATIONS OF SELECTED SIX PROJECTS  
PRESENTED IN MANILA INVESTORS' FORUM

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Address	Foreign Investors	Status
FISHING						
010	PRAWN FARMING (CENTENO-BETAMOR AQUACULTURE DEVELOPMENT CORP.)	1.24	CENTENO/BETAMOR AQUA CULTURE DEVELOPMENT CORP.	47 SABALYE ST., ILIGAN CITY	WARREN COMPANIES (UNITED STATES)	(AS OF OCTOBER 12, 1989)  NO PROGRESS INDICATED SINCE INITIAL DISCUSSION OF LOCAL SPONSOR WITH WARREN COMPANIES OF THE UNITED STATES.
FOOD PROCESSING						
030	CANNED PINEAPPLE PRODUCTS AND TROPICAL FRUITS, JUICE, PUREE	9.00	CROWN FRUITS & CANNERY CORP.	DAVAO (VALGOSONS BLDG. PASONG TAMO, MAKATI)	NISSHO IWAI CORP (JAPAN)	(AS OF OCTOBER 24, 1989)  NISSHO IWAI WILL CONTRIBUTE EQUITY TO PROJECT. JAPAN INTERNATIONAL DEVELOPMENT ORGANIZATION (JAIDO) WILL ALSO INVEST IN PROJECT.
032	TROPICAL FRUIT JUICE, PUREE AND CONCENTRATE	0.58	FAMILY FOODS CORP.	LOS BANOS, LAGUNA (215 KALANTIAW ST., PROJ. 4, Q.C.)	OSIMEX S.A. (BELGIUM)	(AS OF OCTOBER 12, 1989)  HAS SUBMITTED ESTIMATED PROJECT COST TO OSIMEX OF BELGIUM. NO FEEDBACK HAS BEEN RECEIVED FROM OSIMEX.

Project No.	Project Title	Total Project Cost (US\$ million)	Local Sponsor	Address	Foreign Investors	Status
WOOD, WOOD PRODUCTS & FURNITURE						
053	BAMBOO CRAFT INDUSTRY DEVELOPMENT	5.00	EMP EXIM INTERNATIONAL CO INC	46-48 9TH-20TH STS., NAZARETH, CAGAYAN DE ORO	AQRA INTL CORP (JOINT VENTURE WITH MITSUBISHI) (PHILIPPINES)	(AS OF OCTOBER 12, 1989)  NO PROGRESS INDICATED BY LOCAL SPONSOR SINCE INITIAL TRIAL EXPORTS TO JAPAN.
CHEMICAL, RUBBER & PLASTIC PRODUCTS						
079	CLAY BENEFICIATION PLANT	0.70	SANITARY WARES INC.	LAS PINAS, METRO MANILA	JAPAN CERAMIC ENGINEERING (JAPAN)	(AS OF OCTOBER 6, 1989)  SANIWARES BOUGHT BY AMERICAN STANDARD END SEPTEMBER 1989. THEIR ACTIVITIES ARE NOW CONCENTRATED ON TRANSITION TO NEW OWNERS.
083	ALUMINA REFRACTORIES	11.29	REFRACTORIES CORP. OF THE PHILIPPINES	2286 ALSONS BLDG., PASONG TAMO EXTN, MAKATI	MINO YOGYO CO LTD (JAPAN)	(AS OF NOVEMBER 23, 1989)  RCP INTERESTED IN FINANCIAL ASSISTANCE FOR FEASIBILITY STUDY ON THE MANUFACTURE OF HIGH-QUALITY ALUMINA REFRACTORIES. INFORMATION HAS BEEN PROVIDED TO UNIDO FOR PREPARATION OF TOR.

UNITED NATIONS INDUSTRIAL  
DEVELOPMENT ORGANIZATION

Terms of Reference  
for  
a Feasibility Study on  
High-Alumina Refractories

19 December 1989



### Background

UNIDO organized Philippine Investors Forum in November 1988 and High-Alumina Refractory Projects is one of the investment projects screened by UNIDO consultants and the Philippine Government. The project was discussed during the Forum with a number of potential investors.

Refractories Corporation of the Philippines (RCP), local project promoter of the project, is a domestic corporation established in 1977 to manufacture basic (magnesia-chrome based) refractory products. The company was duly registered with the Securities and Exchange Commission (SEC) in 1979 primarily to engage in the business of manufacturing, producing, selling, exporting, and otherwise dealing in, any and all refractory bricks, their by-products and derivatives.

RCP's manufacturing facilities are situated in Barangay Mapalad, Iligan City, Northern Mindanao. Its technology came from Mino Yogyo Co., Ltd. which is one of the oldest and largest refractory producers in Japan. RCP is also registered with the Board of Investments (BOI) as a preferred pioneer enterprise.

From 1982 to 1989, the company's sales revenue and net income grew steadily at an average annual rate of 33.2% and 59.3%, respectively.

