

# ***Catalogue 1999***

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***Books  
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**United Nations Industrial Development Organization**

**July 1999**



# PUBLICATIONS

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*For more detailed information on the publications listed, please contact:*

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Internet: <http://www.unido.org> (on-line services)



## INTRODUCTION

This catalogue contains all printed and electronic publications currently available from UNIDO. These publications are issued in two main categories, sales publications and reports. The former, which are sold at commercial rates, include publications issued by UNIDO itself as well as publications issued and distributed by external co-publishers. The latter are distributed free of charge in fulfillment of UNIDO's function as a global forum for supporting and promoting industrial development, although a small delivery charge is levied to cover postage and handling costs. Some items, especially software and other electronic products, are disseminated in the context of broader training programmes, details of which may be obtained from UNIDO.

For ease of reference the publications are listed under several headings and sub-headings in this catalogue. The headings refer to the category of publication - i.e. sales or non-sales, printed or electronic - while the sub-headings refer to the subject matter of the publication concerned. A full alphabetic list of all titles is also presented at the end of the catalogue.

Publications distributed by UNIDO may be ordered by means of the Order Forms appended to this catalogue, while those distributed by external co-publishers should be ordered directly from them.

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## UNIDO SALES PUBLICATIONS

### Industry and Development

#### **Industrial Development Global Report 1995<sup>1</sup>**

The theme of the Industrial Development Global Report 1995 is "sustaining the growth impulse". In Part I an attempt is made to identify the main issues affecting the growth prospects of developing countries until the end of the decade. Those issues revolve around the changes that have occurred and those still under way in the world today, including: Implications of GATT and the World Trade Organization for the trade prospects of developing countries; Significance of the new forms of regional integration for the growth prospects of developing countries; New concepts of industrial competitiveness as a result of advances in technology and their impact on human resource development policies in developing countries; Alleviation of global poverty through the industrial process. Part II of the Report contains a review of trends and prospects in the manufacturing sector as well as of key industrial development issues for the 10 regions, as classified by UNIDO. A statistical annex presents industrial development indicators for 178 countries and territories around the world.

Pages: 242; ISBN: 0-19-829036-5; Languages: E, F, S; Date: 1995  
Order No.: ID/396 Price: \$38.00 (paperback only)

#### **Industrial Development Global Report 1996<sup>1</sup>**

The central theme of the Industrial Development Global Report 1996 is "sustainable industrial development and competitive-ness". The basic contention of the Report is that the globalization process is not a zero-sum game. It holds the potential to accelerate the industrialization process in developing countries and economies in transition, and to bring considerable benefit to industrialized countries as well. In order to realize those potential gains, however, the process must be effectively managed at both the national and international levels, and the adjustment and social costs of policies aimed at closer integration into the world economy must be identified and alleviated. Part I of the Global Report 1996 highlights the opportunities and challenges which globalization presents to developing countries and economies in transition as well as to the industrialized

<sup>1</sup> The English and Spanish editions of the Global Report may also be ordered from the co-publishers:

**English edition** - Oxford University Press,  
Saxon Way West, Corby Northamptonshire,  
NN18 9ES, UK  
Fax: (+44)1536 746337; Tel: (+44)1536 64519  
1995: £40.00 (hardback), £20.00 (paperback)  
1996: £45.00 (hardback), £20.00 (paperback)  
1997: £45.00 (hardback), £20.00 (paperback)

**Spanish edition** - Fondo de Cultura Económica, Carretera  
Picacho Ajusco No.227, Col. Bosques del Pedregal,  
Deleg. Tlalpan, D.F., Mexico, C.P. 14200  
Fax: (+2) 27 46 59 or (2) 27 46 83  
All issues: \$25.00 (paperback only).

world, while Part II presents a statistical annex on industrial development indicators for 178 countries and territories around the world.

Pages: 254; ISBN: 0-19-829245-7; Languages: E, F, S; Date: 1996  
Order No.: ID/401 Price: \$38.00 (paperback only)

#### **Industrial Development Global Report 1997<sup>1</sup>**

The vigour of global economic expansion has been slowly diminishing in recent years. For many developing countries and economies in transition, per capita income has continued to fall, and poverty remains the single most important concern. Poverty eradication and the revitalization of world economic and industrial growth therefore require a renewed commitment and sense of urgency from policy planners. The Global Report 1997 addresses the challenge by focusing on the long-term dynamics of investment and economic growth. It thus emphasizes, as its central message, the crucial importance of economic growth, for which investment is a necessary condition. Part I of Global Report 1997 addresses the issues and challenges facing developing countries and economies in transition and their efforts to achieve the levels of investment required to ensure high economic growth. Part II of the Report presents a statistical annex on industrial indicators for 178 countries and territories around the world.

Pages: 254; ISBN: 0-19-829404-4; Languages: E, F, S; Date: 1997  
Order No.: ID/403 Price: \$38.00 (paperback only)

#### **Policies for Competition + Competitiveness: Case-Study of Industry in Turkey**

This publication covers trade liberalization and its impact on the manufacturing industry of Turkey; liberalization and competition in the Turkish banking market; investment and export subsidies; legal issues; antidumping and ant subsidy policies; and 'new' trade theories and new trading opportunities for Turkey. The book contains a bibliography and statistical tables.

Pages: 288; ISBN: 92-1-106298-5; Language: E; Date: 1995  
Order No.: ID/SER.O/17 Price: \$35.00

### Industrial Management

#### **Maintenance Management Manual - With Special Reference to Developing Countries**

Appropriate maintenance is a prerequisite to sustaining the profitability of investment in production equipment. This handbook provides comprehensive guidelines for maintenance and repair management with special reference to developing countries. It addresses such fundamental issues as the definition of maintenance and methods for evaluating maintenance efficiency, as well as providing a wide range of practical advice on the organization and operation of a maintenance department. This includes recommendations for methodologies and quality control of maintenance work; the management of maintenance personnel; maintenance strategies and planning; subcontracting;



## UNIDO SALES PUBLICATIONS

data collecting; computer-aided maintenance and equipment documentation and spare parts. The book contains a glossary and bibliography as well as statistical tables, graphs and diagrams.

Pages: 344; ISBN: 92-1-106292-6; Language: E; Date: 1994  
Order No.: ID/SER.O/15 Price: \$35.00

### **Using Statistics for Process Control and Improvement: An Introduction to Basic Concepts and Techniques**

The publication sets out to provide a first introduction to, and basic guidance in, the use of statistics for process study and improvement. From the broad range of statistical tools available in this area, it selects a representative set for discussion, providing an outline of the objectives of their use and an operational description of underlying calculations and accompanying graphical techniques. These discussions are illustrated by frequent reference to industrial processes. In presenting these statistical methods, an attempt is made to outline, where appropriate, the broader context of management issues within which these methods have to be considered.

Pages: 174; ISBN: 92-1106309-4; Language: E; Date: 1997  
Order No.: ID/SER.O/23 Price: \$25.00

## Industrial Investment and Technology

### **Guidelines for Project Evaluation**

This book is addressed primarily at government project evaluators and is divided into four parts. Part I reviews the reasons for the need for project evaluation, discusses in detail the various objectives that governments typically consider in their national plans, and what role public investment is likely to play in the realization of such objectives. Part II contains a detailed discussion of the shadow prices used in Part I. Part III discusses the meaning and significance of national parameters, social rates of discounting, social values of investment, the shadow prices of unskilled labour and foreign exchange, and the role of national planning in project formulation and evaluation. Part IV presents four case studies.

Pages: 383; Languages: E,C,F,S; Date: 1972 - reprinted 1993  
Order No.: ID/SER.H/2 Price: \$25.00

### **Practical Appraisal of Industrial Project Applications - Application of Social Cost-Benefit Analysis in Pakistan**

This study represents a complementary publication to the *Guide to Practical Project Appraisal* (see below) and should be read in conjunction with it. It shows how the procedures discussed in the *Guide* can be applied to actual projects. The study comprises five chapters. Chapter I discusses the principles of social cost-benefit analysis; Chapter II examines the shadow prices relevant for appraising projects within a single

country; Chapters III, IV and V apply shadow prices to the appraisal of three industrial projects in Pakistan.

Pages: 181; Language: E; Date: 1980 - reprinted 1983  
Order No.: ID/SER.H/4 Price: \$13.00

### **Manual for the Evaluation of Industrial Projects**

This Manual provides an operational step-by-step methodology for industrial project evaluation.

Pages: 139; ISBN 92-1-106111-3; Languages: E, F, S; Date: 1980 - reprinted 1993; Order No.: ID/244 Price: \$16.00

### **Guide to Practical Project Appraisal - Social Benefit-Cost Analysis in Developing Countries**

The Guide establishes a framework which brings together the most important aspects of project appraisal. Its primary focus is on the economic and social benefit-cost analysis of investment projects. The reader is referred to basic references on the technical and financial appraisal of projects at appropriate points.

Pages: 124; Languages: E, F, S; Date: 1986 - reprinted 1995  
Order No.: ID/SER.H/3 Price: \$14.00

### **Manual for Small Industrial Businesses: Project Design and Appraisal**

This Manual is intended as an instrument for the promotion of small industrial businesses. It provides guidance on the planning, analysis, appraisal and implementation of investment projects, recognizing the characteristics of small- and medium-scale businesses and avoiding the trap of treating them merely as replicas of large firms. The Manual aims at saving scarce financial resources by shifting much of the data assessment work from the enterprise level to the subsectoral level, where profiles of successful small businesses can be created that are then used as a reference when assessing individual projects. The Manual is intended to complement the *Manual for the Preparation of Industrial Feasibility Studies* (second edition), and it should be used in conjunction with the COMFAR III Expert software.

Pages: 275; ISBN: 92-1-106295-0; Languages: E, F, S; Date: 1994  
Order No.: ID/SER.O/16 Price: \$25.00

### **Manual for the Preparation of Industrial Feasibility Studies**

The Manual is divided into three parts: Pre-investment studies and the investment project cycle; The feasibility study; and Annexes. The first part deals with categories and basic aspects of pre-investment studies. The second part constitutes the core of the Manual, and deals with such issues as market research, raw materials, engineering and technology, organization and overhead costs, human resources, implementation planning and financial analysis and investment appraisal. The final part of the Manual offers additional supporting material, including a case study, together with description of techniques for assessment and projection of data. The Manual offers the unique advantage of its working forms and



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schedules being fully compatible with the third generation of UNIDO's Computer Model for Feasibility Analysis and Reporting, COMFAR.

