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MEETING ON THE PROMOTION OF
INDUSTRIAL CO-OPERATION IN CAMEROON

Yaoundé, Cameroon, 3-5 April 1990

REPORT*

* This document has not been edited.

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I. ORGANIZATION OF THE MEETING

Representation

The meeting on the promotion of industrial co-operation in Cameroon was held in Yaoundé from 3 to 5 April 1990 and was attended by 15 participants from 12 invited countries and financial institutions. List of participants is given in Annex 2.

Election of the Bureau

The participants in the meeting unanimously elected the following officers:

| | |
|---------------|--|
| Chairman | H.E. Mr. Joseph Tsanga Abanda Minister of Industrial and Commercial Development of Cameroon |
| Vice-Chairman | H.E. Mr. T.Z. Farooqi Secretary Ministry of Industries of Pakistan |
| Rapporteur | Mr. Célestin N'Donga, Director of Industry Ministry of Industrial and and Commercial Development of Cameroon |

Adoption of the Agenda

The meeting adopted the following agenda:

1. Opening of the meeting
2. Election of the bureau
3. Adoption of the agenda
4. Opening statements by:
 - The Representative of the Government of Cameroon
 - The Representative of UNIDO
5. Presentation of Cameroonian potential of/and needs for industrial co-operation
6. Bilateral discussions on specific projects
7. Adoption of the report
8. Closure of the meeting

II. OPENING STATEMENTS

The meeting was formally inaugurated by H.E. Mr. Joseph Tsanga Abanda, Minister of Industrial and Commercial Development of Cameroon who, on behalf of his Government, welcomed the participants to the meeting on the Promotion of Industrial Co-operation in Cameroon. He underlined that the government of Cameroon, under the wise leadership of His Excellency the President Paul Biya, was very pleased by UNIDO's decision for holding the meeting in Yaoundé for the purpose of further promoting the industrial development through the South-South co-operation.

He referred to the imperfect nature of the international investment and technology markets, specially in the light of recent changes in Eastern Europe, and stressed that international co-operation among countries remained uncertain. In any case, he said, the new changes should not result in a reduction of the aid traditionally given to the developing countries.

In his speech, the Minister emphasized that many developing countries have acquired significant skills and capabilities in the industrial field. The most valuable element of these capabilities is their relevancy and appropriateness to the special needs and conditions of developing countries. He believed that there was considerable scope for developing countries to pool and share their skills, expertise and experience to their mutual advantage. He said that UNIDO was playing an active and commendable role in the area of industrial co-operation among developing countries and that the present meeting was a valuable part of such efforts.

In conclusion, the Minister said that he hoped that the meeting would witness the conclusion of numerous agreements which would further promote the industrial co-operation among developing countries.

The next speaker, the Acting Head of the Africa Countries Programme, extended a warm welcome to all participants, on behalf of the Director-General of UNIDO. He underlined that he was requested by the Director-General to convey to the Honourable Minister, and through him, to His Excellency President Paul Biya, to the Government and people of Cameroon, his gratitude for the excellent co-operation existing between Cameroon and UNIDO.

He went on to say that the present meeting was a direct follow-up to the industrial co-operation meetings held in New Delhi, India in 1986 and in Istanbul, in 1987. The large turn out and active participation of Cameroonian entrepreneurs to these meetings, the determination of the Government and people of Cameroon, under the wise leadership of His Excellency, President Paul Biya, to the intensification of international, regional and sub-regional co-operation encouraged UNIDO to hold this first unique follow-up meeting in Cameroon.

The Acting Head expressed UNIDO's special thanks to all participants - government officials, private entrepreneurs and representatives of financial institutions and the business community - for responding so positively to UNIDO's invitation for attending the meeting. He emphasized that their presence demonstrated the importance they attached to economic and industrial co-operation in general, and the desire of their countries and organizations to contribute to the industrial development of Cameroon.

He then made a brief presentation of UNIDO's ECDC/TCDC projects and programmes. He further explained that in the preparation of the meeting, UNIDO has assisted the Cameroon authorities in the identification and preparation of 28 projects contained in a portfolio which has earlier been circulated to all invited countries and organizations. In addition, several new project proposals, which were not included in the portfolio, would be circulated to participants in the course of the meeting. The projects, mainly of a small and medium scale nature, covered such important industrial sub-sectors and branches as : agro, chemical, engineering, ceramics and wood-processing industries. He expressed his conviction that the bilateral discussions between Cameroonian project sponsors and their potential co-operating partners would facilitate the conclusion of an important number of agreements, and would identify measures to be taken towards the implementation of various projects.

In conclusion, he reiterated the importance which UNIDO attached to the meeting and stressed that the decisions to be reached on each project would pose great challenge requiring the full commitment of the project sponsors and the co-operating countries, enterprises and financial institutions and organizations, individually and collectively. He assured participants that within the limits of its financial resources, UNIDO would lend the necessary support and assistance in the follow-up to the meeting.

The representative of Pakistan, Mr. T.Z. Farooqi, Secretary, Ministry of Industries, took the floor on behalf of the participants. He said that the economic situation of Africa was of great concern to the entire international community and that the support of all concerned, specially that of third world countries, was greatly needed. The idea of convening the meeting on the promotion of industrial co-operation in Cameroon was a timely action in the right direction. He went on to say that bilateral discussions would undoubtedly offer a new era of international co-operation for industrial development between Cameroon and the other countries present at meeting.

In conclusion, on behalf of all participants, he offered the total co-operation towards the success of the meeting.