RCP is 94.562% Filipino-owned and 5.438% Japanese. The list of RCP's stockholders with their respective shareholdings is shown below:

<u>Company</u>	<u>No. of Shares</u>	<u>%</u>
National Steel Corp. Filipino	2,275,764	71.177
National Development Co. Filipino	561,368	17.544
Aisons Dev't and Investment Corp. Filipino	188,820	5.901
Toyo Menka Kaisha Ltd. Japanese	87,024	2.719
Mino Yogyo Co., Ltd. Japanese	<u>87,024</u>	<u>2.719</u>
Total	3,200,000	100.000

After eight (8) years of successful track record in the field of refractories technology coupled with the buoyancy of the market demand in the country, RCP management decided to expand its existing operations into Alumina refractory production. In 1985, RCP started producing alumina refractory bricks by using pre-mixed raw materials from Japan. RCP used its existing basic refractories facilities to process these raw materials. The success of this trial run convinced RCP management to take seriously the idea of producing alumina refractories thereby making RCP a complete refractory company.

The envisioned refractory plant will produce 10,000 tons a year of high-quality alumina refractory products to serve the cement, steel and other heat-intensive industries.

RCP intends to sign an agreement with any foreign source of proven technology for the manufacturing and application know-how on alumina refractories.

Mino Yogyo Co., Ltd., one of the participants of the Investors Forum and equity shareholder of RCP has been actively following up this project for possible materialization of joint nature. In fact, Japa Consulting Institute (JCI) in November 1985 conducted a pre-feasibility study. The study highlights several critical aspects for the materialization. Mino Yogyo Co., Ltd. was involved even at this stage of pre-feasibility study. Mino Yogyo feels that the study be updated and upgraded to the level of full pledged feasibility study in order to make a firm investment decision. This view is also endorsed by RCP.

### Objectives

To enable both local and foreign project proponents of investment to assess the commercial profitability and technical viability of the project for their investment decision making.

### Scope of Consultancy Service

The UNIDO contractor will compile a feasibility study report along the line of UNIDO Manual for the Preparation of Industrial Feasibility Studies. Specifically, the following chapters should be contained.

1. Executive Summary
2. Project Background and History
3. Market and Plant Capacity
4. Raw Materials and Other Inputs
5. Plant Location and Site
6. Project Engineering
7. Plant Organization and Overhead Costs
8. Manpower

9. Project Implementation
10. Financial and Economic Analysis

Specifically, the contractor should cover inter alia the following:

1. Market and Plant Capacity
  - 1.1 Reassess the possible demand in 1990 for 13,000 t/y and rationale behind increasing it to the level of 20,000 t/y in the future.
  - 1.2 Define the plant capacity with respect to the possible sales forecast using existing RCP's distribution networks - reassess the earlier proposed 7,590 t/y is still suitable for different grades.
  - 1.3 Determine the ex-factory selling price for each grade considering the current competitive situation.
2. Raw Material
  - 2.1 Conduct test on "pilot run" to investigate the technical suitability of locally available raw materials.
  - 2.2 Define and development of locally available raw material by minimizing the import raw material.
3. Project Site
  - 3.1 Reassess the suitability of Barangay Mapalad, Iligan City, Northern Mindanac.
4. Project Engineering
  - 4.1 Define the plant layout and the specification of process and equipment considering batch formulations for all the products under the alumina refractories line.
  - 4.2 Estimate the cost of equipment, transfer of technology, and civil engineering.
5. Plant Organization and Overhead Costs
  - 5.1 Elaborate appropriate plant organization with respect to the present operation of RCP.
  - 5.2 Estimate all the overhead cost including factory overhead and administrative overhead.

6. Manpower
  - 6.1 Reassess the manpower requirement which was earlier recommended, i.e., 55 additional staff and operators including five (5) management staff.
7. Project Implementation
  - 7.1 Review the required pre-production time requirement which was earlier recommended, i.e., one year including test run and pre-production training period.
  - 7.2 Estimate all the pre-production capital expenditure before start-up.
8. Financial and Economic Analysis
  - 8.1 Compute necessary financial indicators, e.g., break-even point, financial IRR, payback period, debt-service ratio, etc. bearing in mind that the project can enjoy BOI incentives.
  - 8.2 Conduct sensitivity analysis with different initial investment costs, different sales turnover (sales price and sales volume), and production costs.
  - 8.3 Analyze economic viability by presenting Economic Internal Rate of Return and foreign exchange savings.

#### General Time Framework

The contractor will initiate the field survey within one month after the award of contract and complete the draft study report within four (4) months after the initiation of field work including the result of raw material testing. Specifically,

Award of contract	A
Initiation of field survey	A + 1
Completion and submission of draft final report	A + 5

The draft report will be reviewed by UNIDO and 30 days after the receipt of UNIDO comments, the final report will be submitted to UNIDO.

Report

Three (3) copies of draft final report in English and twenty (20) copies of final report will be submitted to UNIDO.