Pages: 386; ISBN 92-1-106269-1; Languages: A,E,F,S; Date: 1995  
Order No.: ID/372 Price: \$25.00

The Manual is also available in Italian, Indonesian and Polish. Please order these language versions from the respective publishers listed below:

Italian: ORBITER s.r.l., Strada Provinciale S. Apollaria S.n.c., Cadella Postale 77, 00039 Zagarolo (Rome), Italy; Tel: +3906-9575510; Fax: +396-9575507

Indonesian: Drs. Djumadi, M.St., The Research and Development Centre of the Faculty of Social and Political Science, University of Muhammadiyah, Jl HOS cokroaminota 17, Yogyakarta 55253

Polish: Centrum Informacji Menedjera, prof. Dr hab. Krsystyna Cholewicka-Goidzik, 00-687 Warsaw, vl. WepClna 69/7; Tel: +4822-6255074; Fax: +4822-287306

### Manual on Technology Transfer Negotiations

This Manual comprises 19 modules covering a broad range of topics of critical importance to technology users, administrators and managers. It provides assistance in the choice of technology strategies and in the identification, selection and evaluation of technologies. It also addresses issues of technology negotiation, including negotiated opportunities for technology absorption, learning and innovation. In addition, it provides practical approaches and methodological tools for the analysis of legal, technical and economic aspects of technology transfer and acquisition at the enterprise level. The Manual is universally applicable, and is a valuable tool for technology users from both developing and developed countries, and acknowledges the legitimate interests of both users and owners of technology. This balance was assured through the participation of the Licensing Executives Society in the validation of the Manual.

Pages: 331; ISBN 92-1-106302-7; Language: E, F, S; Date: 1996  
Order No.: ID/SER.O/18 Price: \$80.00

### UNIDO Negotiations Training Package

This package comprises a set of instruction material on technology transfer and contract negotiation. Access is supported by UNIDO, either in conducting the training programme itself or by implementing a capacity-building programme focusing on the establishment of a dedicated group of trainers in the country concerned who could eventually impart training on a self-sufficient basis using UNIDO materials and methodology. The package is available to institutions, organizations and professional trainers either under a franchising arrangement or a Memorandum of Agreement.

Core Set available at US\$120.00 per kit with a minimum purchase of 50 kits; the minimum purchase includes a free Trainers Set containing all necessary teaching aids and a video cassette.

### Guidelines for Infrastructure Development through Build-Operate-Transfer (BOT) Projects

The Manual covers the entire spectrum of financial and legal issues faced by government authorities and project managers in the development of BOT projects, while offering developing countries the basic orientation needed to design effective BOT strategies. The Guidelines also provide essential practical information on the structure and procedures of BOT arrangements and are intended to help reduce the time and costs involved in developing and contracting BOT projects. The Guidelines contain chapters on the following subjects: introduction to the BOT concept; phases of a BOT project; economic framework for BOT schemes; the Government's role in providing for successful BOT projects; transfer of technology and capability building through BOT projects; procurement issues and selection of sponsors; financial and economic appraisal of BOT projects; risk identification and management; financial structuring of BOT projects; the contract package; the project agreement; the construction agreement; operation and maintenance contracts; transfer of ownership; and factors that determine success.

Pages: 308; ISBN: 92-1-106304-3; Language: E; Date: 1996  
Order No.: ID/SER.O/22 Price: \$65.00

### World Information Directory of Industrial Technology and Investment Support Services

The UNIDO World Information Directory is a global guide to information on technology and investment. It helps to identify sources for technical information, training and investment on specific industries throughout the world. The first of its two chapters is concerned with investment facilitators, the second with information sources. Both chapters are organized to provide profiles of each organization, sorted alphabetically by country and by organization name.

Pages: 288; Language: E; Date: 1997  
Order No.: ID/402 Price: \$60.00  
(\$30.00 for non profit-making organizations)

## Industry and Environment

### From Waste to Profits: Experiences, Guidelines, Film

This information package is based on the experience gained from the UNIDO-supported DESIRE (DEmonstration in Small Industries for Reducing Waste) project on waste minimization in small-scale industries in India. It proves that the long-held belief that industrial pollution is an inevitable by-product of industrial development is no longer valid, and that enterprises can realize both financial and environmental benefits from cleaner industrial production. This package comprises a report of the DESIRE project with supporting guidelines and a film on cleaner production in India. The guidelines present



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a six-step methodology for waste minimization based on the experience gained by National Productivity Council in implementing the DESIRE project. The film features the achievements of five of the plants that participated in the DESIRE project.

Language: E; Date: 1996

Order No.: ID/SER.O/19 (ID/398)

Price: \$75.00

### **Training Course on Ecologically Sustainable Industrial Development**

Based on environment workshops organized by UNIDO, the training course is designed to help small groups of trainers to: (i) examine the environmental impact of industrial development; (ii) understand ecologically sustainable industrial development (ESID) as an appropriate response to past and future trends in industrial development and the environment; (iii) learn about cleaner production as a practical approach to achieving ESID; (iv) become informed about the analytical tools that can be used to identify cleaner production opportunities; (v) become familiar with the economic analysis techniques that can be used to justify investments in cleaner production; (vi) examine the potential role of Governments in encouraging the adoption of cleaner production; (vii) recognize and use sources of information about cleaner production; and (viii) develop skills in incorporating environmental considerations into industrial development projects. The kit comprises ten separate learning units, a video cassette, two floppy disks, a booklet and a training recall tape. The learning units are designed for use as a complete course, as a series or as individual units in other management training programmes. The course may be tried out by ordering a floppy disk containing an introduction to the course (Learning units 1 and 2).

Introduction kit:

Price: \$15.00

Complete kit: 10 units, video, floppy disks, booklet and tape;

ISBN: 92-1-10629-8; Language: E; Date: 1994

Order No.: ID/395

Price: \$ 250.00

(\$100.00 for developing countries)

### **Energy and Environment Series (1993-1996):**

The Energy & Environment Series reviews both new and old industrial technologies as available in the early 1990s. Except for researchers, the shelf-life of this information can be decades rather than months and will therefore remain valid for industrialists and their intermediaries in developing countries for some time to come.

### ***Effluent Controls in Industry***

This volume contains an article on the management and control chemical effluent in industry. References follow to the pulp and paper, agricultural products processing, metallurgical, plastics and composite industrial sectors, as well as specific waste treatment technologies.

Pages: 190; ISBN 92-1-116563-6; Language: E; Date: 1993

Price: \$25.00

### ***Hazardous Waste Management in Industry***

This volume examines the options for the management, treatment and disposal of existing

wastes. It covers ways to manage and avoid environmental hazards resulting from a range of industrial activities. Abstracts cover the following subject areas: metallurgy, plastics, ceramics and other composite materials, including business aspects. In addition, a special set of abstracts on waste/site remediation is presented for the consideration of eastern European countries with economies in transition.

Pages: 170; ISBN 92-1-106288-8; Language: E; Date: 1994

Price: \$25.00

### ***Industrial Safety***

This volume deals with issues related to industrial safety and risk, and covers plant operation and occupational health and safety regulations. The first article concerns accident and risk management and was developed as a guide on the subject for UNIDO activities. It covers the types of industrial risks and the nature of control that may be applied to various stages of industrial development, including decommissioning. Abstracts include technical safety guidelines for pesticide formulation in developing countries, and safety in the agro-processing and food industries.

Pages: 164; ISBN 92-1-106293-4; Language: E; Date: 1994

Price: \$25.00

### ***Energy Conservation in Industry***

This report covers energy conservation measures in the glass industry. Abstracts include special sections on energy conservation in eastern European countries and numerous items on the environmental situation in Austria.

Pages: 181; ISBN 92-1-1106294-2; Language: E; Date: 1994

Price: \$25.00

### ***Waste Minimization in Industry***

This publication includes coverage of key topics in waste minimization, cleaner production and pollution prevention. In addition, it contains abstracts of papers presented at seminars on cleaner production; the full text of more than 100 case studies on cleaner production; and almost 100 references on waste minimization.

Pages: 223; ISBN 92-1-106299-3; Language: E; Date: 1994

Price: \$25.00

**Industrial Sectors:  
Leather and Footwear**

### **Information Sources on the Leather, Footwear and Leather Products Industry**

This publication covers developing as well as industrialized countries or regions. It aims to provide easy access to existing information sources considered to be of direct practical interest and value to potential users. The data incorporated in this publication have been compiled to facilitate rapid access to the entities



## UNIDO SALES PUBLICATIONS

referred to and to the easy acquisition of the books, periodicals and other information materials listed.

Pages: 390; ISBN: 92-1-106301-0; Language: E; Date: 1996  
Order No.: ID/SER.O/21 Price: \$56.00

### Industrial Sectors: Timer and Woodworking

#### **Documentation and Information Systems for Furniture and Joinery Plants: A Manual for Developing Countries**

The handbook is intended to serve the needs of small-scale plants, including family-owned workshops with less than 10 regular workers. It covers organizational aspects and the choice of equipment for information systems, as well as their costing and prices, design, adoption and control of forms, and the computerization of information systems. An appendix contains samples of relevant forms and case studies. The publication contains a bibliography, statistical tables, diagrams and other illustrations.

Pages: 237; ISBN: 92-1-106259-4; Language: E; Date: 1992  
Order No.: ID/SER.O/4 Price: \$20.00

#### **Low-Cost Prefabricated Wooden Houses: A Manual for Developing Countries**

This handbook presents easily comprehensible instructions, diagrams and illustrations, as well as an appendix containing a list of appropriate species of wood. It also contains a bibliography, statistical tables, diagrams and other illustrations.

Pages: 99; ISBN: 92-1-106260-8; Language: E; Date: 1992  
Order No.: ID/SER.O/5 Price: \$6.00

#### **Technical Criteria for the Selection of Woodworking Machines**

As a follow-up to five technical courses on criteria for the selection of wood-working machinery given by UNIDO at the Fifth to Ninth Biennial International Fairs for Woodworking Machinery and Accessories (INTERBIMALL) at Milan, Italy, between 1976 and 1984, UNIDO has arranged a number of subsequent courses on this issue under its own auspices. This publication includes the text of lectures given in these follow-up courses, as well as three additional papers that were not discussed during the courses but distributed to participants.

Pages: 400; ISBN: 92-1-106257-8; Language: E; Date: 1992  
Order No.: ID/SER.O/11 Price: \$25.00

#### **Timber Construction for Developing Countries Introduction to Wood and Timber Engineering**

This handbook deals with such matters as natural forestry resources, timber engineering and its applications in developing countries, wood technology, the technical and commercial know-how requirements

of timber engineers, the mechanical properties of wood and the seasoning of structural timber. It contains a bibliography, statistical tables, graphs, diagrams and other illustrations.