The next speaker, Mr. Célestin N'Donga, Director of Industries, Ministry of Industrial and Commercial Development of Cameroon, presented a national paper tracing industrial development of Cameroon, in particular the scope and nature of more than 50 project portfolios prepared for the meeting, covering both public and private sectors.

Mr. C. N'Donga then proceeded to explain the policies and measures adopted by the Government of Cameroon to develop, strengthen and promote the industrial sector, specially the small and medium-size industries. He expressed the confidence of the Cameroonian industrial promoters that the projects covering important sectors, such as agro, chemical, engineering and wood-processing would be of interest to foreign potential partners, and the bilateral discussions would bring positive results to the satisfaction of all interested parties.

III. SUMMARY OF BILATERAL DISCUSSIONS ON INDUSTRIAL PROJECTS

The working sessions saw very active participation by a large number of local entrepreneurs, including several women entrepreneurs. It was estimated that an average of 80 entrepreneurs attended the working sessions. In addition to the 30 projects identified and circulated in advance to the meeting, several new project proposals were presented at the meeting. On the whole, some 80 projects proposals (profiles, concepts and ideas) were discussed at the meeting.

While concrete results in terms of firm financial commitment were not reached at the meeting, other important positive results were achieved. Twelve letters of intent were signed with the delegates of Romania and Yugoslavia. Five aide-mémoires with the Chinese delegation, and four written requests were addressed to the Pakistani and Indonesian authorities. An important achievement of the meeting was the face-to-face contact established between the Cameroonian entrepreneurs and the co-operating parties leading to a better understanding of the project proposals and the local environment. Furthermore, explanations were given in respect of the approach to and channels of submissions which investment and/or development banks, such as the Islamic Development Bank, would accept for considering the financing of project proposals from the individual entrepreneurs. A note on this subject was circulated by the Islamic Development Bank, for the benefit of the participants.

In the case of all projects discussed, the potential co-operating parties have clearly identified the nature of co-operation and have agreed on measures and follow-up required. The preliminary agreed projects cover areas such as: pre-investment studies, including feasibility and pre-feasibility studies; turn key projects; technology transfer; expert services; projects to establish and/or to enlarge small-scale industrial units.

The results of bilateral discussions are given in Annex 1.

IV. ADOPTION OF THE REPORT

The meeting adopted the report at its last plenary session, on 5 April 1990.

Closure of the meeting

During the closing session, the Chairman of the meeting highlighted the success of the meeting for promoting industrial co-operation in Cameroon, as proved by the great number of agreements reached upon during bilateral discussions. Emphasizing the importance of effective follow-up, he stated that it would call for the establishment of direct and permanent contacts among potential co-operating partners and between UNIDO and Cameroonian side for monitoring the implementation of agreed upon projects.

The representative of UNIDO underlined the importance of the meeting which permitted local promoters to establish direct and useful contacts with potential partners from more advanced developing countries, as well as with financial institutions. He highlighted the fact that practically all 80 project proposals were discussed at the meeting. For several projects the co-operating partners signed either letters of intent or aide-mémoires. He went on to say that the momentum gained in the meeting should not be lost and that the decisions taken at the meeting should be effectively pursued and implemented. He thanked the Government of Cameroon for the excellent arrangements and for the warm hospitality. He also thanked all participants for their participation and positive contribution to the success of the meeting.

The head of the delegation of India, speaking on behalf of the participants, thanked the Government of Cameroon and UNIDO for ensuring the success of the meeting, which would contribute substantially to the further promotion of South-South co-operation, and more concretely to the industrial development of Cameroon. He stressed the necessity to ensure the follow-up on the decisions taken during the meeting.

The Chairman of the meeting thanked all the participants for their contribution to the discussions and their positive approach during the bilateral discussions. He also thanked everyone who had been involved in the planning, organizing and servicing the meeting, and who had contributed to its success. He then officially closed the meeting.

Results of Bilateral DiscussionsCOUNTRY: CHINA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|--|--|--|--|
| MOFERT | Tyre recycling | SOCAPEP Mr. Mourad Faycal | Technical assistance Equipment | Further discussions envisaged. |
| MOFERT | Paper production from used paper | ETS. NEW LOOK Mme Lysette Tchamdjou | Joint venture Technical assistance Equipment | Further discussions envisaged. |
| MOFERT | Manufacture of pencils | SOPACRA S.A. Ayeng à Nwame B.P. 12690 Douala Tel. 42.06.25 | Joint venture Technical assistance Raw-material Equipment | Aide-mémoire has been signed. |
| MOFERT | Modern wood industry | Wood's Industry F. Kiyek Abissek B.P. 5517 Douala Tel. 42.77.47 | Technical assistance | Aide-mémoire has been signed. |
| MOFERT | Animal farms and feed production expansion | Chamion Feeds Animal Farms | Joint venture Technical assistance Financing and management | Further discussions envisaged. |
| MOFERT | Soya milk Butter-cheese | ETOUNDI ZIBI Siméon | Financial and technical assistance | Further discussions envisaged. |
| MOFERT | Ceramic Burned bricks | S.N.I. (Mr. Séraphin Fotso) | Financial and technical assistance | Aide-mémoire has been signed. |
| MOFERT | Forest exploitation and wood processing | SOGES S.A. (Mbock Eléazar) B.P. 99 Eséka | Joint venture Delivery of equipment | Chinese side agreed to identify a Chinese partner. |

