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ASSISTANCE TO A UNIVERSITY-BASED PROGRAMME  
IN THE HANDICRAFT TEXTILE INDUSTRY  
OF CAJAMARCA

UC/PER/91/002

PERU

Technical report: Pilot Workshop  
for Artisanal Textiles at Porconillo

Prepared for the Government of Peru

Project financed by UNIDO and Caritas Austria

Based on the work of Rosa Lavin,  
expert in handicraft promotion

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\* This document has not been edited.

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## I. Introduction

This report covers the results of the expert's mission to Porconcillo, Peru, from 18 October to 14 November 1991. The purpose of the mission was to examine the specific needs (material, technical, design, marketing) of the community's existing textile production, and investigate and identify resources in terms of indigenous skill and raw materials which would serve as the basis of the project. In the course of this mission, two national experts were identified and the aims and implementation plans for the project specified.

## II. Background

The province of Cajamarca is located in the northern sierra of Peru, and is one of the poorest of the country. Economic activity consists principally of small-scale agriculture, livestock husbandry, and mining. The population is descended from the pre-Incan cultures Chavin and Huari, and has maintained a strong sense of community and identity.

A striking aspect of Cajamarca's cultural heritage is the rich tradition practiced there in artesanal textile manufacture: spinning of fibers, dyeing with natural colors obtained from indigenous plants, and weaving in intricate patterns which date from prehispanic times. These textiles are produced by the peasant women in rustic workshops, and are currently destined principally for consumption within the community and for the occasional tourist. Their sale represents virtually the only access to the cash economy available to the women producers.

This project has been designed to enable the counterpart agency, La Universidad Femenina Sagrado Corazon (UNIFE), to implement a pilot programme to promote the artesanal textile industry in Porconcillo, Cajamarca, Peru. The project will provide technical assistance and advice on alternative technologies, design, and entrepreneurial cum organizational management to be followed up by the counterpart with long-term development assistance.

It should be noted that the counterpart agency has been providing on-going assistance in the region since 1986. The Adult Education Programme trains the participants in fundamentals such as hygiene, nutrition and literacy. This social basis is essential to the development of small industry.

### III. Mission Activities

1. Two national expert candidates were interviewed and certified to be suitable for appointment to the project: Senora Fidelia as technical focal point, who could be appointed on a full-time basis for six months, and Senor Alvaro Puga, anthropological expert, who could be appointed on a half-time basis for six months.
2. The following textile techniques indigenous to Porconcillo were targeted considering their market potential:
  - a. "patita" weaving technique (monochromatic or multi-colored); applicable to cotton or sheep's wool
  - b. "double weave" - for carpets and decorative blankets
  - c. "two bundles" - for carpets and decorative textiles for bags, heavy jackets, blankets
  - d. "cordon" - floor loom needed; applicable to cotton and sheep's wool
  - e. "ikat"
3. The status of raw material supplies was examined:
  - a. Sheep's wool: the Dean of the Veterinary University confirmed that there was sufficient livestock in the area to supply raw material for the project and for sustained activity.
  - b. Cotton thread is in abundant supply in Peru.
  - c. Alpaca: Alpaca is not available in Cajamarca; the university intends to import alpaca threads and llamas from southern Peru.
4. Information on dyeing materials was collected:
  - a. Plants available in the immediate area
  - b. Plants in use in other communities
  - c. Books on dyeing throughout Peru as reference source for the potential in Porconcilla
5. Research conducted and reference materials collected (see Annex A):
  - a. visits to communities in Cajamarca province producing ceramics, soapstone carvings and Panama hats; guidance in design, production and marketing badly needed; reflects the impoverishment of the area.
  - b. 3 visits to Porcon, a community 10km from Porconcillo with small textile enterprises.

Product quality is poor, but with support from a government programme (E.D.A.C.), there has been noticeable improvement over the past 4 months, particularly in the area of spinning, though their access to adequate information and experience, for instance in dyeing, continues to be limited.