Pages: 106; ISBN: 92-1-106278-0; Language: E; Date: 1995  
Order No.: ID/SER.O/6 Price: \$20.00

#### **Timber Construction for Developing Countries Structural Timber and Related Products**

This handbook explains the characteristics of structural timber and timber strength grouping systems, the various techniques for grading timber, including structural grading, proof grading and visual grading. It also discusses the properties and standards of plywood, glued laminated timber and wood-based panel products, such as particle board, fibreboard, waferboard and strandboard. The book contains a bibliography, statistical tables and diagrams.

Pages: 204; ISBN: 92-1-106286-0; Language: E; Date: 1995  
Order No.: ID/SER.O/7 Price: \$25.00

#### **Timber Construction for Developing Countries Durability and Fire Resistance**

This handbook deals with the durability of timber and discusses such issues as fungal deterioration, wood-destroying insects and wood preserving. A separate section of the handbook also deals with the fire resistance of timber. The handbook contains statistical tables, graphs, diagrams and other illustrations.

Pages: 94; ISBN: 92-1-106282-9; Language: E; Date: 1995  
Order No.: ID/SER.O/8 Price: \$20.00

#### **Timber Construction for Developing Countries Strength Characteristics and Design**

This handbook covers the fracture strength of wood; timber connectors (nuts and bolts, nails, screws, joints); the blocking strength of timber columns and beams; load testing structures; the derivation of design properties; an example of the use of Australian standards; and the wind and earthquake resistance of timber buildings. It contains a bibliography, statistical tables, graphs, diagrams and other illustrations.

Pages: 174; ISBN: 92-1-106297-7; Language: E; Date: 1995  
Order No.: ID/SER.O/9 Price: \$25.00

#### **Timber Construction for Developing Countries Applications and Examples**

This handbook provides specifications for the use of timber for structural purposes, including timber framing for housing, and in transport. It also provides specifications for the use of plywood in concrete formwork and the use of green timber in structures. In addition, the book presents case studies in timber construction from Kenya, New Zealand and South East Asia, and from the UNIDO programme for the construction of prefabricated timber bridges. The book contains a bibliography, statistical tables, diagrams and other illustrations.

Pages: 124; ISBN: 92-1-106296-9; Language: E; Date: 1995  
Order No.: ID/SER.O/10 Price: \$20.00



## UNIDO SALES PUBLICATIONS

### **Design and Manufacture of Bamboo and Rattan Furniture**

This publication deals with the biology, cultivation and conservation of rattan; the supply of rattan for industrial use; the characterization of rattan and the standardization of grading rules. In addition, it provides a review of the distribution, cultivation and types of bamboo, and of the physical properties, testing methodologies and means of preservation of bamboo. It also covers the issues of product design of rattan furniture; planning and management in the rattan and bamboo furniture industry; appropriate technology; surface finishing and the packaging of furniture for export. The book also contains statistical tables, graphs, diagrams, maps and other illustrations.

Pages: 260; ISBN: 92-1-106308-6; Language: E; Date: 1996

Order No.: ID/SER.O/12

Price: \$25.00

Industrial Sectors:  
Others

### **Issues in the Commercialization of Biotechnology**

This publication assesses the major issues in the commercialization of biotechnology in the health care and pharmaceutical industries, food processing, agriculture and agro-industry, and the production of inexpensive proteins. It focuses on science, research, technology transfer, product safety, ecology, training programmes and industrial property issues. In addition, this publication provides case studies from various countries. The publication contains a bibliography, statistical tables, graphs, diagrams and maps.

Pages: 240; ISBN: 92-1-106279-9; Language: E; Date: 1993

Order No.: ID/SER.O/13

Price: \$45.00

### **Software Industry: Current Trends and Implications for Developing Countries**

This publication surveys developments in the computer software industry, giving particular emphasis to their implications for developing countries. It covers software as an engineering industry; technological change in the software industry; the software market; and legal aspects of software development, procurement and distribution, with special reference to their economic implications for developing countries. The publication contains bibliographies and diagrams.

Pages: 243; ISBN: 92-1-106283-7; Language: E; Date: 1993

Order No.: ID/SER.O/14

Price: \$25.00



## CO-PUBLISHED SALES PUBLICATIONS

### Industry and Development

#### **Industrial Development Global Report 1995**

For details see Section 1, UNIDO Sales Publications.

#### **Industrial Development Global Report 1996**

For details see Section 1, UNIDO Sales Publications.

#### **Industrial Development Global Report 1997**

For details see Section 1, UNIDO Sales Publications.

#### **Beyond Quality: An Agenda for Improving Manufacturing Capabilities in Developing Countries**

Global manufacturing has been altered by the emergence of a new approach to production which differs radically from the principles of mass production. This approach has been characterized by successful manufacturers in Asia and the West who have engaged in a continuous improvement of quality, process productivity and cost performance. The authors of Beyond Quality argue that many of the methods used by these new firms are equally suitable for manufacturers in developing countries and the transition economies of Eastern and Central Europe. Using case study material from Latin America, Africa and Central Europe, the authors demonstrate that it is the skill and organization of people - rather than sophisticated equipment - which determines growth in productivity and product quality. These new forms of improvement are not dependent on economies of scale and so provide small producers with the flexibility to compete effectively against mass producers.

Pages: 208; ISBN 1-85898-120-4; Date: 1995

Co-publisher: Edward Elgar

£49.50/\$80.00

Please order from Marston Book Services Ltd., P.O. Box 269, Abingdon, OXON OX14 4YN, UK, Fax: +44-1235-465 555

#### **Industrial Economics for Countries in Transition: Evidence from Eastern Europe and Asia Pacific**

This book focuses on the problems confronting public authorities in countries with economies in transition. It is based on a large, diversified and first-hand body of empirical data analyzed in terms of mainstream industrial economic theory. The long-term prospects for industrial growth, the accumulation of technology and the overall framework of economic restructuring and industrial reform are explored. The role of government in emerging market economies and agencies is also covered, as are other major issues such as restructuring and privatization, industrial strategy and trade policy, tax reform, incomes policy and productivity growth.

Pages: 244; ISBN 185898-521-8; Date: 1996

Co-publisher: Edward Elgar

£45.00/\$70.00

Please order from Marston Book Services Ltd., P.O. Box 269, Abingdon, OXON OX14 4YN, UK, Fax: +44-1235-465 555

#### **Competing in a Global Economy: An Empirical Study on Specialization and Trade in Manufactures**

This study analyzes the impact on manufacturing production and trade of the globalization of the world economy. It covers such issues as the transformation of world industry; internationalization; structural change; inter-industrial trends; inter-industry trade in a global system; two-way trade in similar products; international patterns of factor endowments; factor requirements, output and trade; country differences and similarities and the structure of trade; economies of scale and market structure; and intra-industry trade versus inter-industry trade. The book contains a bibliography, statistical tables and graphs.

Pages: 225; ISBN 0 04-445619-0; Date: 1990

Co-publisher: Routledge

Please order from Routledge, Cheriton House, North Way, Andover, Hampshire SP10 5BE, UK, Fax: +44-1264-342 792

### Industrial Development Reviews

The Reviews are designed to accommodate the needs of a wide readership in the international industrial community associated with industry, finance, trade, investment, business, research and government. More specifically, the analyses contained in the Reviews are intended to support technical assistance programming and investment promotion activities, and as to serve as a basis for informed discussion of the emerging opportunities for industrial expansion. The Reviews present a survey of the overall economic structure and policy framework; an assessment of industrial performance at the aggregate level, and comprehensive analyses of the development performance and prospects of major industrial branches.

Please order the titles listed below from: Blackwell Publishers, 108 Cowley Road, Oxford, UK, Fax: +44-1865-791 347

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**Thailand:** Coping with the Strains of Success (1992)

Please order the titles listed below from: The Economist Intelligence Unit, 15 Regent Street, London SW1Y 4LR, UK, Fax: +44-171-491-2107

**Indonesia:** Industrial Growth and Diversification (1993)

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**Egypt:** An Enabling Environment for Investment (1994)

**India:** Towards Globalization (1995)

**Iran:** Industrial Revitalization (1995)

**Central Asian Republics:** (1996)

Volume I: Kazakstan, Kyrgyz Republic, Tajikistan

Volume II: Azerbaijan, Turkmenistan, Uzbekistan

**China:** Managing Investment-led Growth (1996)



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### Industrial Statistics

#### **The International Yearbook of Industrial Statistics 1999**

A unique and comprehensive source of industrial information, the annual International Yearbook of Industrial Statistics is the only international publication providing economists, planners, policy makers and business people with world-wide statistics on current performance and trends in the manufacturing sector. Covering countries and areas worldwide and giving up-to-date statistical indicators, the Yearbook facilitates detailed inter-national comparisons relating to the manufacturing sector. They enable analysis of growth patterns, structural change and industrial performance in individual industries. Its information is compiled from the UNIDO General Industrial Statistics Database, which comprises data obtained directly from national statistical sources or through the Organization for Economic Co-operation and Development (OECD), and from UNIDO's own estimates. These data have been adjusted to the requirements of international comparability and to standards promulgated by the United Nations, as necessary.

Pages: 704; ISBN 1-84064-051-0; Language: E; Date: 1999

Co-publisher: Edward Elgar £ 135.00/\$210.00

Please order from Marston Book Services Ltd., P.O. Box 269, Abingdon, OXON OX14 4YN, UK, Fax: +44-1235-465 555; e-mail: diect.order@maston.co.uk; or from

Edward Elgar Publishing Inc., 2 Winter Sport Lane, PO Box 574, Williston VT 05495-0080, USA, Fax: +(802) 864-7626; e-mail: eep.orders@AIDCVT.com

### Industry and Environment

#### **The INECA Journal - Recycling '91**

This issue of the journal contains a report on the recycling of plastics and plastics waste, as well as two bibliographies with a combined subject index. The first contains 500 items on recycling selected from the 1991 input of Metadex, Engineered Materials Abstracts and Materials Business File, while the second concentrates on literature processed by UNIDO covering a wide range of environmental topics.