COUNTRY: CHINA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|-----------------------------------|--|---|---|
| MOFERT | Agricultural products | CAP-Center Mr. Mbock Eléazar | Joint venture Delivery of equipment | Chinese side agreed to identify a Chinese partner. |
| MOFERT | Palm oil extraction | Mr. Mbock Eléazar | ditto - | ditto - |
| MOFERT | Ceramic industry | SIPOCAM Ombala Tsanga | Technical co-operation Delivery of equipment | Technical studies and testing of raw materials to be undertaken by Chinese partner. Local partner to cover local expenses (Board/lodging) for Chinese experts. Chinese Government to pay expert's salaries. UNIDO to cover cost of international transportation. |
| MOFERT | Production of exercise books | Mella Press Mr. Ndikum Achongwa Denis | Technical co-operation Delivery of equipment | ditto - |
| MOFERT | Production of beds and Mattresses | KANGANG PIERRE LOTI | ditto | Promoter to further elaborate the project. |
| MOFERT | Agro-services | Onguene Nkogo | Equipment Financing | Promoter to further elaborate the project and prepare the study. |
| MOFERT | Embroidery workshop | Mme. Foundje Christine | Technical co-operation Delivery of equipment | Aide-mémoire has been signed. |
| MOFERT | Production of pencils | GRAFCA (Mme. Biboum Dorothée) | - ditto - | Chinese counterpart to be identified for the elaboration of a technical study. |

COUNTRY: CHINA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|--------------------------------------|-------------------------------------|---|--|
| MOFERT | Agro-food complex | Mr. Mblandjeu Robert | Technical co-operation Delivery of equipment | Promoter to further elaborate the project with a view of reducing the costs. |
| MOFERT | Dietetic food production | Mr. Kulekem Joseph | - ditto - | Project to be examined by Chinese counterpart prior to the elaboration of the technical study. |
| MOFERT | Sea-food production | Mme. Mbella | - ditto - | Chinese interests in setting up a joint venture expressed. |
| MOFERT | Detergents production | Mr. Owona Jean-Baptiste | Technical co-operation Equity | Project to be examined by Chinese counterpart |
| MOFERT | Wood processing | Mr. Mbock Eléazar | Delivery of equipment | Local promoter to visit China for further discussions. |
| MOFERT | Poultry production (500,000/year) | SOCA-DELA Hjomkam Joseph Aime | Joint venture | Local promoter to be contacted by Chinese counterpart. |
| MOFERT | Engineering | Establishment MAN Mr. Ndong Paul | Technical co-operation Delivery of equipment | Project to be presented to Chinese partner who may offer the equipment on credit. |
| MOFERT | Agro-based production | Agro-Pastoral Essomba Ntonga | Technical co-operation Equity participation | Local promoter to prepare the study and transmit it to Chinese side. |
| MOFERT | Boats construction | Nsoga Jean | Technical co-operation Delivery of equipment | Project to be further studied by Chinese partner. |

COUNTRY: INDIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|--|---|--|--|
| To be identified. | Manufacture of (a) Eggs tray 2,000,000/year (b) Packet soups 1 million/year | NAPACK P.O. Box 1043 Yaoundé | Interested in joint venture. Foreign partners to supply machinery and technology | Local partner to get project assessed and financing tied up with local bank. Particulars will be circulated to Industries Associations in India with interested parties being requested to contact local promoter directly. |
| | Existing Printing Press to be diversified for manufacture of note books, pads, etc. | Mella Press Mr. Ndikum Achongwa Dennis (a) P.O. Box 13 Bamenda Tel.: 36-26-18 (b) P.O. Box 2407 Yaoundé Tel.: 22-46-98 | Interested in joint venture. Foreign partner to supply machinery, technology and partially financing the project. | Particulars will be circulated amongst Industries Associations in India with interested parties being requested to contact local promoter directly. |
| To be identified. | Production of disposable syringes | Mrs. MESSINA Thérèse P.O. Box 645 Yaoundé Tel.: 25 22 60 | Interested in joint venture with technical and financial participation | Particulars will be circulated amongst Industries Associations in India with interested parties being requested to contact local promoter directly. |
| | Manufacturing of animal feed Expansion and modernization of existing poultry and dairy farm | Champion Feeds and Animal Farms Ltd. Mrs. Obenson P.O. Box 68 BUEA Cameroon Tel.: 32-23-42 Telex: SAMCO 5823 FAX: 237-2803-03 | Interested in joint venture with supply of machinery, technology and financial participation. | - ditto - |

COUNTRY: INDIA

| Potential co-operating partner | Project/field. capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|--|--|--|---|
| To be identified. | (a) Storage facility for palm oil (b) Supply of pump for pumping oil to tanker (c) Creation of co-operation network for distribution of palm oil (d) Food processing facility | BUEA Womens' Cooperation Mrs. IDOWE Kate Ebenyle President P.O. Box 3 BUEA Cameroon | (a) Supply of pump and assistance for setting up of storage facility (b) Supply of machinery for food processing (c) Deputation of expert to help creation of co-operation network | The proposal does not fall within the scope of joint ventures. However, it will be sent to appropriate authorities in India for consideration whether any assistance can be arranged for the Society. |
| To be identified. | Manufacture of poultry feed Poultry-farming Distribution of agri-cultural equipment | Mr. NGAMSI Pierre P.O. Box 2060/530 Yaoundé Telex: 8579 KN 8263 KN | Interested in joint venture with technical and financial participation. | Will be circulated amongst Industries Associations of India with interested parties being requested to contact local promoter directly. |
| - ditto - | Wood processing and furnitures | Mr. NGNASSI à MENIK Sciérie Fanga P.O. Box 4861 Yaoundé | - ditto - | - ditto - |
| - ditto - | SOYA milk and animal feed | Dietetic Food Industry Co. P.O. Box 5177 Yaoundé | Interested in joint venture. Expert assistance for soya processing in a co-operative set-up. | - ditto - |
| To be identified. | Galvanised tin/aluminium sheets for roofing | BELA WGA JOSEPH Société de Transformation Aluminium P.O. Box 6871, Yaoundé | Joint venture for supply of equipment and technology | Will be circulated amongst Industries Associations in India with interested parties being requested to contact local promoters directly. |

