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**WORKSHOP, BUYER-SELLER MEETINGS
& INVESTMENT CLINIC
ON FOUNDRY & FORGE SUB-SECTOR
IN NIGERIA**

Bureau 94

DATE: 17th to 19th August, 1992

VENUE: Policy Analysis Department,
Federal Ministry of Industry & Technology,
Agbowo Tower, Opposite U.I. Main Gate,
Ibadan.

**ORGANISED BY THE POLICY ANALYSIS
DEPARTMENT, FEDERAL MINISTRY OF INDUSTRY
& TECHNOLOGY WITH ASSISTANCE FROM
THE UNDP/UNIDO**

INTRODUCTION

STRUCTURAL ADJUSTMENT PROGRAMME

The comprehensive Structural Adjustment Programme was introduced in 1986 to revive the Nigerian economy. The specific objectives of this programme were:

- (a) To restructure and diversify the productive base of the economy in order to reduce dependence on the oil sector and on imports;
- (b) To achieve fiscal and balance-of-payment viability over the period;
- (c) To lay the basis for sustainable, non-inflationary or minimal-inflationary growth;
- (d) To lessen the dominance of unproductive investments in the public sector, improve the sector's efficiency and intensify the growth potential of the private sector.

PRIVATE-SECTOR-LED GROWTH

The government, under the dynamic leadership of President I.B. Babangida, have decided on a private-sector-led industrial development strategy. An essential component of this strategy is the Strategic Management of industrial development, which provides the essential linkages between the various sub-sectors and actors in the industrial scenario, so as to achieve optimal utilization of industrial capacity and self-reliance, within the framework of the Industrial Master Plan.

UNDP/UNIDO ASSISTANCE

The United Nations Development Programme (UNDP) and UNIDO have been assisting the Nigerian Government to establish in-house capability to initiate and manage the industrial development strategies. The Industrial Technical assistance Project (ITAP) was mounted with this end in view. The overall objective of the training programme of ITAP is to create a cadre of professional staff familiar with the internal dynamics and growth requirements for the various industrial sub-sectors in Nigeria. The casting and

WORKSHOP CONTENT

In this Workshop various aspects of the comprehensive Sub Sector study, which has already been carried out by officials and associates of the Policy Analysis Department of the Federal Ministry of Industry and Technology, will be highlighted in a series of lectures on the first day. On the second day a 'Buyer-Seller Meet' has been organized followed by an 'Investment Clinic' on the last day.

BUYER-SELLER MEET/INVESTMENT CLINIC

The 'Buyer-Seller Meet' and 'Investment Clinic' are unique interactive and diagnostic forum, where the following actors come together under one roof and interact on vital issues, problems and prospects in respect of the Sub-Sectors:

- producers of casting and forging;
- users of casting and forging, (e.g., textile, automobile, etc. manufactures)
- government policy makers, civil servants;
- prospective entrepreneurs and representatives of financial institutions and banks.

There is need to indigenise and substitute imports of spare parts in all sectors of the Nigerian industries. There is also scope for exportation of ordinary ungraded castings and forgings to earn valuable foreign exchange. Prospective entrepreneurs would like to know the type of support given by the government and developing institutions so that they can invest in new Foundry and Forge plants, which our study shows, as having considerable market prospect in Nigeria.

Producers can interact with policy makers in respects of the problems regarding procurement of raw materials, infrastructure and marketing constraints, etc.

The above two sessions will therefore provide a unique opportunity to Nigerian foundry and forge industries, particularly the private sector, to present their view points to their customers and government officials, providing also an opportunity for marketing publicity. The end-user industries, (for example, the automobile industry) will be able to locate sources/prospects of local supply. Government officials will also have a first hand knowledge of the Sub-Sector industrial scenario, to help them implement a private sector-led economic development programme for Nigeria.

PROGRAMME

Monday, 17th August, 1992

09.00 — 10 30 a.m.

— INAUGURAL FUNCTION

— ARRIVAL AND REGISTRATION

— WELCOME ADDRESS:

— KEYNOTE ADDRESS:

— VOTE OF THANKS

10.30 — 11.00 a.m.

— COFFEE/TEA BREAK

11.00 — 12.00 noon

— SESSION I

OVERVIEW: Role of Foundry and Forge Sub-Sector in the Economic and Industrial Development of Nigeria.

12.30 — 02.00 p.m.

— LUNCH

— SESSION II

02.00 — 02.20 P.M.

— SUB-SECTOR STRUCTURE REVIEW:

Foundry & Forge Industry
Performance & structure:

02.20 — 03.00 P.M.

— Discussion

03.00 — 03.20 P.M.

— Import of CKD/SKD,

components, spares,

including castings/forgings and
problems of indigenisation.

03.20 — 03.40 p.m.

— Raw Materials Sourcing and
Problems

03.40 — 04.00 p.m.

— Manpower/HRD: current
scenario, IDCs and R & D
facilities (present/future)

04.00 — 04.20 p.m.

— Technology & Equipment:
Present level, import of
machine and equipments,
ARCEDEM facilities and
infrastructure support.

04.20 — 05.30 p.m.

-- Discussion

Tuesday, 18th August, 1992

- 09.00 -- 10.30 A.M. — **INAUGURAL FUNCTION**
WELCOME ADDRESS
INAUGURAL ADDRESS
VOTE OF THANKS
- 10.30 -- 11.00 A.M. — **COFFEE/TEA BREAK**
- BUYER SETTLER MEET**
- SESSION I**
- 11.00 -- 01.00 P.M. — **Presentation by Buyers/End-User Industries.**
- 01.00 -- 02.30 P.M. — **LUNCH**
- **SESSION II**
- 02.30 -- 04.30 P.M. — **Presentation by Manufacturers of castings and forgings**
- 04.30 -- 05.30 P.M. — **Discussion (Session I & II)**

Wednesday, 19th August, 1992

- INVESTMENT CLINIC**
- 09.00 -- 09.30 A.M. — **Nigeria's Foundry & Forging Industry:
A Blueprint for Inter and Intra Industry Linkage : UNIDO Consultant**
- 09.30 -- 10.00 A.M. — **Modernisation/Technology Upgradation Schemes Appropriate for Nigeria: UNIDO Consultant**
- 10.30 -- 11.00 A.M. — **COFFEE/TEA BREAK**
- 11.00 -- 11.30 A.M. — **Overview of Current policy Affecting the Sub-sector**

- 11.30 -- 12.30 A.M. — Discussion
- 12.30 -- 02.00 P.M. — LUNCH
- 02.00 — 03.00 P.M. — Presentation by Investment
Bankers/Association; i.e.,
Manufacturers Association of
Nigeria:
Nigerian Society of Engineers
Nigerian Foundry Association:
Small scale Industries Association
- 03.00 — 04.00 P.M. — Group Discussion and
Recommendation: (Three Groups)
- 04.00 — 05.30 p.m — Presentation of Summary of
Group recommendations/Manual
for the Sub-Sector
Dr. Mike Kwanashie.