Co-publisher: The Institute of Materials £50.00/\$100.00

(\$66.00 for developing countries)

Please order from Materials Information, The Institute of Materials,

1 Carlton House Terrace, London SW1Y 5DB, UK,

Fax: +44 -171-839 2289

#### **Environmental Management in the Electronics Industry: Semiconductor Manufacture and Assembly**

This publication is a joint technical report by UNEP and UNIDO which draws attention to the approaches industry and governments might take to avoid or minimize the impact of electronics manufacturing on the environment. Following an overview of electronic component manufacturing, the study focuses on environmental impacts, health hazards and

environmental management. A chapter on the design of components, processes and products underlines the need to address environmental impacts at the design stage, for which both assessment methodologies and alternative technologies now exist. At plant level, close operational control is highlighted for minimizing the consumption of chemicals. Explicit waste minimization programmes are described along with the waste treatment that will usually still be necessary after process optimization is completed. Special attention is drawn to ozone-depleting substances, environmental regulation and company management.

Pages: 161; ISBN 92-807-1410-3; Language: E; Date: 1994

Co-publisher: United Nations Environment Programme (UNEP) Technical Report Series No. 23. The Report is distributed by UNEP and UNIDO free of charge to developing countries only; for readers in developed countries a price of US\$35.00 is charged. Please order from UNEP, 39-43 Quai André-Citroën, 75739 Paris, Cedex 15, France, Fax: +33 1 4437 1474

#### **Genetically Modified Organisms: A Guide to Biosafety**

This book is aimed at scientists and administrators with the intention of focusing on the major issues underlying the safety of biotechnology and how these affect policies for its regulation. A large array of biotechnology applications are reviewed with emphasis on risk assessment procedures. In this context, the book analyses potential adverse effects on health and the environment, and pays due attention to mitigation procedures.

Pages: 224; ISBN 0-85198-972-1; Language: E; Date: 1995

Co-publisher: CAB International

Please order from CAB International, Wallingford OX10 8DE, UK, Fax: +44-1491-826 090

#### **Industry and Environment - A Guide to Sources of Information**

The handbook discusses methods of finding information, including an analysis of the problem to be solved and the procedure to be adopted. It provides references to suppliers of information, institutions, information centres, data bases and bibliographical material. The book contains a subject index and an index of on-line vendors, as well a number of diagrams and graphs.

Pages: 312; ISBN 3-924754-17-9; Languages: E,F,G,S; Date: 1992

Co-publisher: Verlag Dr. Grub Nachfolger

Please order from Verlag Dr. Grub Nachfolger, Ölbergweg, D-79283 Bollschweil, Germany, Fax: +49-7633-50591

#### **Audit and Reduction Manual for Industrial Emissions and Wastes**

This manual, produced jointly by UNIDO and the United Nations Environment Programme (UNEP), assists in the diagnosis of industrial emissions and waste sources. It is directed at factory personnel at all levels, consultants reporting to industrial clients, and government personnel reviewing existing factory operations. The manual offers an introduction to waste auditing procedures and provides a step-by-step approach for carrying out a waste audit in three phases: a pre-assessment phase, a data-collection



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phase and a synthesis phase leading to the formulation of a waste-reduction action plan. The waste reduction procedures are demonstrated in three case studies: beer brewing in western Europe, leather-based manufacturing in Southeast Asia, and the manufacturing of printed circuit boards. A resource section describes simple wastewater and gas flow measurement methods and provides a glossary. The report contains numerous statistical tables, graphs and other illustrations.

Pages: 127; ISBN: 92-807-1303-5; Languages: E, F, S; Date: 1991  
Co-publisher: United Nations Environment Programme (UNEP);  
Technical Report Series No. 7 \$40.00  
The English and French editions of the publication are available from UNEP,  
39-43 Quai André-Citroën, 75739 Paris, Cedex 15, France,  
Fax: +33 1 4437 1474  
The Spanish edition is available from UNEP/ROLAC, 155 Boulevard de Los  
Virreyes, Loma - Los Virreyes, 11000 Mexico D.F., Mexico,  
Fax: +52 5 202 0950

### Mineral Fertilizer Production and the Environment

This publication provides guidelines on how environmental objectives might be achieved in the fertilizer industry by means of integrated industrial and environmental policies for governmental agencies or ministries and for manufacturing industry. It contains descriptions of processes for mineral fertilizer production, and a review of environmental issues, environmental management systems, environmental auditing and reporting mechanisms, regulatory and planning frameworks, and the role of fertilizer industry associations. The appendices include extracts from environmental policy statements, emission standards and reporting guidelines.

Pages: 150; ISBN 92-807-1640-9; Language: E; Date: 1996  
Co-publishers: International Fertilizer Industry Association and United Nations Environment Programme (UNEP); UNEP Technical Report Series No. 26. The Report is distributed by UNEP and UNIDO free of charge to developing countries only; for readers in developed countries a price of US\$35.00 is charged. Please order from UNEP, 39-43 Quai André-Citroën, 75739 Paris, Cedex 15, France, Fax: +33-1-4437 1474

## Industrial Sectors

### Pesticide Formulation

While the manufacture of active ingredients is beyond the capabilities of most developing countries, more and more of these countries are opting for pesticide formulation since it gives them the option of changing pesticides as and when needed and also of moving towards user- and environment friendly pesticide formulations. The book seeks to give the pesticide industry better access to advances in pesticide technology and to encourage it to seek the advice needed to make the industry more responsible for the safety of the public and the environment. Along with other topics, the book aims to assist in decision making at different levels so that the best use is made of synthetic organic pesticides in combination with other, non-chemical means of achieving food security.

Pages: 484; ISBN: 81-224-1069-3; Language: E; Date: 1998  
Co-publisher: New Age International (P) Ltd. Price: \$37.00 Educational Institution: \$20.00 (ordering 5 or more copies)  
Please order from: New Age International (P) Ltd., 4835/24, Ansari Road, Daryaganj, New Delhi - 110002, INDIA, Fax: 91-11-3288149, 3267437, E-mail: Del.nail@access.net.in

### Fertilizer Manual (3rd edition)

The 3rd edition of the Fertilizer Manual, prepared jointly by UNIDO and the International Fertilizer Development Center, is a comprehensive reference work on the production, distribution and application of both organic and inorganic fertilizers. This completely revised edition takes into account the major advances in fertilizer technology that have taken place since the last edition was published in 1979. It is intended to help meet the global challenges created by a burgeoning world population, a steady shrinkage of the remaining land area available for conversion to agricultural uses, and mounting food insecurity, which were highlighted at the World Food Summit held in November 1996 in Rome.

Pages: 615; ISBN 0-7923-5032-4; Language: E; Date: 1998  
Co-publisher: Kluwer Academic Publishers \$50.00  
Please order from the International Fertilizer Development Center, P.O. Box 2040, Muscle Shoals, AL 35662, USA, Fax: +205-381-7408

### African Directory of Sources of Industrial and Technological Information (Referral system)

This document is a regional directory of sources of industrial information, market information and information of existing technology in Africa. It covers various industrial sectors and activities, including financing, marketing, trade, training, research and development, and information processing, and provides profiles of a selection of suppliers of industrial, technological and business information.

Pages: 284; Language: E; Date: 1996  
Please order from the African Regional Centre for Technology (ARCT), Immeuble FAHD, Avenue Dilyly Mbaye BP 2435 Dakar, Senegal, Fax: +221-237713, e-mail: arct@endadak.gn.apc.org

### The World's Pharmaceutical Industries: An International Perspective on Innovation, Competition and Policy

This study documents the pharmaceutical industry at a global level, with special reference to innovation, competition and industrial policy. It covers such issues as global trends in production, marketing, consumption and prices; international trade and competitiveness; research and development; competition and cost structures; and government policies. The book contains numerous statistical tables and graphs.

Pages: 275; ISBN 1-85278-646-9; Language: E; Date: 1992  
Co-publisher: Edward Elgar £45.00  
Please order from Marston Book Services Ltd., P.O. Box 269, Abingdon, OXON OX14 4YN, UK, Fax: +44-1235-465 555



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**The World's Leather and Leather Products Industry: A Study of Production, Trade Patterns and Future Trends**

This global study of the leather and leather products industry covers worldwide production and trade patterns; international markets for leather shoes, clothing and upholstery; corporate strategies; and environmental issues and pollution control. It presents case studies of the industry in the USA, Germany and Italy, and considers development trends, potential and prospects in newly industrialized and developing countries and territories, especially the Republic of Korea, Taiwan Province of China, Brazil and India. The book includes a bibliography, statistical tables, graphs and diagrams.

Pages: 268; ISBN 109-52213907; Language E; Date: 1993

Co-publisher: Shoe Trades Publishing Ltd. £50.00

Please order from Shoe Trades Publishing Ltd., 36 Crosby Road North, Liverpool L22 0QN, UK, Fax: +44-151-928 4190



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### Annual Report

#### **Annual Report of UNIDO, 1998**

The Report provides in part one a summary description of the steps taken in 1998 to transform UNIDO, resulting in the development of the 16 service modules and integrated programmes. Part two covers UNIDO performance and includes chapters on performance indicators; success stories; programmatic focus and special highlights; strengthening industrial capacities; cleaner and sustainable industrial development; field representation; performance management; aggregate statistical analysis; and mobilizing funds for UNIDO services. Separate volumes constitute a programme performance report and provide operational statistics and other appendices (IDB.21/11) and a list of technical operation projects under implementation in 1998 (IDB.21/12)

Languages: E, F, S; Date: 1999

Please order by quoting the title and page number of this catalogue

quality, human resource development and industrial studies.

Pages: 61; Language: E; Date: 1994

Order No: CPD.13

#### **Perspectives for 2000 and Beyond - Executive Summary and Final Report of the 1995 Global Forum on Industry**

This paper contains UNIDO's projections of the prospects for world industry in the next century, and provides detailed conclusions and recommendations in nine significant areas: the continuing need for industrialization; the likely state of world industry after the millennium; the increasing importance of new technologies, innovation and competitiveness; industrial partnerships as a response to globalization; industrial restructuring as a response to global trade liberalization; the policy implications of the changing role of governments and private sector development; environmental policies and industrial competitiveness; employment and social aspects of industrialization; and the future role of UNIDO in industrial development and international cooperation.

Pages: 67; Language: E; Date: 1995

Order No.: ID/WG.542/32

### Industry and Development

#### **Industry in the Least Developed**

##### **Countries: Structure and Development**

As a follow-up to the Second United Nations Conference on the Least Developed Countries (LDCs) in Paris on 3-14 September 1990, UNIDO organized a workshop and symposium on industrial development in the LDCs in Vienna on 19-23 August 1991 and 14-22 November 1991 respectively. The studies carried out for these two meetings constitute a detailed body of material dealing with the problems of Industrialization in the LDCs. This has been brought together in this volume, which presents not only the various papers prepared for these meetings but also a number of specific conclusions and policy recommendations derived from them.

Pages: 420; Languages: E, F; Date: 1993

Order No. ID/384 (Spec.)