COUNTRY: INDIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|--|--|--|--|
| To be identified. | Manufacture of pencils | AYENG NWAME BP 5517, Douala Tel.: 420625 | - ditto - | - ditto - |
| - ditto - | Wooden furnitures/window and door frames | F. KIYEK ABISSEK BP 5517, Douala Tel.: 427747 | - ditto - | - ditto - |
| - ditto - | Manufacture of different types of bricks for industrial use | Société d'Exploitation des Briques du Caméroun "BRICKCAM" S.A. BP 1731, Douala | - ditto - | - ditto - |
| To be identified. | Manufacture of detergents Vegetable preservation and processing | Système "D" Distribution Contact Person: Mr. Jean B. OWONA P.O. Box 1287, Yaoundé Telex: 8555 kn | Interested in joint venture with technical and financial participation | Will be circulated amongst Industries Associations in India with interested parties being requested to contact local promoters directly. |
| | Production of knitwear (socks, vests, underwear) | "BICAM" Bonnéterie Industrielle du Caméroun P.B. 2930, Yaoundé | Joint venture with technical and financial participation | - ditto - |
| | Small paper factory using local grass | Mr. Meveque Ongodo Ambroise P.B. 204, Yaoundé | Joint venture with technical and financial participation | - ditto - |
| | | | Assistance for preparation of feasibility study | Request for assistance for feasibility study will be sent by promoter to UNIDO. |

COUNTRY: INDIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|---|--|--|---|
| To be identified. | Manufacture of Melamine dishes, plastic moulds, domestic appliances | Mr. Thomas Dakayi Kanga Société Camerounaise de Sacherie B.P. 398 Douala Tel.: 42 24 80 Telex: 5608 KN | Interested in joint venture for supply of technology and machinery | Details will be circulated amongst Industries Associations in India with interested parties being requested to contact local promoters directly. |
| - ditto - | Manufacture of tomato paste | Société Industrielle de Produits Agricoles et Pastoraux (SIPAP) Mr. NDZOUNDJA Claude B.P. 2952 Yaoundé Tel.: 22 22 08 22 21 10 | - ditto - | - ditto - |
| | Manufacture of cereal-based baby food | Nutri Cereals Co. Mr. Jean MBOK B.P. 7990 Yaoundé Telex: 9819 kn | - ditto - | - ditto - |
| To be identified. | Poultry farm and poultry feed | Société de Production de Volailles (SOPROVO) Mr. Honoré MONTHE Tel.: 42 01 74 Telex: 5613 kn, 5467 kn | Interested in joint venture for supply of technology and equipment | Details will be circulated amongst Industries Associations in India with interested parties being requested to contact local promoters directly. |
| | Many projects in different sectors. | Mr. Bernard Ngameni Kanga Chief of Studies Division Chamber of Trade, Industry and Mines of Cameroon B.P. 4011 Douala | Interested in joint venture | The Chamber has a number of feasibility studies of projects of their members. Studies to be circulated to major Industries Association of India for necessary action. |

COUNTRY: INDONESIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--|---------------------------------|--|--|--|
| PT KERTA LAKSANA JL. Raden Saleh Raya 51, Jakarta Pusat 10330 Telex: 46670 Arfoni Tel.: (04) 325109 | Cassava project | Mme Yanga Maire Mathilde E/S MAF Prestige B.P. 911 Yaoundé Tel.: 22 44 67 | Training Technical assistance Equipment supply | Will contact Indonesian potential partner for further information especially on equipment supply. |
| Pt. INDOMARINE Jl. Duren Tiga No. 12 Jakarta 12760 Indonesia Tel.:(021) 7994417 (021) 7993829 Fax:(021) 799 7582 Telex: 47457 jkt | Palm oil refinery | S.N.I. P.O. Box 423 Yaoundé Contact: Mr. Hand Bahio | Equipment supply | Asked for quotation from Indonesian partner to be communicated to local promoter. |
| - ditto - | Shrimp breeding/ cultivation | INDECO-SARL SANAGA FISHER Mme MMELLA Crescence EDEA | Technology Technical assistance Equipment | Promoter to contact Ministry of Agriculture, Republic of Indonesia for further information. |
| PT. INDOMARINE | Animal feed | Champion Feed Animal Farm Mrs. S. Obenson P.O. Box 68, Buéa | Technical assistance Equipment supply Management | Promoter to contact Indonesian potential partners who is making plant and machinery for animal feed for further information. |