STATUS OF ADDITIONAL PROJECTS IDENTIFIED  
FOR FURTHER PROMOTION TO FOREIGN INVESTORS

LOCAL SPONSOR/ ADDRESS	PROJECT TITLE	STATUS
Family Foods Corporation Sunrich Hill, Anos Los Banos, Laguna	Tropical Fruit Juice, Puree and Concentrate	Not interested to pursue project with foreign partner.
Carbex Incorporated Suite 1116 11th Floor National Life Insurance Bldg. Ayala Avenue, Makati	Expansion of Underground Coal Mining Operations	Still interested. See Annex 7 for company and project profile.
Dating Bayan Agro Industrial Corp. c/o MCPIC Corporation, Quano Compound Looc, Mandaue City 6014 Cebu City	Degummed Ramie Fibre	Project on-hold because of high price of degummed ramie fibre and high inventory in Japan.
United Cotton Growers of Mindanao, Inc. SPDA Building, Alunan Avenue Koronadal, South Cotabato	Acquisition of Cotton Ginnery Complex	Still interested. See Annex 7 for company and project profile.
Woodiron Manufacturing Corp. 146 General Luis St. Novaliches, Quezon City 1117 Metro Manila	Simple Furniture Parts from Lumber Shorts and Cuttings	Local sponsor cannot be located at indicated address.
Allgemeine-Bau-Chemie Phil., Inc. 2/F, Trend Building 107 Perea St., Legaspi Village Makati, Metro Manila	Ceramic Tile Adhesive	Not interested to pursue project.
Bellamar Enterprises 4 Edison, University Hills Malabon, Metro Manila	Silica Quartz and Perlite Processing	Not interested to pursue project with foreign partner.
Pheschem Industrial Corporation 3/F, Phesco House 490-495 Quezon Avenue Quezon City, Metro Manila	Manufacturing of Industrial Chemicals	Not interested to pursue project.
Crislin Rubber Products No. 5, MacArthur Highway Malabon, Metro Manila	Expansion and Modernization of Automotive Rubber Products Manufacturing Facilities	Still interested. See Annex 7 for company and project profile.

LOCAL SPONSOR/ ADDRESS	PROJECT TITLE	STATUS
U.S. Foundry Corp. 51 M. H. del Pilar St. Caloocan City	Production and Export of Gray Cast Iron Products	Still interested. See Annex 7 for company and project profile.
Acme Tools Co. 145 Yakal St., Makati Metro Manila	Production and Export of Special Bolts and Nuts and Automotive Forgings	Still interested. See Annex 7 for company and project profile.
Plastimer Industrial Corp. Room 619, BPI Building Plaza Cervantes, Binondo Metro Manila	Expansion of Plastic Toys Production	Still interested. See Annex 7 for company and project profile.
Tinkerbell Toy Corporation Room 205, Centrum II Valero St., Salcedo Village Makati, Metro Manila	Expansion of Production and Export of Stuffed Toys	Still interested. See Annex 7 for company and project profile.
Tropical Treasure House and Co. 2230 C. Singalong St. Malate, Metro Manila	Modernization of Philippine's Non-traditional Exports and the Introduction of a New Concept in the Business of Children Entertainment Through Inventions	Still interested. See Annex 7 for company and project profile.
Baguio Precision Corp. Baguio City Export Processing Zone Lankan Road, Baguio City	Market Expansion and Upgrade of Brass Parts and Fitting Products	Still interested. See Annex 7 for company and project profile.
Equidata Phils. Inc. 6/F, FENS Tower One 1289 Zobel Roxas Ave. Makati, Metro Manila	System Conversion	Still interested. See Annex 7 for company and project profile.
Philippine National Oil Company PNPC Complex, Merritt Road Fort Bonifacio, Makati Metro Manila	Development of Underground Coal Mine in Lalat, Zamboanga del Sur	Still interested. See Annex 7 for company and project profile.
Aras-Asan Timber Co. 30 Scout Tuazon St. Diliman, Quezon City	Industrial Tree Plantation Veneer, Plywood and Lumber	Project on-hold due to ban on logging.
c/o Capt. Barzaga Farms Barzaga Farms-Agri Business Dasmariñas, Cavite	Prawn Production Napier Grass Production Rubber Processing Plant	Project proponent passed away.

PROJECT NO. : 13  
 PROPONENT : Philippine National Oil Company (PNOC) Coal Corp.  
 PROJECT : Development of an Underground Coal Mine in Lalat, Zamboanga del Sur  
 PROJECT COST : ₱525.26 million (US\$23.09 million)  
 CONTACT PERSON : Samson P. Javellana - Energy Planning Manager  
 ADDRESS : Merritt Road, Fort Bonifacio, Makati, Metro Manila  
 TELEPHONE NO. : 815-89-61  
 FAX NO. : (632) 815-27-47

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#### COMPANY PROFILE

PNOC Coal Corp. is engaged in the exploration, mining and trading of coal with BTU levels as high as 12,500, making the company a major source of high quality coal that are blended with low-grade coal. The company is also involved in setting up and managing a national coal logistics program. The coal produced by PNOC is used by cement factories and power plants as fuel. The company generated gross sales of ₱1.0 billion (US\$44 million) in 1988 and ₱0.87 billion (US\$38 million) in 1989. Coal production is entirely for the domestic market.

PNOC Coal Corp. started commercial operations in 1981. It is a wholly owned subsidiary of the state-owned PNOC with an authorized and subscribed capital of ₱400 million (US\$17.60 million), 94% of which has been paid-up. The company presently employs about 300 workers.