#### **Economic Cooperation between the European Union and Latin America and the Caribbean**

This study focuses on the development cooperation and trade relations between the European Union and Latin America. In this context, it suggests a role for UNIDO as a partner for EU donor countries and the EU itself. Noting that Latin America has been marginalized with respect to the EU's merchandise trade in recent decades, the paper contrasts the impact of preferential treatment enjoyed by ACP states in Europe with Latin America's confinement to the General System of Preferences and its exclusion in sensitive goods such as agricultural and textile products. The study discusses the EU's development policy and priorities, as well as its cooperation schemes with Latin America and the bilateral programmes of its member states. It concludes that UNIDO can play an important role in assisting the private sector and strengthening company competitiveness, especially in the areas of

#### **Perspectives on Industrialization: Global Industrial Partnerships**

This document represents the executive summary and main paper for the 1995 Global Forum on Industry. It provides a summary of the entire documentation prepared for the Forum, and gives a coherent long-term view of the prospects for industrial development. The study predicts that industrialization will remain the mainspring of the economic growth of developing countries and the catalyst of their technological, financial and socio-economic transformation. In drawing this conclusion, the study analyzes the changing patterns of industrialization in response to technological progress, intensified competition and globalization, which is presented as a win-win formula rather than a zero-sum game. In this context, it shows that the centre of gravity of global industry will continue to shift as the importance of the East Asian cluster grows and a resurgence of regionalism makes itself felt. Market-oriented policies emphasizing trade liberalization, deregulation and privatization will prevail over import-substitution industrialization, but enhanced export growth will be determined by the development of national technological capabilities in the markets and upgrading and improved competitiveness of national manufacturing industry. Small and medium-sized firms will play an increasing role in industrial development, exporting and job creation. Measures to achieve environmentally sustainable economic growth will become increasingly urgent. Rural industrialization will be used for job creation, increasing gender equality and social integration.

Pages: 147; Language: E; Date: 1995

Order No.: ID/WG.542/1 + 2



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### **Regional Meeting of Ministers of Industry of Asia and the Pacific - Interdependence and Competitiveness**

This report reviews issues relating to increased competition in the context of the globalizing world economy and the impact of current trends in Asia and the Pacific region. Special attention is drawn to the challenges to industrial competitiveness at macro- and enterprise level; to the need for ecologically sustainable industrial development; to the special problems faced by the region's least developed countries; and to the UNIDO Regional Programme for Asia and Pacific.

Pages: 19; Language: E; Date: 1995

Order No.: ID/WG.543/4

### **The Globalization of Industry: Implications for Developing Countries beyond 2000**

This report discusses the challenges to the industrial development of developing countries arising from the increasing globalization of production and trade. In assessing the implications of these developments, this report assesses the changing role of industrial policy and the contribution of new technologies in raising the competitiveness of developing countries. It also contains a particularly important chapter on re-orienting industry in sub-Saharan Africa, which has been favourably reviewed in the Financial Times and the Handelsblatt.

Pages: 148; Language: E; Date: 1996

Please order by quoting the title and page number of this catalogue

### **State of World Industry and Outlook for the Post-2000 Period**

This background paper for the 1995 Global Forum on Industry predicts that the share of developing countries in global manufacturing value added will reach 25% by 2000, and suggests that a 30% share is attainable by 2005, when their share of manufactured exports could have risen to beyond 35%. Success in the period between 2005 to 2015 will be determined by a balance of benefits from globalization, market-based economic reforms, faster industrialization and technology acquisition and development. Post-2015, the projection foresees the graduation of many of today's advanced developing countries into the ranks of developed economies and a narrowing of the 'GDP per capita gap' between developed and developing countries.

Pages: 34; Language: E; Date: 1995

Order No.: ID/WG.542/3

### **Bosnia and Herzegovina - Rebuilding Industry**

This brochure briefly describes UNIDO's Programme for Reconstruction, Rehabilitation and Restructuring in Bosnia and Herzegovina. It explains the role of UNIDO in the post-war economic recovery of the country and presents summaries of the projects proposed by the Organization.

Pages: 24; Language: E; Date: 1997

Please order by quoting the title and page number of this catalogue

### **Country Support Strategy: Slovakia**

The document consists of two parts. The first provides a detailed analysis of the economic development and industrial structure of the Slovak Republic based on statistical data to 1996, as well as an overview of the macroeconomic reforms carried out in the post-1989 period and of the foreign technical assistance delivered to Slovakia during the past five years by various donors. The second part identifies 21 new programmes and projects for potential future UNIDO technical cooperation with Slovakia (subject to funding) in the fields of industrial restructuring, investment promotion, SME development, environmental protection and industrial and technological information.

Pages: 228; Language: E; Date: 1997

Please order by quoting the title and page number of this catalogue

### **Assistance in Designing a National Industrial Strategy and Industrial Policy for Croatia**

This report provides advice on an industrial strategy and policy for Croatia. It gives a general background on the country's manufacturing industry, trade regulations, payment conditions, privatization process and investment climate. A development strategy for the manufacturing sector is outlined. The textiles, glass and ceramics, metallurgy, electronics, petrochemical, wood and machine tools industry sectors are analyzed in detail, and for each sector summaries of technical assistance projects proposed by UNIDO are presented.

Pages: 98; Language: E; Date: 1997

Please order by quoting the title and page number of this catalogue

### **Agro-related Industrial Development in Africa: Conference of African Ministers of Industry (CAMI)**

Paper presented to the Thirteenth Meeting of the Conference of African Ministers of Industry (CAMI), 26-28 May 1997, Accra, Ghana. The purpose of the paper was to unveil the agro-related industrial potential of Africa, with a focus on comparative advantages, promising product areas, and key elements of a viable strategy for accelerating the pace of industrialization using agro-industry as a dynamic force.

Pages: 17; Language: E; Date: 1997

Please order by quoting the title and page number of this catalogue

### **Avenues of Portfolio Investment Opportunities in Agro-related Industries of LDCs - Report and Summary**

The paper was prepared for and presented at the UNIDO/UNCTAD Pilot Seminar on "The Mobilization of the Private Sector to Encourage Foreign Investment Flows towards the LDCs: Investment Opportunities in Pre-emerging Markets", held on 13 June 1997. The paper analyses the performance of agro-related industries at the global level and presents empirical evidence on subsectoral growth trends and the resultant structural change within the agro-industrial sector. Performance indicators and revealed comparative advantages presented in the paper indicate promising product areas. The paper also looks at the prospect for portfolio investment



## NON-SALES PUBLICATIONS AND REPORTS

opportunities across disaggregated segments of agro-industry. Selected country profiles presented in the paper are intended to draw the attention of investors to the regulatory regimes prevailing in the countries concerned, and especially to the attractiveness of investing in agro-related industries. An attempt is also made to identify investment levels and structures of viable projects in agro-industrial branches.

Pages: 130; Language: E; Date: 1997

Please order by quoting the title and page number of this catalogue

### **Agro-related Industrial Development in Africa: Enhancing Capacity Building and Competitiveness Based on Potential Comparative Advantages**

The study highlights the scope for private sector development in agro-industrial development, addressing product-specific issues. Explaining the rationale for prioritizing agro-industrial development, the study identifies food security, agricultural productivity, value added, competitiveness and resource flows as crucial areas that merit immediate attention. Complying with the principal focus of the Alliance for Africa's Industrialization the study seeks to develop a strategy for the development of Africa's agro-industries taking into account their structure, performance and potential comparative advantages. The study also identifies key products that could be targeted by multilateral agencies, donor governments, and private investors to accelerate the rate of agro-industrial development in Africa.

Pages: 74; Language: E; Date: 1997

Please order by quoting the title and page number of this catalogue

## Small and Medium Industries

### **Supporting Private Industry**

This brochure presents the activities of the Private Sector Development Branch (PSD) of the Investment Promotion and Institutional Capacity-Building Division of UNIDO. Recognizing that a thriving private sector is crucial for economic growth and social progress, the mission is to promote private industrial entrepreneurship in developing countries and countries with economies in transition. It pursues this objective with 18 highly skilled highly skilled and experienced professionals, who have developed a variety of methodologies and tools designed specifically for this purpose.

Pages: 20; Language: E; Date: 1999

Please order by quoting the title and page number of this catalogue

### **Case Study on the Operation of Three Romanian Business Centres**

This is the first in a series of Technical Working Papers, arising from the work of the Private Sector Development Branch. It is intended as an informal means of communicating important insights and findings from the technical cooperation and research

activities of the Branch to a wider public. This case study treats three of 16 business centres which were opened in outlying *judets* of Romania in 1994 and 1995 to provide needed services with local support. The three centres in Brasov, Buyau and Galati are still in business and expanding.

Pages: 30; Language: E; Date: 1999

Please order by quoting the title and page number of this catalogue

### **SME Cluster and Network Development in Developing Countries**

This is the second in the series of Technical Working Papers. It illustrates UNIDO's experience in SME Cluster and Network Development by presenting the most significant features of projects implemented over the last five years in Honduras, Nicaragua, Mexico and Jamaica. The paper also contains conclusions on methodological steps and principles which characterize UNIDO's networking initiatives and concludes with an elaboration of 'lessons learned'.

Pages: 18; Language: E; Date: 1999

Please order by quoting the title and page number of this catalogue

### **Support Systems for SMEs in Developing Countries - A Review**

Based on UNIDO's 30 years of experience of working with developing countries in designing and establishing a range of support systems for small and medium industries, this discussion paper reviews the Organization's involvement in SME promotion and raises a number of critical issues concerning the future role of SMEs. In this context it seeks to give a clearer understanding of the new challenges facing support institutions and the importance of finding appropriate responses to these challenges.

Pages: 39; Language: E; Date: 1996

Please order by quoting the title and page number of this catalogue

### **Lessons from International Experience for the Promotion of Business Incubation Systems in Emerging Economies**

This paper discusses the role of business incubation systems as an innovative new instrument to support the creation and development of small enterprises. Such incubators can provide local on-the-spot diagnoses and treatments for business problems, and thereby significantly reduce the failure rate of small enterprises in the early stages of their development. Establishing incubators and improving their operations in developing and transition economies will require increased technical assistance which, however, in turn will call upon the severely restricted resources of both the countries themselves and international technical assistance agencies.

Pages: 41; Language: E; Date: 1997

Please order by quoting the title and page number of this catalogue



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### **Practical Case Studies on Industrial Subcontracting and Partnership**

This analysis of case studies demonstrates that subcontracting represents an efficient tool to promote industrial development. Specifically, it is shown to increase the rate of utilization of installed industrial capacities, to increase both industrial production and employment in the SME sector, to produce better quality products at reduced cost, and to contribute to a more efficient allocation of industrial resources. It can therefore serve as an important instrument for industrial growth and integration.