COUNTRY: INDONESIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--|--|---|---|--|
| PT NATRA RAYA Jl. Raya Narogong Km 19 Lileungsi, Bogor 16820 Injonesia Tel:(021) 5202399 Fax:(021) 5202403 Telex: 62442 | Wood and wood processing | MBOCK II, Eléazar SOGES S.A. B.P. 99 Eséka | Equipment Joint venture | Cameroonian promoter will specify the equipment required for this project and will send letter to Indonesian potential partner for quotation. |
| PT INDOMARINE | Soyabean milk project | CONTRAPOVA Mr. Siméon Etomdi Zibi | Technology Equipment supply | Cameroonian promoter will contact Indonesian potential partner for further information especially in technology and equipment supply for this project. |
| PT INDOMARINE | UCAP Center Universal Cassava Food Products-Center | MBOCK II, Eléazar B.P. 99, Eséka | Joint venture Technical assistance Equipment supply | Suggests to contact Indonesian potential partner for further information, particularly equipment supply. |
| - ditto - | Extraction of palm oil | - ditto - | Joint venture Material supply | If Cameroonian promoter gets financial assistance of this project, Indonesian potential partner is ready to have a co-operation in terms of equipment supply and technical assistance. |
| PT KERTA LAKSANA | Cassava starch | Buea Women Co-operative P.O. Box 3, Buea Tel: 32 26 91 Mrs. Kate E. Idowu President Mrs. Alice E. Dimitte Secretary | Financial participation and equipment | Contact Ministry for Social Affaires, Yaoundé, for providing loans for this project. Contact Indonesian company for further information. |

COUNTRY: INDONESIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|--|--|--|---|
| PT INDOMARINE | Palm oil mill | Buea Women Co-operative | Technical assistance Equipment Technical assistance for heating facilities | Cameroonian promoter will contact Indonesian potential partner for further information regarding this project. |
| - ditto - | Exploitation forestière Sciérie | ASSIGA MVOGO Felix B.P. 5714, Yaoundé | Technical assistance Equipment supply | A formal letter to be sent to the Ministry of Industry for asking the potential Indonesian partner who wish to have a joint venture or to supply the equipment to this project. |
| PT INDOMARINE | Société Agricole du CAMEROUN | Robert MBIANDJEU B.P. 7294 Yaoundé Tel: 223086 | Technical assistance Equipment supply | Promoter to contact Indonesian potential partner for further information. |
| | Tomato paste industry and other pastoral agricultural products | Société Industrielle de Produits Agricoles et Pastoraux (SIPAP) Mr. NDZOUNDJA Claude | Technical assistance Technology | Promoter to contact the Ministry of Agriculture of the Republic of Indonesia for technical assistance. Will contact Indonesian potential partner who has experience with agriculture projects. |
| | Exploitation of medicinal plants Agro-Service Cameroon | ONGUENE NKOGO B.P. 6013 Yaoundé Tel: 22 28 95 Telex: 85 12 1140 Fax: 22 18 73 273 22 1873 | Technical assistance | Will convey this project to the Ministry of Health of Republic of Indonesia who will reply to the local promoter. |
| PT KERTA LAKSANA | Potato Crisps | SAHO DOUNGUE Didier General Manager Société de transformation des Produits Agricoles(STPA) B.P. 220 MBOUDA, West Cameroon Tel.: 48 65 94 | Technical assistance Machinery supply | Promoter to contact Indonesian potential partner for further information, especially on equipment supply. |

COUNTRY: PAKISTAN

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|---|--|--|--|---|
| Ministry of Industries, in consultation with private sectors, will identify a potential partner | Detergents Insecticide spray | Jean B. OWONA CH ATEBA | Technology Supply of equipment | A formal request to be made to Government of Pakistan for further detailed information. |
| - ditto - | Paper manufacture | KAMWA Justin | Supply of machinery + equipment | A formal request to be made. A list of machinery equipment to be sent, including prices. |
| - ditto - | Tomato paste manufacture (Food processing and canning) | Société Industrielle NDZOUNDJA Claude SIPAP | Supply of equipment | Formal request to be answered by giving details of machinery, including prices. |
| - ditto - | Egg producing farm (Layos) | NGOMSI Pierre B.P. 530 Yaoundé Telex: SOFITEL Mt. Febe Palace No. 82 63 KN 82 76 KN | Machinery/equipment on supplier credit term | Equipment to be supplied on supplier credit on request. Cash investment required, which cannot be given. However, possible joint venture contribution instead of machinery and equipment |
| - ditto - | Wood processing | Felix Assiga Mvogo | Machinery/equipment | List of machinery/equipment to be delivered and quotations to be send to him within 30 days. Supplier credit on grant guarantee. |
| - ditto - | Agro-food complex Plantation of maize and further development of maize into girst | MBIANJEU Robert B.P. 7294 Yaoundé | Cash financing required | Essentially an agricultural research problem Cash financing not possible. |

COUNTRY: PAKISTAN

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|---|---|--------------------------------|---|
| - ditto - | Agro-food (cassava processing) | UCAP Center Mbock II. B.P. 29 Eséka | Machinery + equipment | Letter detailing machinery to be received for arranging supplier's credit. |
| - ditto - | Logging and Saw Mill | Soges (Mr. Mbock) B.P. 29 Eséka | Machinery + equipment | DC exchange arrangement to be reached. |
| - ditto - | Manufacture of automobile exhaust pipes | BIKAI Charles Emmanuel | Machinery Equipment | Supplier credit to be arranged for special machinery. |
| - ditto - | Wood processing | Felix Assiga MVOGO | Machinery/equipment | List of machinery/equipment to be delivered and quotations to be sent to him within 30 days. Supplier credit on grant guarantee. |
| - ditto - | Saw Mill | Establishments of FANGA | Machinery/equipment | List of machinery/equipment to be delivered and quotations to be sent to him within 30 days. Supplier credit on grant guarantee. In addition, list to be checked for completeness and give suggestions for improvement, if any. |
| - ditto - | Pencil making | SOFACRA S.A. B.P. 12600 Douala Tel.: 420625 | Joint venture | Request to be circulated to interested partners. |
| - ditto - | Disposable syringe | Mrs. MESSINA Thérèse | Technology/Machinery Equipment | Potential suppliers to be asked to give their quotation in 30 days. Supplier's credit to be arranged. |