In line with the government's privatization program, PNOC bidded out majority of its coal projects, including that in Lalat. However, it failed to attract bids. Early this year, the Committee on Privatization (COP) approved PNOC's request to enter into the negotiated sale of its coal mines. As soon as the COP approves the implementing guidelines on negotiated sale of coal areas, the company will resume its negotiations with interested investors.

#### PROJECT PROFILE

The company proposes to develop an underground mine to exploit a multi-seam coal deposit in its mining site in Lalat. Detailed exploration undertaken to date has delineated three to four seams of variable thickness and quality considered mineable by conventional longwall extraction techniques. Planned output per year has been set at 306,000 metric tons. Production will be sold locally.

Estimated cost of the project is ₱525.26 million (US\$23.09 million), with the bulk of the cost going to machinery and equipment (62%) and working capital and other costs (36%).

The proponent is interested in a joint venture with a foreign investor who could provide financing for the project in the form of loan, equity or cash investments. It is also willing to enter into a subcontracting, licensing, equipment supply, and market access agreement with the foreign investor. Management, technical, and marketing expertise as well as training assistance are also required. The proponent is willing to offer 50% or more of the company's equity to the foreign investor.



PROJECT NO. : 14  
PROponent : Carbex Inc.  
PROJECT : Expansion of Underground Coal Mining Operations  
PROJECT COST : ₱60 million (US\$2.64 million)  
CONTACT PERSON : Venancio C. Gabriel - President & Chairman  
ADDRESS : 1102 National Life Insurance Bldg., Ayala Ave.  
Makati, Metro Manila  
TELEPHONE NO. : 817-31-44

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#### COMPANY PROFILE

Carbex Inc. is engaged in "run of mine" coal of 10,000 BTU mine exploration and reserve development. The coal it produces is used as fuel, mainly in the cement and electric power generating industries. Its reserves located in Batan Island, Albay encompasses more than 4,000 hectares and is considered one of the country's best coal deposits in terms of quality, contiguity and mining/shipping availability. Coal production is entirely for the domestic market. The average sales for the past two years was approximately ₱30 million (US\$1.32 million) per year.

The company was established in 1986 but started commercial operations only in 1987. It has an authorized capital stock of ₱100 million (US\$4.40 million) and a subscribed and paid-up capital of ₱25 million (US\$1.10 million). It is a private-owned company which is 70% Filipino and 30% foreign.

#### PROJECT PROFILE

Carbex plans to expand its underground mining operations to increase present production level of 70,000 metric tons of coal to 150,000 metric tons per annum. Sales will remain directed towards the domestic market. It also plans to upgrade infrastructure facilities such as pier, road ways, campsite, and acquire a 2,000-metric ton dead weight capacity vessel.

An estimate of the project cost amounts to ₱60 million (US\$2.64 million). Machinery and equipment accounts for 58% of project cost, working capital accounts for 25%, and land, building and miscellaneous costs account for the remaining portion.

A joint-venture is desired by Carbex with a foreign company who could finance the planned expansion in the form of equity participation, loan, or a subcontracting agreement.

PROJECT NO. : 45  
PROponent : United Cotton Growers of Mindanao, Inc.  
PROJECT : Acquisition of Cotton Ginnery Complex  
PROJECT COST : P36 million (US\$1.58 million)  
CONTACT PERSON : Henry P. Callao - President  
ADDRESS : SPDA Bldg. Alunan Avenue, Koronadal  
South Cotabato  
TELEPHONE NO. : 471

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#### COMPANY PROFILE

United Cotton Growers of Mindanao, Inc. is engaged in agricultural production. It cultivates about 2,000 hectares of cotton farms, the produce of which are ginned by Philippine Cotton Corp. (PhilCotton). Its main products include cotton lint, which is used for fabrics; cotton seed, for edible oil, granulated feeds, etc.; and agri-cottonseed, for seed production in planting. Cotton lint is sold to textile mill buyers in Manila from which the company generated gross sales of about P34 million (US\$1.49 million) in 1988 and P32 million (US\$1.41 million) in 1989.

United Cotton Growers is a federation of 23 cotton farmers associations with around 2,000 farmers as members. The federation was established in 1987 as a non-profit, non-stock, non-government organization which operates as a cooperative. Its goal is to mobilize rural savings for capital formation to gradually eliminate small farmer dependence on government lending institutions for their production credit needs.

#### PROJECT PROFILE

The project proposal is to acquire a ginnery complex owned by PhilCotton which is now with Assets Privatization Trust (APT), and is up for sale to private investors. The proponent sees the opportunity to own a cotton gin that will further boost its income potential and further encourage farmers to plant cotton to fill the demand for import-filled textile mills. Projected output is set at 15,000 metric tons a year, about 80% of which will be for the domestic market and the rest will be exported.

Project cost is estimated at P36 million (US\$1.58 million) - 83% of this consists of machinery, equipment and working capital.

The local proponent requires joint venture with a foreign company who is willing to provide equity participation or loan, for the acquisition of the ginnery. Also required are technical expertise and access to the export market for the products. The ownership scheme will be 60% for the local proponent and 40% for the foreign partner.