Pages: 49; Languages: E (F and S forthcoming); Date: 1997

Please order by quoting the title and page number of this catalogue

### **Industrial Clusters and Networks: Case Studies of SME Growth and Innovation**

This paper reviews some success stories of SME development in developing countries. What distinguishes these cases, and the framework of the paper, is that these success stories relate not to individual enterprises but to the collectivity of SMEs. The paper explores how clustering and networking can enhance economic growth and spur technical progress in SMEs. Each of the five case studies can be read as a stand-alone section. The final section of the paper draws together some of the common findings from the individual studies and offers appropriate policy recommendations.

Pages: 78; Language: E; Date: 1995

Please order by quoting the title and page number of this catalogue

### **Principles of Promoting Clusters and Networks of Small and Medium Enterprises**

This discussion paper addresses the role of public policy in promoting clustering and networking of small firms as a means of raising their competitiveness. The European and developing country experience presented suggests that such clustering and networking can have important benefits, especially in cooperation with private sector companies. Experience suggests that this collective approach leads to lower costs and mutual learning, and that intervention is most effective when based on the 'triple C' approach, i.e. customer-oriented, collective and cumulative. Examples from Brazil and Chile indicate that, from a policy standpoint, South-South experience is at least as important as North-South.

Pages: 34; Language: E; Date: 1995

Please order by quoting the title and page number of this catalogue

## Industrial Policy

### **Recent Experiences with Alternative Forms of Privatization: Case Studies and a Synthesis with a Focus on the Role of Government**

The Study is based on three case studies undertaken in 1994 surveying privatization in Chile, the Philippines and Hungary as part of an envisioned series of studies

on actual and successful cases of privatization where "successful" is defined in terms of the explicit or implicit objectives of the privatization exercise. The purpose of the series is to learn a) what specific objectives, in addition to turning over assets to the private sector, can be achieved through, or in connection with, an act of privatization; b) what external, macroeconomic and other conditions are critical for the success of the privatization; and c) what macroeconomic conditions have to prevail before the privatization itself and the various associated objectives can be expected to be achieved.

Pages: 119; Language: E; Date: 1998

Please order by quoting the title and page number of this catalogue

### **New Trends and Challenges in Industrial Policy**

The publication documents the ideas that transpired during a seminar on new trends and challenges in industrial policy, held in Vienna in October 1997, and contains seven papers prepared and presented by world-renowned scholars at the Seminar. The Seminar was intended to enhance the industrial and technological capacities of UNIDO member countries through its role as a global forum for cross fertilization of ideas, drawing on lessons of experience in formulating, implementing and monitoring best-practice policies. The publication focuses on new economic forces and profound policy implications for the coming decades. A synthesis of ideas articulated in the papers and interventions during each session of the seminar are presented with a high degree of brevity. The themes of the seven papers include, inter alia, industrial policy concepts and essentials in the changed global context, technology policy and strategy for building industrial competitiveness, building systemic competitiveness, impact of changes in industrial structure and integration of SME clusters, SME responses to global challenges, new trends and challenges in industrial policy with special reference to Sub-Saharan Africa, and industrial development issues and industrial policy concerns of economies in transition.

Pages: 284; Language: E; Date: 1998

Please order by quoting the title and page number of this catalogue

### **Policy Benchmarking in the Developing Countries and the Economies in Transition: Principles and Practice**

This study provides an updated account of best practices in the field. Competitiveness policy benchmarking is a relatively new tool to monitor progress and to assess the situation against continuously improving best practice worldwide on an ongoing basis. The study contains examples of benchmarking practices in various countries, as well as practical guidelines for developing and transition economies.

Pages: 13; Language: E; Date: 1998

Please order by quoting the title and page number of this catalogue



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### **Industrial Development and Competitiveness Policy in the Developing Countries and the Economies in Transition**

The Report shows results of a survey addressed to the private and public sectors of UNIDO Member Countries on information requirements in the industrial development and manufacturing competitiveness policy domains; challenges and constraints to industrial development policy; time-frame and policy assessment; and the responsiveness of the private sector.

Pages: 45; Language: E; Date: 1997

Please order by quoting the title and page number of this catalogue

### **Private Sector Development and Privatization in Development Countries: Trends, Policies and Prospects**

This Study reviews the experience and trends in the privatization of state-owned enterprises, including the objectives of privatization, the different methods used, the preparation and sequencing of privatization programmes, the role of local capital markets and foreign investment, and the policy and institutional requirements for privatization within the broader framework of private-sector development in developing countries. The study continues with a review of country experiences in the three principal developing regions (Africa, Asia and Latin America), which highlights the need for the privatization process to be accompanied by appropriate economic and industrial policies. The institutional requirements for an effective privatization programme are also examined, together with the expertise needed by developing countries and the role of assistance from international agencies.

Pages: 84; Language: E; Date: 1994

Order No: CPD.6

### **Formulating Industrial Policy in Africa: 2000 and Beyond**

This background paper for the 1995 Global Forum on Industry focuses on issues to be considered by the countries of sub-Saharan Africa (SSA) in order to implement strategies for 2000 and beyond. In the context of the challenges posed to industrial policies by the potential changes in the international trade environment and domestic economic management strategies, the paper emphasizes supply-side strategies and the attainment of comparative advantage in both domestic and export markets for industrial output. The study concludes that while the lack of meaningful industrialization reflects past failures of economic policy, declining trade is the cause of lower productivity compared to faster growth regions. Structural adjustment programmes create short-to-medium problems of their own, which can cloud long-term growth prospects. SSA countries may learn from the experience of NICs which show that industrial policies can play a promotional role by judiciously targeting sectors that can best promote investment, technology transfer and the growth of total factor productivity.

Pages: 36; Language: E; Date: 1995

Order No.: ID/WG.542/24

### **Governments and Industrialization: The Role of Policy Interventions**

This background paper for the 1995 Global Forum on Industry sets out the theoretical case for government intervention citing the effective interventions of the East Asian NICs, and contrasting their experience with countries that did not engage in such policies of selective intervention. An analysis of the industrial policy objectives of four NICs indicates that while there was no East Asian model of industrialization, all countries studied sought to exploit the causal links between the restricted entry of foreign direct investment, the growth of domestic enterprises and the development of local innovative capabilities. Arguing that a capabilities approach provides a deeper, more realistic insight into the determinants of industrial competitiveness than simple assumptions on the efficiency of markets, the paper urges that the process of policy reform in developing countries be carefully crafted and preserve a large role for the government. A five-step strategy for such industrial policy reform is outlined along with the risk of government failure.

Pages: 37; Language: E; Date: 1995

Order No.: ID/WG.542/23

### **Policy Environment Conducive to Growth in the Fertilizer Industry in Developing Countries**

Given that industrial countries are now investing little in new fertilizer production capacity, this study assumes that the burden of supplying fertilizers to developing countries will fall on these countries themselves. The background information it provides for policy makers and planners includes a review of the developing patterns of fertilizer use, production and trade, of factors affecting the industry's growth and of inter-country cooperation. Environmental concerns are highlighted with respect to fertilizer production and use. Policy issues are discussed under the headings of macroeconomic policy (allocation of foreign exchange and devaluation), pricing, marketing, investment, trade (demonopolization, deregulation, tariffs, liberalization), technology and supply, environment and regional cooperation.

Pages: 64; Language: E; Date: 1995

Order No.: ITPD.18

### **Strategies and Policies for the Development of Consulting Engineering Services in Developing Countries**

This issue paper for the First Consultation on Consulting Engineering Services reviews the market evolution of these services, the constraints they face in developing countries, and the key components of strategies and policies that developing countries may adopt to lay the foundation for their sustained growth.

Pages: 10; Language: E; Date: 1995

Order No.: ID.WG.539/1

### **Global Study on Consulting Engineering Services**

This report on consultancy engineering services summarizes the current situation in developing countries as well as the emerging trends and linkages with technology and financing institutions, the



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implications of the General Agreement on Trade in Services (GATS) and the scope for international cooperation. It identifies sectors where consulting engineering services will be required in different developing regions: improved agricultural production, energy, industry, environment, information technology and communications, and infrastructure development. Noting that much of the demand can be met from within developing regions themselves, the report highlights the inadequate awareness of the usefulness of consultants among clients. Its recommendations include enhanced government support at national level, greater sector-level cooperation at regional level and international efforts to promote cooperation among consulting firms and associations. An international Panel of Experts in Consulting Engineering Services is proposed.

Pages: 27; Language: E; Date: 1995

Order No.: ID/WG539/2

### **Industrialization in Developing Countries: The Challenges of Employment and Social Integration**

This background paper for the 1995 Global Forum on Industry highlights the relevance of new technologies in promoting the quality and quantity of women's employment in the modern sector. It identifies the differential impact of these technologies on women and men, and explores the social and economic reasons for such differences. Based on this analysis, it offers national and international policy makers effective points of intervention - in conjunction with the corporate sector and women workers' organizations - for redressing gender imbalances in the structure of paid employment. The study singles out biotechnologies, computer-aided manufacturing, telecommunication-aided distance working and the relocation of data entry jobs as areas of both opportunity and concern. The author concludes with a proposed research agenda for policy guidelines.

Pages: 38; Language: E; Date: 1995

Order No.: ID/WG.542/29

### **Social Progress through Industrial Development**

This document was prepared as UNIDO's contribution to the World Summit for Social Development in Copenhagen in 1995. It argues the case for social development through industrial development under eight headings: the historical dimension; the impact of globalization; industrial linkages with agriculture and services; industry as a generator of resources and employment; industry's contribution to poverty alleviation and social integration; and industry's role in human resource development.

Pages: 38; Languages: E, S; Date: 1995

Please order by quoting title and page number of this catalogue

### Industrial Development Reviews

The Industrial Development Reviews are designed to accommodate the needs of a wide readership in the international industrial community associated with industry, finance, trade, investment, business, research and government. More specifically, the analyses contained in the Reviews are intended to support technical assistance programming and investment promotion activities and also to serve as a basis for informed discussions of the emerging opportunities for industrial expansion.

The Reviews present a diagnosis of the economy; analyses of the industrial development process and the industrial policy environment, and overview of the structure and performance of the industrial sector with particular reference to output, employment, productivity, investment patterns, environmental issues, manufacturing trade and industrial location. The Reviews also present comprehensive profiles of individual industrial branches focusing on the resource base, recent development trends, and prospects and constraints for further development.