COUNTRY: PAKISTAN

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|---|--|--|--|
| - ditto - | Passengers busses (5-20 w/capacity of 50) | Mme Pauline Morlyse Kemayou | Buses required on supplier's credit terms. | Quotation to be sent within 30 days. Information for supplier credit. |
| - ditto - | Food preservation | Mr. MVOGO Elie | Feasibility study to be prepared. | UNIDO could be recommended to finance the study. |
| - ditto - | Ceramics (wall and floor tiles) | National Society of Investment of Cameroon | Technology Machinery/Equipment | Request to be circulated and quotation obtained. Supplier's credit to be arranged. |
| - ditto - | Manufacture of exercise books and envelopes | Ndikum Achongwa Dennis (Mella Press and Book Department) | Machinery and equipment | Demand to be circulated to potential partners in Pakistan. |
| - ditto - | Agro-Food Production Complex | S.A. "C3A" Mr. NGOMSI Pierre | Supply of equipment | Request to be circulated amongst Pakistani potential partners. |

COUNTRY: ROMANIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--|---|---|---|--|
| Industrial Export-Import Foreign Trade Company Bucharest | Alcohol production for pharmaceutical use 500,000 Liter/Year | ALPHACAM Mr. Socka Bougue Mr. NJE NJE Charles B.P. 373 NKongsoma Tel.: 49-19-40 | Transfer of technology Supply of equipment Technical assistance | Feasibility study handed over to Romanian enterprises. Letter of intention has been signed. Romanian enterprise to reply within 45 days. |
| FOREXIM Foreign Trade Company Bucharest | Forest exploitation | SOGES. S.A. B.P. 99, Eséka Mr. MBOCK II Eléazar B.P. 4347 Yaoundé | Supply of equipment Technical assistance Management | Local promoter to transmit feasibility study to Romanian partner. Letter of intent has been signed. |
| FOREXIM | Forest exploitation | Mr. Félix ASSIGA MVOGO B.P. 5714 Yaoundé | Supply of equipment Technical assistance | Feasibility study handed over to Romanian enterprise Letter of intent has been signed. Romanian enterprise to reply within 43 days. |
| FRUCT-EXPORT AGRO-EXPORT | Agro-based products | Mr. Robert MBIANDJEU B.P. 7294 Yaoundé Tel: 22 30 86 | Partnership | Feasibility study handed over to Romanian Letter of inter. has been signed |
| FOREXIM | Manufacture of beds and mattress | Mr. KANGANG Pierre Loti B.P. 4835 Yaoundé | Technology transfer Supply of equipment Technical assistance Partnership | Local promoter to transmit to Romanian side complete list of requirements. Letter of intent has been signed. |

COUNTRY: ROMANIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|---|---|--|---|--|
| FOREXIM | Wood processing | SCIERIE FANGA Mr GNASSI A MENIK B.P. 4861 Yaoundé | Supply of equipment Technical assistance Training | Feasibility study handed over to Romanian Letter of intent has been signed. |
| VITROCIM Foreign Trade Company Bucharest | Ceramics | SIFAC Mr. KOUEKAH Samuel Bruno B.P. 38 Bafang B.P. 3005 Yaoundé | Technical assistance Partnership | Transmission of a list of required equipments to the potential partner. Letter of intent has been signed. |
| FOREXIM | Wood and wood processing | Société SOFARA Mr. Dabbagh Fawzi B.P. 6622 | To be determined. | Local promoter to inform FOREXIM on nature of co-operation sought to be followed by technical discussion in Bucharest. |
| CHEMICA Foreign Trade company | Production of fertilizers and insecticides | DIANA-SICAC Mr. BELIBI ONANA François B.P. 2994 Douala | Technical partnership | Full documentation to be transmitted to CHEMICA. Answering letter from CHEMICA to be received within 45 days. |
| FRUCTEXPORT Agro-Export | Expansion of animal farms and production of animal food | Mme G. Obenson FAX: 23 03 03 | To be determined. | Feasibility study handed over to Romanian representative. Letter of intent has been signed. |
| - ditto - | Setting-up of an agricultural complex | Mr. NGOMSI Pierre B.P. 530 Yaoundé | Joint venture Technical assistance Partnership | List of equipment and technical documentation handed over to Romanian side. Letter of intent has been signed. Romanian partner to reply within 45 days. |

COUNTRY: ROMANIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|---------------------------------------|--|---|---|--|
| INDUSTRIAL EXPORT-IMPORT | Agro-based products | Société Industrielle de produits agricoles et pastoraux (SIPAP) | Technical assistance Partnership | List of required equipment handed over to Romanian side. Romanian partner to reply within 45 days. |
| - ditto - | Food-production (Pork processing) | Mr. Essomba Essomba B.P. 6447 Yaoundé | Equipment supply Technical assistance Financing | Feasibility study to be sent to Romanian partner. Letter of intent has been signed. |
| ACROM Foreign Trade Company Bucharest | Hostel accommodation | Mrs. Gladys Silo Endely | To be determined. | Further discussions to take place. |
| INDUSTRIAL EXPORT-IMPORT | Cereals processing | Mr. ASSEMBE NGONG Richard B.P. 11475 Yaoundé | Transfer of technology Technical assistance Partnership | Local promoter to transmit to Romanian side feasibility study. Potential partner to reply within 45 days and submit proposal for co-operation. |
| FRUCT-EXPORT AGRO-EXPORT | Chicken farm (500,000 chickens and 15 mil. eggs) | Mr. Joseph Aime Njoukam B.P. 1545 Douala | Equipment supply Technical assistance | Local promoter to transmit to Romanian side feasibility study and request for offer latest 31 July 1990. Romanian enterprise to reply within 45 days. |