PROJECT NO. : 87  
 PROPONENT : US Foundry Corp.  
 PROJECT : Production and Export of Gray Cast Iron  
 Products  
 PROJECT COST : ₱26 million (US\$1.14 million)  
 CONTACT PERSON : Leon S. Ang - President  
 ADDRESS : 51 M.H. de Pilar St., Caloocan, Metro Manila  
 TELEPHONE NO. : 35-33-95  
 FAX NO. : (632) 361-10-42

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#### COMPANY PROFILE

US Foundry Corp. is a job-order foundry which casts iron and bronze products. At present, the company's total output is directed towards the domestic market, generating gross sales of ₱9 million (US\$0.40 million) in 1988 and ₱12 million (US\$0.53 million) in 1989.

All of the company's foundry processes: sand mixing, mold making, melting and pouring, are done manually. The proponent believes that semi-mechanizing the process will be cost ineffective, given existing number of local customers and limited-run job requirements.

The company, then known as US Foundry & Engineering Co., was set up as a partnership in 1960. It became a corporation in 1978. A 100% Filipino-owned private corporation, it has an authorized capitalization of ₱5 million (US\$0.22 million) with a subscribed and paid-up capital of ₱1 million (US\$0.04 million).

#### PROJECT PROFILE

US Foundry plans to penetrate the market for consumer items made of gray cast iron in developed countries, i.e. Europe and the United States. From its observation from its past operations, these countries import items of this kind from Taiwan. The proponent feels that with the appreciation of the New Taiwan dollar, they can be very competitive in terms of price.

US Foundry hopes to attain the latest technology in gray cast iron products, i.e., counter weights, barbell weights, and machinery parts, as it intends to set up a mechanized foundry in Valenzuela, Bulacan to attain the company's planned output of 500 tons per year. The firm plans to export 40% of its total output.

Estimated cost of the project is ₱26 million (US\$1.14 million), with the bulk of the cost going to land and building (48%), and machinery and equipment (38%).

The company is interested in entering into a joint venture with a foreign partner with marketing and technical expertise in gray cast iron products. The foreign partner may invest up to 40% of the equity in the project and may enter into a subcontracting agreement with the company.

PROJECT NO. : 89  
PROponent : Acme Tools Manufacturing Co., Inc.  
PROJECT : Expansion and Modernization of Bolts, Nuts and  
Automotive Forgings Production  
PROJECT COST : To be determined depending on the technology to  
be employed in the planned expansion  
CONTACT PERSON : Albert Yu - General Manager  
ADDRESS : 105 Edsa Mandaluyong, Metro Manila  
TELEPHONE NO. : 78-49-31  
FAX NO. : 721-3508

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#### COMPANY PROFILE

Acme Tools Manufacturing Co., Inc. manufactures bolts and nuts, and automotive forgings using the hot forging process. The average sales of the company for the past two years was approximately ₱12 million (US\$0.53 million) per year. About 90% of its sales is channeled to the domestic market and the rest is exported indirectly to Indonesia, Malaysia and Australia. Acme Tools also produces gear blanks for Mitsubishi's transmission plant in Manila, whose output is mainly exported to Japan and ASEAN countries.

The company has been in operation since 1953. It is a 100% Filipino-owned private corporation with an authorized capital of ₱5 million (US\$0.22 million), ₱3.8 million (US\$0.17 million) of which has been paid-up. The company presently employs 50 workers.

#### PROJECT PROFILE

Acme Tools plans to increase its capacity by about 50% of its annual production of 200 tons of bolts and nuts, 50,000 pieces of gear blanks and 50,000 pieces of axle shafts. Special bolts and nuts are used for crushing plants and ball mills of copper mines and cement plants, while automotive forgings are used as semi-finished rough forgings of auto parts. The company plans to direct its total production to the export market.

The cost of the project will depend on the technology to be employed in the planned expansion.

The project sponsor seeks financing for its planned expansion and requires joint venture with a foreign firm who is willing to give them equity participation. Also required are technology transfer, equipment supply, management and technical expertise, as well as access to the export market for the products. The ownership scheme envisioned is 60% of total equity to be accounted for by the local proponent and 40% by the foreign partner.

PROJECT NO. : 106  
PROponent : Plastimer Industrial Corp.  
PROJECT : Expansion of Plastic Toys Production  
PROJECT COST : To be determined depending on the design and  
volume of plastic toys to be manufactured  
CONTACT PERSON : Leticia G. Ong - Office Manager  
ADDRESS : Rm. 619, BPI Building, Plaza Cervantes,  
Binondo, Metro Manila  
TELEPHONE NO. : 47-54-21  
TELEX NO. : 63160 IMPHIL PN

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#### COMPANY PROFILE

Plastimer Industrial Corp. is engaged mainly in the manufacture of injection-moulded parts and products for household appliances and industrial applications. Sales of these products generated ₱357 million (US\$17 million) for the company in 1987. The company also started producing plastic toys using injection-moulding machinery, which generated gross sales of ₱12.6 million (US\$0.55 million). About 97% of production has so far been for the domestic market and the rest exported to Australia and Germany.