- Liberia:** Resource-based Industrialization and Rehabilitation (1988; Order No.: PPD.74)
- Qatar:** Towards Industrial Diversification of an Oil-based Economy (1988; Order No.: PPD.75)
- Nepal:** Industrialization, International Linkages and Basic Needs (1988; Order No.: PPD.79)
- Kenya:** Sustaining Industrial Growth through Restructuring and Integration (1988; Order No.: PPD.85)
- Somalia:** Industrial Revitalization through Privatization (1988; Order No.: PPD.91)
- Nigeria:** Industrial Restructuring through Policy Reform (1988; Order No.: PPD.100)
- Djibouti:** Economic Diversification through Industrialization (1988; Order No.: PPD.111)
- Bangladesh:** Strengthening the Indigenous Base for Industrial Growth (1989; Order No.: PPD.114)
- Mauritania:** Industrial Reorientation and Rejuvenation (1989; Order No.: PPD.115)
- People's Democratic Republic of Yemen:** Enhancing Industrial Productive Capacity (1989; Order No.: PPD.122)
- Yemen Arab Republic:** Diversifying the Industrial Base (1989; Order No.: PPD.130/Rev.1)
- The Sudan:** Towards Industrial Revitalization (1989; Order No.: PPD.132)
- Cameroon:** Coping with Reduced Oil Revenue (1990; Order No.: PPD.146)
- Namibia:** Industrial Development at Independence (1990; Order No.: PPD.166)
- Viet Nam:** Industrial Reform and International Co-operation (1991; Order No.: PPD.184)
- Uganda:** Industrial Revitalization and Reorientation (1992; Order No.: PPD.230)
- Lithuania:** Industrial Re-orientation (1993; Order No.: PPD.245)
- Mongolia:** Restructuring for a Market Economy (1993; Order No.: PPD.249)



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**Lao People's Democratic Republic:** Industrial Transition (1994; Order No.: CPD.2)  
**Eritrea:** A New Beginning (1996; Order No.: RPD.2)  
**Kenya:** Paving the Road to NIC Status (1996; Order No.: RPD.3)  
**Uganda:** Sustained Stabilization and Industrial Growth (1997; Order No.: RPD.5)

### Industrial Investment and Technology

#### **Information Networking for Technology, Investment and Business**

This report on information exchange for technology, investment and business discusses the background of the African economy. Specifically the report provides information on the African economic conditions regarding manufacturing, value added, trade, population growth, direct foreign investment; national treatment clauses in future multilateral investment agreement, African industrialization. It also gathers industrial information for national focal points (NFPs), the marketing of industrial information, its advertising and NFP programme and the training offered by NFPs.

Pages: 20; Language(s): E; F; Date: 1998

Please order by quoting the title and page number of this catalogue

#### **How to Start Manufacturing Industries Technological and Investment Perspectives: Volumes I to V 1981-1996**

A series of plant profiles to assist entrepreneurs in developing countries to establish manufacturing concerns in selected industrial sectors. Each profile contains a brief description of the manufacturing process involved; the necessary raw materials, machinery and equipment; and labour, investment and production costs. It does not go into details, nor is it a replacement for a feasibility study; it is intended only to stimulate project promoters and sponsors in developing countries and to help identify suitable products for manufacture at home.

Pages: Loose-leaf binders; Language: E; Date: 1981 to 1996

Please order by quoting title and page number of this catalogue.

#### **Guidelines for Investment Promotion Agencies: Foreign Direct Investment Flows to Developing Countries**

These Guidelines are aimed at supporting national investment promotion agencies in their efforts to attract foreign investment through wholly owned companies, joint ventures, technology transfers and licensing agreements. The publication covers various issues of investment policy and investment promotion strategies, and provide an overview of the role of UNIDO in investment promotion. It contains several statistical tables.

Pages: 43; Language: E; Date: 1994

Order No.: ITPD.19

#### **Information and Communication Technologies: Growth, Competitiveness and Policy for Developing Nations**

This paper, prepared for the 1995 Global Forum on Industry, assesses the potential contribution of information and communication technologies (ICT) to economic growth and deals in particular with the issues of industrial growth, competitiveness and industrial policies for developing countries. The publication contains a bibliography, statistical tables and graphs.

Pages: 37; Language: E; Date: 1995

Order No.: ID/WG.542/8

#### **Technology, Manufactured Exports and Competitiveness**

This report, prepared for the 1995 Global Forum on Industry, covers the issues of globalization and new patterns of technological change; the development of technology and export competitiveness in the past two decades; the implications of different technological growth paths; and the implications of technological change for industrial policy. The report contains a bibliog-raphy, statistical tables and graphs.

Pages: 61; Language: E; Date 1995

Order No.: ID/WG.542/5

#### **Industrial Estates: Principles and Practice**

The document is based on a series of studies on industrial estates undertaken in late 1995. Its aim is to provide decision-makers in the public and private sector with general guidelines for the establishment of estates, but key aspects of estate development are also illustrated with examples from different countries.

Pages: 47; Language: E; Date: 1997

Please order by quoting the title and page number of this catalogue

#### **Regional Industrial Development Agencies: Types, Tasks and UNIDO Assistance**

This document provides a background to the role of regional and local forces in industrial development with special reference to regional development agencies (RDAs), a widely used instrument in developed market economies, which has been introduced with some success in Central and Eastern Europe. Based on this analysis, the Report makes a case for the establishment of regional industrial development agencies (RIDAs) adapted to the specific needs of economies in transition and the larger developing countries. Finally, the document identifies areas where such agencies could make an impact on development, and discusses the support that UNIDO could offer to such agencies.

Pages: 30; Language: E; Date: 1997

Please order by quoting the title and page number of this catalogue

#### **Emerging Technology Series**

Underlining UNIDO's role as a focal point for industrial technology and a global source of industrial information, this series intends to sensitize industry and governments to the need for, and requirements of, technology monitoring and assessment in the areas of new and emerging technologies. These technologies



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play a catalytic role in the development process of the new global pattern of rapid and accelerating technological change, sweeping trade liberalization, far-reaching deregulation of markets - including the privatization of state-owned enterprises and commercialization of R&D - and the globalization of international business. The series comprise the following:

C *Genetic Engineering and Biotechnology* (quarterly)<sup>a</sup>

C *Information Technology*(quarterly)<sup>a</sup>

C *Marine Industrial Technology*(biannually)

<sup>a</sup> Readers in developed countries are required to pay a subscription of \$40.00 per annum for these issues.

### Special Issues:

C *Environmentally Sound Management of Biotechnology* (Task Manager's Report on Chapter 16 of Agenda 21)

C *New, Advanced and Improved Traditional Materials and Processes*

C *Food Processing Technologies for Africa*

C *Issues and Implications for the Management of Geographical Information Systems (GIS) in the Context of Developing Countries*

C *Information Policies: an International Comparison*

C *Hydrogen Energy*

### The Role of Women in Industrial Development

#### A Global Analysis of the Role of Women in Manufacturing

As a comprehensive analysis on women in industry, this study was prepared in order to illustrate the patterns, determinants and future trends of the participation of women in industry, particularly in manufacturing. The study explores the interdependent relationship between social, economic and industrial development, and that of women's participation in industry-related activities. Countries sharing same patterns of the participation of women in manufacturing are grouped together and their constraints and challenges are analyzed. Strategies and actions for challenges to women's economic activities are presented to cast the light onto the directions of development with a clear gender vision for those groups of countries identified.

Pages: 92; Language: E; Date: 1998

Please order by quoting title and page number of this catalogue

#### Expert Group Meeting on Women in Industry (1996)

This final report of a meeting on women in industry presents an overview of background papers on women in manufacturing. The issues covered include future trends, the effects of global industrial restructuring on women in industry, relevant UNIDO strategy, industrial policies and planning, access to resources, and the institutional framework and legislation required. It identifies problems and priority areas in the fields of

human resources development and capacity building for integrating women in sustainable industrial development, regional priorities for Latin America, the Caribbean, Africa, Western Asia and Europe. The report includes a summary of the discussions and recommendations of the Expert Group Meeting as well as a list of participants.

Pages: 54; Language: E; Date: 1996

Order No.: CPD.21

#### Participation of Women in Manufacturing: Patterns, Determinants and Future Trends

The studies listed below provide unique indicators and data for measuring women's role in industry and thereby providing the basis for strategies to lessen the disparities women face. Each study places countries into similar groups, and provides indicators of the size and distribution of the population, the economically active population, employment and the industrial labour force, levels of economic development, infrastructure, access to education, distribution of power and legal protection.

##### Asia and Pacific (ESCAP) Region

Pages: 123; Language: E; Date: 1994; Order No.: CPD.4

##### Latin America and Caribbean (ECLAC) Region

Pages: 75; Language(s): E,S; Date: 1994; Order No.: CPD.12

##### Africa (ECA) Region

Pages: 123; Language: E; Date: 1995; Order No.: CPD.14

##### Europe (ECE) Region

Pages: 101; Language: E; Date: 1995; Order No.: CPD.16

##### West Asia (ESCWA) Region

Pages: 73; Language: E; Date: 1995; Order No.: CPD.15

#### Does new Technology Bode Well for Working Women? An Evaluation and Analysis

This background paper for the 1995 Global Forum on Industry highlights the relevance of new technologies in promoting the quality and quantity of women's employment in the modern sector. It identifies the differential impact of these technologies on women and men, and explores the social and economic reasons for such differences. On this basis it indicates effective points of intervention for national and international policy makers - in conjunction with the corporate sector and women workers' organizations - for redressing gender imbalances in the structure of paid employment. The study singles out biotechnologies, computer-aided manufacturing, telecommunication-aided distance working and the relocation of data entry jobs as areas of both opportunity and concern. It concludes with a proposed research agenda for policy guidelines.

Pages: 38; Language: E; Date: 1995

Order No. ID/WG.542/10

#### Opportunities for Advancement: Women and Industry

This brochure describes in detail the various components of UNIDO's programmes for the integration of women in industrial development. UNIDO has been preparing women to meet the challenges of technological innovation, industrial restructuring and economic reform so that they can play a new and pivotal role in the process of industrial



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development. In a number of projects throughout the developing world, the integrated nature of the constraints women face leads the Organization to adopt a multidimensional and multi-disciplinary approach to assess their needs, formulate response, provide technical assistance and advisory services for women. This will help women not only to participate equally in, but also to benefit equally from both social and industrial development.

Pages: 21; Language(s): E, F, S; Date: 1995

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### Industry and Environment

#### **Selection of Equipment for Laboratories Monitoring Pollution in the Tanning Industry**

This handbook on the treatment and control of tanning effluent covers hides and skins; their treatment; the use of chemicals; water pollution control; legislation on pollution; methodologies of chemical analysis of residual water and laboratory experiments. The handbook contains a glossary, statistical tables and diagrams.