COUNTRY: THAILAND

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|---|--|---|--|
| DIP-MOI (ISD/NIPC) | Ceramics production | Mr. OMBALA TSANGA Pierre B.P. 5624 | Training and exchange of information (in ceramic production technology) | UNIDO sponsorship under TCDC programme envisaged. |
| | Saw Mill Palm oil Agriculture products | Mr. MBOK II Eléazar B.P. 99 Eséka | Joint venture | Local promoter to contact Federation of Thai Industries (FTI) |
| | Pepper powder and Pepper concentrate Storage of agro-products | Mr. MVOGO ELIK B.P. 5024 Yaoundé | Exchange of information | Local promoter to contact Federation of Thai Industries (FTI) |
| | Shrimp raising farm | Miss MBELLA Crescence B.P. 286 EDEA | Exchange of information | Local partner to contact Department of Fishery, Ministry of Agriculture and Cooperative (THAILAND) |
| | Export of wood | Mr. Félix ASSIGA MVOGO | Not specified. | Parties to examine project within trade development between two countries. |
| | Pencil making factory Wooden frame for construction industry | Mr. AYENG Félix B.P. 12690 Tel.: 420625 Douala Mr. KIYEK François B.P. 5517 Douala Tel.: 42 77 47 | Exchange of information Joint venture, if possible. | Promoters to contact Federation of Thai Industries (FTI) |

COUNTRY: THAILAND

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|-----------------------------|--|---|---|
| DIP-MOI (ISD/NIPC) | Detergents (washing powder) | Mr. Jean B. OWONA Système "D" Distribution | Exchange of information Joint venture, if possible. | Promoter to contact Federation of Thai Industries (FTI) |
| - ditto - | Ceramic Industry | Mr. FOTSO Séraphin National Investment Corporation (SNI) | Training and exchanging information (in ceramic production technology.) | UNIDO sponsorship under TCDC programme envisaged. |
| DIP-MOI | Wooden furniture industry | Mr. ONANA Vactor (Cameroun Bois) | Training and exchanging of information in the area of wooden furniture industry. | UNIDO sponsorship under TCDC programme envisaged. |
| DIP-MOI | Traditional industries | Buea Women's Corporation P.O. Box 3 - Buéa Tel.: 323691 President: Mrs. Kate E-Idovu Secretary: Mrs. Alice E. Dimitte Adviser: Mrs. Gladys Endeley | Training and/or study tour in small scale and cottage industries utilizing appropriate technology (e.g.: food preservation, hand loom weaving, artificial flower making and gem cutting.) | UNIDO sponsorship under TCDC programme envisaged. |

COUNTRY: TURKEY

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--|---|--|--|--|
| CITOSAN (Turkish Cement Corporation) | Production of ceramic | Mr. Kouetan Samuel Bruno Mr. Bernard NGAMENI KAMGA (Chamber of Commerce) | Technical expertise Possibility of total financing from IDB | Preliminary feasibilities have been made. The promoter has already had a contact with CITOSAN. Dispatch of an expert from the said corporation will promote the project. Contact will be sought from CITOSAN. |
| | Logging operation and saw mill 13,000/year Submitted to IOB | MBOCK Eléazar | Supply of equipment (After this, self-financing is possible.) | Project guideline will be sent to Turkish side. Upon receipt of the promoter's documentation the potential partner will be searched back at home. |
| | Forestry Industry Installation of a wood-work plant | BABBA Youssoufa | Financing Technology sale Expertise Equipment delivery | Forest zone is not determined. Documents are not ready. Research for private firms will be sought. |
| Public sector | Mechanical construction (Workshop Expansion) Submitted already to UNIDO | M. NGASSA | Plant expansion Equipment Joint venture | TAC (Turkish Agency for Coop.) Project Guideline will be sent to UNIDO for Mr. Ngassa. Upon receiving his application the project offer will be evaluated. |
| Private and/or public sector corporation | Poultry project Eggs for consumption 29.9 tons/year Hens 122.9 tons/year | MGOMSI Pierre | US\$1,500,000 financing additional to the amount already obtained. | The amount requested to finance is excessive. The possibility will be tried to search for both private and public sectors. TAC Project Guideline has been handed over to the promoter. |