Plastimer is a private-owned company which is 90% Filipino and 10% Chinese. Established in 1972, it has a paid-up capital of ₱10 million (US\$0.48 million).

#### PROJECT PROFILE

Plastimer plans to expand its plastic toys production capacity to generate sales of about ₱31.5 million (US\$1.5 million). It hopes to export 50% of its plastic toys production.

The cost of the project will be determined depending on the design and volume of plastic toys to be manufactured.

The company is interested in entering into subcontracting and market access agreement with a foreign company. It is also seeking designs for its products as well as equipment supply such as moulds and tools for injection moulding. Foreign equity joint venture partners are welcome; the local sponsor is ready to set up a new company for this purpose.

PROJECT NO. : 115  
 PROPONENT : Equidata Philippines, Inc.  
 PROJECT : System Conversion  
 PROJECT COST : ₱1.5 million (US\$0.07 million)  
 CONTACT PERSON : James Conway - President  
 ADDRESS : 6/F, FEMS Tower I, 1289 Z. Roxas Ave., 1004 Manila  
 TELEPHONE NO. : 521-18-66  
 FAX NO. : (632) 521-86-28

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#### COMPANY PROFILE

Equidata Phils., Inc. is a computer service bureau engaged in data entry and preparation, as well as clerical and coding services. Some of its activities include export of magnetic data bases, legal retrieval data, and automation of dictionaries, directories and other publications. The company has a self-sufficient data center which houses a mainframe with backup generator and UPS. It has three Univac CMC 1800 key to disk systems operating and one system on stand-by. A duplexor permits them to shift terminals between systems. The company recorded gross sales of ₱8.6 million (US\$0.38 million) and ₱9.5 million (US\$0.42 million) in 1988 and 1989, respectively. About 98% of its gross sales was generated from the export market.

Equidata is a corporation duly registered with the Securities and Exchange Commission and the Board of Investments as a foreign company (96% American-owned and 4% Filipino-owned). The company was established in 1985 as an export producer of magnetic data bases. It has an authorized capitalization of ₱20 million (US\$0.88 million) and a paid-up capital of ₱13 million (US\$0.57 million).

#### PROJECT PROFILE

The proponent plans to expand its computer service operations and convert its present CMC equipment to Altos system. It plans to acquire 16 Altos Series 2000 terminals this year, and 32 terminals of the same model next year. Projected output is set at ₱20 million (US\$0.88 million) a year, about 98% of which will serve the export market.

Total project is estimated to cost ₱1.5 million (US\$0.07 million) which accounts for the machinery and equipment that will be housed in a new plant site which the company hopes to find before December of this year.

The proponent is seeking cash investment or a joint venture agreement with a foreign company to finance its proposed system conversion. It also requires subcontracting, marketing expertise and access to the export market for its services. Equidata is willing to provide 90% of equity to the new foreign partner.

PROJECT NO. : 128  
PROPONENT : Tinkerbell Toy Corporation  
PROJECT : Expansion of Production and Export of Stuffed  
Toys  
PROJECT COST : ₱6.65 million (US\$0.29 million)  
CONTACT PERSON : Enrique M. Periquet - Pres. & Gen. Manager  
ADDRESS : 497 Zulueta St. Corner Pres. Quirino Ave.,  
Paco, Metro Manila  
TELEPHONE NO. : 521-81-91  
FAX NO. : (632) 842-57-26

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#### COMPANY PROFILE

Tinkerbell Toy Corporation is a manufacturer of stuffed toys, stuffed dolls and novelty items. It presently exports 95% of its production with the rest sold locally. Export sales of ₱4 million (US\$0.18 million) and ₱6 million (US\$0.26 million) have been realized in 1988 and 1989, respectively. Out of the export sales, 60% goes to the United States, while the remaining 40% goes to Europe and Australia.

The company has been in the toy manufacturing business since 1980. It is a 100% Filipino-owned private corporation with an authorized capitalization of ₱1 million (US\$0.04 million) which has been fully paid up. The company currently employs about 40 workers.

#### PROJECT PROFILE

The company wishes to increase its exports of toys to the US and European markets. It also plans to acquire land and building in Sto. Tomas, Batangas where the new plant will be situated. Production target is set at the new plant's minimum production capacity of 40,000 dozens per year. Eighty per cent of its production will be exported and the remaining will be sold locally.

Total project cost is estimated at ₱6.65 million (US\$0.29 million). It consists of land and building amounting to ₱3 million (US\$0.13 million), working capital requirements of ₱2 million (US\$0.09 million), and machinery, equipment and miscellaneous costs of ₱1.65 million (US\$0.07 million).

The company is seeking equity participation and loans from foreign investors to finance its proposed expansion. It also intends to enter into subcontracting, turnkey project or market access agreement and would require technical and marketing expertise from the foreign investor for this project. Also, implementation of the project would require settlement of the company's trust receipt and commercial loans with China Banking Corporation amounting to ₱1.26 million (US\$0.06 million) and its rediscounting loans of ₱1 million (US\$0.04 million) with Philippine Bank of Communications (PBCom) as of March 26, 1990.