- c. visit to the E.D.A.C. shop in Cajamarca featuring products from its assistance projects. The shop is poorly organized, the product quality is low, and the products are overpriced.
- d. visit to the National Museum of Cajamarca; fine ceramic collection; poor textile collection.
- e. visit to the largest private collection in Cajamarca; includes fine Incan textiles.
- f. visited the 4 national and private museums of Lima which are a rich reference resource, especially for textiles of southern Peru, but also includes examples from the Cajamarca province.
- g. collected books on different artesanal techniques throughout Peru.

#### IV. Conclusions

The 150 families of Porconciillo are a self-contained, yet not a self-supporting community, for want of viably structured industrial activity. The potential for co-operative entrepreneurship and product marketability is strong because of the close-knit character of the community and the textile traditions in practice.

The project plan takes the following problems into consideration:

1. Product and design techniques and standards need to be greatly improved and expanded.
2. Equipment for textile production is severely limited.
3. Many potential participants live at a considerable distance from the project center.
4. The majority of the project activities need to be conducted during daylight hours.
5. The potential participants speak Spanish; therefore no linguistic communication problems are foreseen. However, due to the extreme social isolation of the group, certain communication difficulties can be anticipated.

6. There is no existing information base for the community on any aspect of textile production.

Future Project Activities (to be carried out by national experts):

1. The technical focal point will have responsibilities for the following activities:
  - a. To consolidate three groups of 20-30 participants each (one-day briefing session).
  - b. To meet each group for training one day a week, from 7:00 a.m. to 4:00 p.m., for the duration of the program.
  - c. To organize a programme for each month covering all production phases from selecting and preparing raw materials to finishing the product.
  - d. To organize activities for each day.
  - e. To identify two or three skilled people in each group to assist in the various training activities.
  - f. To ensure that only environmentally safe dyeing methods are practiced.
2. In addition to the technical focal point, an anthropologist has been appointed to:
  - a. facilitate communication
  - b. conduct and document thorough museum research on textiles in Peru
  - c. document and compile a record in book form of training, design and production activities to serve as a data base for the entire community and for future activities.

#### V. Recommendations

The counterpart has been requested to:

1. organize cotton thread for the project
  - a. collect all information on cotton thread producers in Peru (e.g. quality, price, minimum orders etc.)
  - b. request donations of thread for the project
  - c. encourage donations by explaining that each product the project produces will bear a label citing the origin of the material as well as the origin and number of the product
2. conduct the same procedure for alpaca
3. create an initial resource of plants for dyeing
4. build a nursery for dyeing plants

5. select products for initial operation
6. provide a cost estimate for each product
7. request information of CONFIEP, ADEX, the Ministry of Industry, Commerce and Tourism, and UNIDO Peru on the following:
  - a. securing a space in Cajamarca, potentially in the Cultural Center "Complejo Belen" to be used as a shop/gallery
  - b. conditions for setting up a prototype exhibition in Peru
  - c. support for fair participation (e.g. funding for catalogues, brochures, labels etc.)
  - d. registering the project as a small enterprise
  - e. conditions for handicraft product export
  - f. the most suitable port for export shipping
  - g. list of all expenses for export to each target market



VI. Project Inputs to be Delivered in 1992

UNIDO Inputs

Expert Component

11-50	Entrepreneurship/Textile Small-scale industries Development Specialist (3 months)	US\$	24,000
15-00	Project (in-country) travel	US\$	2,000
17-51	Handicraft Textile National Expert, (full-time, 6 months) (Becerra Revilla)	US\$	6,000
17-52	Anthropological National Expert, (3 months spread over 6 months) (Puga Capelli)	US\$	4,500

Training:

33-00	Field Training including training/hand-out materials, stipends, basic supply of materials.	US\$	2,500
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Miscellaneous