COUNTRY: TURKEY

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|---------------------------------------|--|---------------------------|---|---|
| Private sector's corporations | Rehabilitation and expansion of the fruit juice plant | Mr. MUSA ABBO | Loans Joint venture Equipment Pre-feasibility made by UNIDO | Possible participation of Turkish firms. Considered as one of the most important three projects that Turkey can show interest. TAC Project Guideline has been given to Mr. Abbo and his application will be considered upon sending his doc. to Turkey. Old equipments are to be renewed and new packaging system needs to be set up. |
| | Aluminium processing (Local production 1,000 tons/year) | BELA NGA | Loan Joint venture Partnership Equipment supply | Loans not possible. Potential partner will be sought back home. |
| Private firms | Plastique and fiberglass production, especially for boats | Jean Roi NSOGA | Expertise Turnkey project Expansion of joint venture Financing | Proposal to be submitted to Turkish potential partner. |
| Turkish Sugar Factories Corp. (ISFAS) | Distilled Alcohol Production for pharmaceutical purposes Capacity: 400-1500 lts/day | Charles BERNARD NJE | Technology Transfer Training in maintenance | Self-financing is possible by the efforts of the promoter. The possible participation of ISFAS will be tried. Cameroonian partner to be informed on the outcome. |

COUNTRY: TURKEY

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--------------------------------|---|---------------------------|--|---|
| Private sector | Industrial production of Natural Manure | Mr. MEVEGUE Ambrouse | Feasibility study Financing Equipment delivery Training Management | Research and consulting Turkish firms from the private sector to be identified. |
| Private and public | Manufacture of paper from tropical grass | Mr. MEVEGUE Ambrouse | Requested for the erection of small unit Financing Equipment delivery Management Feasibility study | - ditto - |
| Private and public | Preservation of food products (vegetables and fruits) | CIPA Mr. MVOGO Elie | Financing Technology transfer Joint venture Equipment supply | Considered as an important and promising project. Possibilities of private sector's participation will be sought back at home. TAC's Project Guideline will be sent to UNIDO for Mr. Mvogo. |

COUNTRY: YUGOSLAVIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|--|---|--|--|--|
| EMONA Company Ljubljana Yugoslavia | Poultry meat and eggs production (4800 tons/year and 60,000 tons/year) | GNASSI & MENIK SARL B.P. 4061 Yaoundé | Technology transfer Equipment supply Partnership | EMONA will examine the technical part and will try to identify a possible partner. |
| | Aluminium products | Mr. BELA NGA Joseph | Partnership | Info. to be transmitted to TRIMO Company, TRIBNYCE- Yugoslavia. |
| EMONA | Poultry farm (120,000 hens) | "C34" S.A. Mr. NGOMSI Pierre | Partnership | Further discussion needed at EMONA's Hqt. |
| | Meat processing | Mr. NOAH NOAH Joseph B.P. 791 Yaoundé | Partnership | Documentation to be transmitted to specialized company. |
| | Baby food | NUTRI CEREALS CORPORATION Mr. Jean MBOK | Joint venture | Documentation to be transmitted to specialized company in Yugoslavia. |
| EMONA | Poultry farm | SOPROVO Mr. Jean MBOK | Technology transfer | To be thoroughly studied by EMONA. |
| | Manufacture of mattress | Mr. KANGANG Pierre Loti | Equipment supply Technical assistance | Documentation will be transmitted to MEBLO-N. GORICA, Yugoslavia. |
| | Chicken meat processing | MINASCOF Mme NGOBE Brigitte | | Documentation to be transmitted to Yugoslavia. Fund for co-operation with developing countries. |

COUNTRY: YUGOSLAVIA

| Potential co-operating partner | Project/field, capacity | Local industrial promoter | Nature/type of co-operation | Agreed measures and follow-up required |
|---|--|--|---|--|
| SCT (Yugoslav company for civil engineering) | Hotel construction | RUCOTEL Mme TCHOUMBA B.P. 24 Yaoundé | Financing for equipment | SCT already contacted. Additional information to be passed on. |
| EMONA | Poultry complex (500,000 hens/year 15 mil. eggs/year) | SOCADELA B.P. 1545 Douala | Partnership | EMONA to offer the technical solution. |
| | Hotel construction | PRICAM ENTERPRISE Mrs. Gladys Silo ENDELEY | Equipment supply | Request to be passed on to specialized Yugoslav company. |
| | Forest exploitation Primary wood processing for export | SOGES S.A. MBOCK II Eléazar B.P. 99 Eséka | Financing Technical assistance Joint venture | Documentation to be submitted to specialized Yugoslav company. |
| | Palm oil extraction | MBOCK II Eléazar B.P. 4347 Yaoundé | Joint venture Partnership Technical assistance Financing | - ditto - |
| | Agro-based products | Universel Eassara Pro-Centre B.P. 99 Eséka | Equipment supply Management | - ditto - |

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Annex 2

LIST OF PARTICIPANTS

CHINA

Mr. FANG Genfu, Economic Counsellor, Chinese Embassy in Cameroon
Mr. ZHU Bingwen, Secretary, Chinese Embassy in Cameroon
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Ministry of Foreign Economic Relations and Trade of the Peoples Republic
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EGYPT

Mr. Mohamed El-Khazindar, Ambassador to Cameroon

INDIA

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Ministry of Industry

INDONESIA

Mr. Aizirman Djusan, Head, Sub Division of Investment Promotion, Bureau
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Mr. Ionel Danciu, Counsellor, Ministry of Foreign Trade and Tourism

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YUGOSLAVIA

Mr. Alojz Vidic, Head of Poultry Department, EMONA Company, Ljubljana

FINANCIAL INSTITUTIONS

AFRICAN DEVELOPMENT BANK:

Mr. A. Barry, Representative in Yaoundé

ISLAMIC DEVELOPMENT BANK:

Mr. Jaafar Al Kettani, Economist

CENTRAL AFRICAN STATES DEVELOPMENT BANK

Mr. G. Gaetan Guerezebanga, Director, Operations Division

UNDP

Mr. L. Morores, Resident Representative, a.i.
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