PROJECT NO. : 135  
PROponent : Tropical Treasure House and Company  
PROJECT : Modernization of Philippine Non-traditional Exports and the Introduction of a New Concept in the Business of Children Entertainment through Inventions  
PROJECT COST : P1 million (US\$0.04 million)  
CONTACT PERSON : Dr. Rodolfo L. Lopez - Managing Partner/Inventor  
ADDRESS : 2230 C. Singalong St., Malate, Manila  
TELEPHONE NO. : 57-23-64

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#### COMPANY PROFILE

Tropical Treasure House and Co. was established as a partnership in 1974 to engage in the exportation of locally manufactured products such as abaca-made items, bamboo-coconut shell handicrafts and similar items. It is partially owned and managed by Dr. Rodolfo L. Lopez, the project proponent who is a member of the Philippine Inventors' Society. The company was awarded recently the 18th International Trophy for Quality by the Trade Leaders' Club in Madrid for the invention of distinct children toy vehicles. It was also one of the participants in the Costume Jewelry Show held in 1976 at the Philippine Center in New York sponsored by the Department of Trade and Industry. The same proponent owns and manages Spin-Out Corporation, a New Jersey-based importing and marketing company.

After five years of continuous research and development, Dr. Lopez concentrated on the invention/innovation of children vehicles and related items to modernize Philippine non-traditional exports. Two of his patented bike inventions are the Spiny Trike and Spiny Tandem. The Spiny Trike is a futuristic chainless and single-seater bike which can run straight forward, backward, sideways or diagonal, and can spin around clockwise or counterclockwise in safe maneuvers. Spiny Tandem is a four-wheel bike that is a chainless quadricycle driven synchronizingly by two drivers. The Rudyll Seat-On-Bag, another invention, is an outdoor bag which is a combination of a seat and a bag in one utility.

Tropical Treasure House has been proposed to handle the production and marketing operations of the proponent's product inventions in the Philippines.

#### PROJECT PROFILE

The project proponent is interested in setting up a factory to manufacture the Spiny Trike and Spiny Tandem. Initial production of 200 units per bike type will be for rental operations in Metro Manila and the provinces, while 50 units per bike type will be for export to the United States and other foreign countries. The proponent also intends to start production and marketing of Rudyll Seat-On-Bag. The project will eventually be expanded and diversified to include other patented toy vehicle inventions.



Initial project cost is estimated at ₱1 million (US\$0.04 million). Working capital accounts for 58% of project cost, machinery and equipment accounts for 30%, and land, building and other costs account for the remaining portion.

The local proponent is seeking a joint venture with an established foreign business partner who could effectively market their products abroad. Also required is equity participation or loan to finance marketing and promotion activities, and acquisition of production facilities.

PROJECT NO. : 136  
PROponent : Baguio Precision Corporation  
PROJECT : Market Expansion and Upgrade of Brass Parts and  
Fitting Parts  
PROJECT COST : P2 million (US\$0.09 million)  
CONTACT PERSON : Herminio C. Bautista - General Manager  
ADDRESS : SFB 2, BCEPZ, Loakan Road, Baguio City  
TELEPHONE NO. : 442-33-96/ 442-47-26  
FAX NO. : (637) 44422712

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#### COMPANY PROFILE

Baguio Precision Corporation is engaged in the manufacture of brass parts and fittings. Its product lines include pneumatic and hydraulic fittings for airconditioners, refrigerators, automobiles, motorcycles and LPG systems. Gross sales of the corporation in 1988 and 1989 have been recorded at P7 million (US\$0.31 million) and P4.6 million (US\$0.20 million), respectively. The decrease in sales in 1989 was due to the loss of one of their biggest buyers in Europe which was acquired by a manufacturing firm. About 80% of the total sales of Baguio Precision is channeled to the export market.

The corporation commenced commercial operations in 1987. It is a 100% Filipino-owned private corporation with an authorized capitalization of P10 million (US\$0.44 million). Its subscribed capital amounts to P2.5 million (US\$0.11 million), P1 million (US\$0.04 million) of which has been paid-up.

#### PROJECT PROFILE

Baguio Precision Corporation proposes to expand its operation and maximize the use of its production capacity. It plans to manufacture 200,000 valves for LPG cylinders and 300,000 fire sprinkler heads per year. LPG valves are used to control the volume of gas passing out of steel cylinders, while fire sprinkler heads are installed on automatic fire control systems with capsules which automatically explode when a certain temperature is reached, thereby emitting water. The corporation plans to direct 90% of sales towards the export market.

The project is estimated to cost about P2 million (US\$0.09 million), with working capital requirements accounting for 75% of total project cost; and machinery, equipment and other requirements accounting for the remaining 25%. Most of the machines needed are already installed and operational in their plant located in Baguio City.

Baguio Precision Corp. is interested in entering into a joint venture with a foreign company who is willing to provide equity, supply of some parts, marketing capabilities and technical know-how in manufacturing their new products. The local proponent is willing to share 20% to 60% of equity in the company.