51-00	Sundries (reporting costs, product samples and prototypes)	US\$	1,500
99-99	Project Total	US\$	48,500

CARITAS Inputs (Channelled to project ' US/PER/92/029)

41-00 + 42-00	Non-expendable equipment for demonstration purposes. Specifications to be determined by textile expert during first part of split mission and equipment installed during second part. (see Annex B)	US\$	30,000 (CARITAS AUSTRIA donation, exempted from overhead charges and treated as direct input to the project)
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ANNEX A

NATIONAL AND PRIVATE COLLECTIONS OF LIMA VISITED

Museo Nacional de Antropologia  
Museo del Oro  
Museo Amano  
Museo de la Nacion  
Museo de Historia  
Museo Arte Popular "Giron Camana"

ANNEX B-1

EQUIPMENT FOR LOOMS - GROUP

- A. WAIST LOOM GROUP
- B. CARPET LOOM GROUP
- C. FLOOR LOOM GROUP

A. WAIST LOOM GROUP

- 1. 15 waist looms  
(including the following accessories:)
  - 3 "urdidores" (weavestick/1 meter)
  - 15 sets of different heddles, shuttles,  
"shongos" "cungalpos"
- 2. 3 knives
- 3. 4 pairs of sewing scissors
- 4. 15 waist strings
- 5. 15 baskets (60 cm. diameter)
- 6. 15 tape measures
- 7. 15 meters of cable for "chambas"
- 8. 15 metal rings  
small and big pillars of eucalyptus wood

B. CARPET LOOM GROUP

- 1. 3 carpet looms with all accessories
- 2. 3 big baskets (thread stoking)
- 3. 3 tape measures
- 4. 6 pairs of solingen curved scissors

C. FLOOR LOOM GROUP

- 1. 4 floor treadles looms  
with standard equipment
- 2. 4 pairs of scissors
- 3. 4 baskets (80 cm. diameter)
- 4. 40 meters of simple quality fabric  
to protect looms

- 5. 6 spinning jenny
- 6. 5 yarn reel or swift
- 7. 20 warp sticks
- 8. 30 drop spindles

ANNEX B-2

EQUIPMENT FOR DYEING SYSTEM

1. Equipment to collect and store rain water
2. Oven systems
3. Equipment for washing raw and dyeing materials
4. Drying equipment
5. Potable water supply system with motor pump
6. Waste water system
7. Dyeing materials including plants and protective cactus hedge

ANNEX B-3

AUXILIARY EQUIPMENT FOR WEAVING, DYEING,  
FINISHING, DOCUMENTATION AND INFORMATION OF  
ARTISANAL TEXTILES

1. 2 classic sewing machines (Singer)
2. 5 boxes of sewing-machine needles
3. 5 boxes of common pin
4. 20 thick sew needles  
20 fine sew needles
5. 20 crochet needles in different sizes  
(no. 3, 4, 8, 10)
6. 36 needles with large eye for heavier yarns
7. 10 heddle hook (for drawing threads through  
the heddles and reed)
8. 5 filing folders
9. 20 boxes of chalk
10. 1 carpenter's saw
11. 1 machete
12. 1 box of various screw drivers
3. 2 weighing scales for raw materials  
(wool, cotton, plants)
14. 1 laboratory weighing scale for chemicals
15. 2 irons
16. 1 typewriter (manual)
17. 1 compact camera (35 mm)
18. basic office materials  
(paper, pens, notebooks)
19. 3 big vats - with wood sticker
20. 3 small vats (wood or calamina)
21. 5 stone pots
22. 2 big rettles (cooper)

- 23. 4 pails
- 24. 4 plastic vats
- 25. 20 glass pots for dyeing substances  
and mordants
- 26. 6 metal strainers
- 27. 2 trash containers

ANNEX B-4

TRAINING RAW MATERIAL FUND

1. sheep wool
2. cotton yards
3. mordants
4. wood (combustible)