PROJECT NO. : 156  
PROponent : Crislin Rubber Products  
PROJECT : Expansion and Modernization of Automotive  
Rubber Products Manufacturing Facilities  
PROJECT COST : ₱32 million (US\$1.41 million)  
CONTACT PERSON : Prudencio Alejandria  
ADDRESS : #5 McArthur Highway, Malabon, Metro Manila  
TELEPHONE NO. : 361-33-01  
FAX NO. : 361-33-01

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#### COMPANY PROFILE

Crislin Rubber Products is engaged in the manufacture of moulded rubber products. Its product lines include gaskets, bushings, bumpers, grommets, mud guards, diaphragms, insulators, caps, rice polisher, etc. About 95% of its total production is directed to the domestic market and the rest is exported. The gross sales of the company for 1988 and 1989 have been recorded at ₱4.6 million (US\$0.20 million) and ₱5 million (US\$0.22 million), respectively.

Crislin is a 100% Filipino-owned private corporation. It started commercial operations in 1963 and presently employs about 50 workers.

#### PROJECT PROFILE

The company wants to expand production and modernize its rubber products manufacturing operations, to meet the standards required by foreign market. It plans to diversify its product lines and manufacture rubber products for automotive use, i.e., door and window strips, hoses for radiator, fuel and break systems, and wiper blades. Existing facilities and building is in Malabon, but expansion might need a transfer to a new location. Projected output is set at 50,000 units a year, about 70% of which will be directed towards the export market and the rest will be sold locally.

An estimate of the project cost amounts to ₱32 million (US\$1.41 million). Machinery and equipment accounts for 63% of project cost, land and building accounts for 22%, and working capital and miscellaneous costs account for the remaining portion.

In financing the project, the company prefers assistance rather than equity joint venture with a foreign partner(s). But if financing will be in the form of the latter, the company is willing to allow their foreign partner to own as much as 40% of the business. The company requires the latest technology and equipment supply in rubber products manufacturing as well as the management, technical, training, and marketing expertise needed in its operation. Market access is also needed for its export market. The company is willing to enter into subcontracting, licensing or turnkey project agreement with its foreign partner(s).

SYCIP, GORRES, VELAYO & CO.  
 Manila, Philippines  
 FACSIMILE No. (632) 819-0872; 817-4193

DATE: September 6, 1989

TO: UNIDO-Vienna OFFICE FROM: SGV-Manila OFFICE

FAX NO.: 43-222-232156/Room D1370

FOR: Naoto Suzuki FROM: A. G. Lim/E. Traviño

RE: Follow-up Services to Manila Investors' Forum

NO. OF PAGES TO FOLLOW: \_\_\_\_\_ Project No. UC/PHI/88/082

Contract No. 88/46/RK

MESSAGE:

AA. Our progress report on the above-captioned project was sent to you last August 29 via DHL AWB No. 704804181.

BB. A review of time charges and expenses incurred to date shows that we are within budget for the preparation of the three industrial investment opportunity studies (allocation is US\$10,000 per opportunity study). For the follow-up of investment projects, however, we have already spent about US\$4,500 in time charges compared with US\$2,500 allocated for this activity. To cover the deficit already incurred and continue further work on this project component, specifically the preparation of terms of reference for five projects identified in our progress report, we would like to request the use of amount allocated for travel (US\$1,200 provision for airfare and subsistence allowance) in this extension contract and debriefing cost saved in the original contract amounting to US\$2,840. We feel that in view of the close coordination we have with you and with the Industrial Promotion Office of Milan, there may be no need for foreign travel to promote the projects. Five projects have actually been identified that are of interest to Italian firms. The other projects could be followed up with various Industrial Promotion Offices of UNIDO.

Please let us know if our proposed transfer of allocations is agreeable to you.

With best regards.

OUTGOING FAX	
SEP 06 1989	
DATE	_____
TIME SENT:	<u>4:50 pm</u>

*[Handwritten signature]*

**FILING INSTRUCTIONS**  
**SEP 21 1989**

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↑ 22160 SGV PH  
↓ PHILCOM SEP 20 1918

GLOBALINK 0014

SGV AND CO.  
MANILA + PHILIPPINES +  
84899 LIM FROM SUZUKI US/PHI/88/032 CONTRACT 82749. RM YR FAX OF 8  
SEPTEMBER. UNDERSTAND WORK PROVIDED BY YOU EXCEEDED EXPECTED BUDGET.  
ASFEABLE TO MODIFICATION OF SCOPE OF SERVICE. EYE WILL REVIEW YOUR  
WORK UPON COMPLETION IN MANILA AND IPS OFFICES WILL HELP 201 STAFF  
DURING FORTHCOMING PROMOTIONAL TOUR. THUS DEBRIEFING AND TOUR TO  
FOREIGN COUNTRIES BY SGV STAFF CANCELLED. CONTRACT PRICE REMAINS  
SAME. ACCORDINGLY PLEASE CONSIDER THIS AS AMENDMENT TO CONTRACT.

REGARDS  
(BEHRENS UNIDO VIENNA)  
TLX NO 135612 UNO A  
COLCKD JM  
NNNN  
VIA GLOBALINK  
GLOBALINK 0014

↑ 22160 SGV PH

Philippine Global Communications, Inc. Tel. 816-2851

Inc. Tel. 816-2851 Affiliated with RCA Global Communications.