Pages: 67; Languages: C, E, F, S, Date: 1994

Order No.: ISED.2

#### **Environment Protection in the Downstream Petrochemical Industries**

This report arose from the Consultations on Downstream Petrochemical Industries in the Developing Countries held in Tehran in 1993. It provides an inventory of industrial wastes and pollutants generated in the downstream petrochemical industries, including the synthetic rubber, fibreglass and synthetic fibres industries. The report addresses the issues of solid, liquid and gaseous wastes and fugitive emissions; waste minimization and pollution control regulations; recycling alternatives; economic aspects of waste minimization and pollution control; methods for environmental conservation; post-consumer waste management and energy recovery. It contains a bibliography, statistical tables and diagrams.

Pages: 41; Languages: S; Date: 1994

Order No.: ID/WG.533/40

#### **Report on Legal Frameworks of Environmental Standards of SEASIS Member Countries**

This short report summarizes the results of a survey of prevailing national environmental standards in the steel industry in the countries of South East Asia. It defines the structure of most of the legal frameworks in those countries, ranging from the declaration of environmental policy to the mediation of disputes and relief of damage. The report also identifies areas of concern omitted by most available legal frameworks studies — from local emission standards in relation to international levels, and the legal procedures employed in pursuing the source of pollution, to regulations restricting trade in environmentally harmful articles. The report suggests new concepts and strategies for

integration into future frameworks of environmental legislation, e.g. the adoption of total loading control of pollutants, and a legal system for environmental auditing.

Pages: 19; Language: E; Date: 1995

Order No.: ID/WG.541/5

#### **Waste Minimization and Cleaner Production in the Metalworking Industry**

This publication contains 48 summaries of technical reports on cleaner production in the metallurgical industry from the perspective of energy conservation, pollution control and waste minimization opportunities. The abstracts include references to pollution prevention in the paint-, metal finishing-, glass reinforced polyester-, automotive repair-, printed circuit board-, fabricated metal products-, automotive refinishing-, metal casting-, heat treatment- and mechanical equipment repair industries.

Pages: 49; Language: E; Date: 1995

Order No.: ID/WG.541/10

#### **Assistance to Develop a Regional Program in environmental Management/Cleaner Production in the Iron and Steel Industry in South East Asian Region**

This summary report on a regional technical assistance programme in environmental management and cleaner production in the iron and steel industry in South East Asia covers the management of solid and liquid wastes, air pollution control, and the relevant legal framework. It also provides details

of the objectives and achievements of the project.

Pages: 17; Language: E; Date: 1995

Order No.: ID/WG.541/1

#### **Country Papers Presented at the Expert Group Meeting on Cooperation on Environmental Management in the Iron and Steel Industry for the African Region, South Africa, 1995**

This report comprises a collection of self-contained analyses on industrial wastes in Ethiopia; investment, production capacity, technology, markets and air pollution in the iron and steel industry of Kenya; the environmental impact of mining in Mauritania; emissions and water pollution arising from the Nigerian iron and steel industry, together with a discussion of appropriate environmental management strategies; and the iron and steel industry (including mining) in Senegal. This report contains a variety of statistics as well as a map and other illustrations.

Pages: 98; Language: E; Date: 1995

Order No.: ID/WG.541/2

#### **Pollution Prevention and Abatement Guidelines for the Iron and Steel Industry**

This report deals with the issues of industrial waste and pollution control in the iron ore and coal mining industries as well as the production of coke, pig iron and steel. It also provides recommendations for occupational health and industrial safety. The report



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contains a bibliography, statistical tables and diagrams.

Pages: 56; Language: E; Date: 1995

Order No.: ID/WG.541/7

### **UNIDO Programme on Cleaner Industrial Production**

This paper was presented at the NGO Forum on Cleaner Industrial Production held at Vienna on 30 November - 1 December 1995. It focuses on the issue of pollution control and seeks to correct the prevailing misconceptions in developing countries concerning non-productive costs of pollution control strategies. In reviewing the scope for preventive strategies, this paper discusses the role of government policies and UNIDO activities in promoting ecologically sustainable development strategies for industrial development. In this context the paper also discusses the scope of demonstration programmes and international networking at the level of industrial enterprises.

Pages: 13; Language: E; Date: 1995

Order No.: ID/WG.544/1

### **The Role of Industrial Business Associations in Cleaner Industrial Production and in Support of Cleaner Production Activities**

This paper, prepared for the NGO Forum on Cleaner Industrial Production hosted by UNIDO in Vienna on 30 November - 1 December 1995, discusses the potential role that manufacturers' associations could play in promoting cleaner industrial production. It provides definitions and parameters of cleaner production, as well as recommendations on how to overcome psychological and other barriers to the adoption of cleaner production processes in industry in general, and small scale industries in particular. In this connection, the paper also assesses the relevance of productivity centres and chambers of commerce in promoting environmental management programmes.

Pages: 20; Language: E; Date: 1995

Order No.: ID/WG.544/2

### **The Role of Non-Governmental Professional/ Technical Associations and Organizations in Cleaner Production**

This paper was prepared jointly by UNIDO and the International Union of Technical Associations and Organizations (UATI) for the NGO Forum on Cleaner Industrial Production held at Vienna on 30 November - 1 December 1995. It assesses the role of relevant non-governmental organizations in promoting environmental management and pollution control in industry. It also analyses the limits of cleaner production and offers proposals to overcome managerial and technological barriers to the adoption of cleaner production processes. The paper concludes with a discussion of the role of increased education and training in this field.

Pages: 12; Language: E; Date: 1995

Order No.: ID/WG.544/3

### **The Role of Environmental NGOs in Cleaner Industrial Production**

This paper was prepared jointly by UNIDO and Greenpeace International for presentation at the NGO Forum on Cleaner Industrial Production held on 30 November - 1 December 1995 in Vienna. It discusses the scope for mobilizing public support for cleaner production activities with reference to the cases of the toxic release inventory of the USA, the pollutants release and transfer register, and other sources of environmental data, as well as assessing the role of public education campaigns by ecology-oriented organizations. The paper provides a number of recommendations and is illustrated with several diagrams.

Pages: 24; Language: E; Date: 1995

Order No.: ID/WG.544/4

### **Report on the NGO Forum on Cleaner Industrial Production**

This document represents the final report of the NGO Forum on Cleaner Industrial Production held at Vienna on 30 November - 1 December 1995. It summarizes the issues discussed at the Forum, and presents reports on cleaner production, trade and competitiveness, technology transfer, networking of information systems, training and human resources development and pollution control and prevention, as well as a variety of policy recommendations. The report also contains a list of participants to the Forum, as well as a list of documents prepared for it and several statistical tables.

Pages: 26; Language: E; Date: 1996

Order No.: ID/WG.544/5

### **Proceedings of the Symposium on Development and Utilization of Biomass Energy Resources in Developing Countries**

The proceedings of this symposium are published in two volumes. Volume I contains a variety of thematic papers dealing with such issues as the utilization of biomass resources in Africa and Asia, the share of biomass in world energy supply, the constraints of existing technologies, and the scope for the adoption of appropriate technologies for biomass resource enhancement and conversion. Other papers in this volume assess the financial aspects, capital requirements and environmental economics of biomass energy utilization, and discuss the role of government policies in promoting the utilization of biomass. Volume II presents specific country case studies of biomass energy utilization in Brazil, Romania and the Philippines. Both volumes contain numerous statistical tables, graphs and diagrams.

Pages: 375 (Vol. I), 175 (Vol. II); Language: E; Date: 1997

Order Nos.: ISED. 11 (Vol. I), ISED. 11/Add.1 (Vol. II)



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### **Pollutants in Tannery Effluents \* Definitions and Environmental Impact \* Limits for Discharge into Water Bodies and Sewers**

This technical report deals with waste disposal in the tanning industry, paying particular attention to the issues of pollution control, quality standards and effluent treatment. The report discusses the chemical analysis of the leather processing and the techniques used in the detection of pollutants .

Pages: 26; Language: E; Date: 1997

Please order by quoting title and page number of this catalogue

### **Environmental Considerations in the Design of UNIDO Projects: 1997**

The fifth in a series, this study reports on the review of 350 UNIDO projects initiated in 1997 to determine the extent to which concern for the environment was considered in project design. The share of these projects classified as environmental or adequately addressing environmental issues was 54 per cent, an increase from 49 per cent of the projects in 1996. The share of projects deemed to need an environmental component but which had either an inadequate one or none decreased from 28 per cent in 1996 to 20 per cent. In addition, for the third year in a row, the report reviewed selected UNIDO publications to determine the extent to which they addressed environmental issues.

Pages: 26; Language: E; Date: 1998

Order No.: ISED.17

### **UNIDO 2000 - High Impact programmes: Introducing New Technologies for Abatement of Global Mercury Pollution**

This report discusses one of UNIDO's high-impact programmes directed towards the introduction of safe and high-yield gold extraction methods that could preempt the use of mercury. It covers the issues of the introduction of production of equipment for the new technology and its dissemination; the training of local manufacturers; the training of miners, especially women, for competitive alternatives to mercury amalgamation; and awareness creation regarding the need to protect the environment. It also contains policy advice for governments and local institutions.

Pages: 49; Languages: E, F; Date: 1997

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## Industrial Sectors

### **Industrial Sector Survey on the Potential for Non-oil Manufactured Exports: Islamic Republic of Iran**

The study intends to examine the issues of exports of crude oil, petroleum products and natural gas of the Islamic Republic of Iran, which constitutes the bulk of its foreign exchange earnings. The study analyzes the supply and demand conditions for the expansion of non-oil/gas exports and reviews the structure and historical development of selected manufacturing sectors and identifies the prospects and potential for

exportable products. This is accompanied by an in-depth appraisal of the existing institutional support structure and policy environment relating to industrial exports. The study contains over 150 tables and figures of up-to-date statistics and assessed data on the status and prospects of the Iranian industry.

Pages: 139; Language: E; Date: 1999

Please order by quoting the title and page number of this catalogue

### **Recycling of Wood from Formwork in the Latin American Construction Industry**

This publication provides case studies of six Latin American countries (Argentina, Brazil, Chile, Ecuador, Mexico and Peru), and offers a number of recommendations for improving efficiency in using wood and derived products in formwork on the basis of these studies. These recommendations are intended both to reduce the exploitation of forests and enhance productivity in the construction sector. The recommendations cover the areas of raw material production, standardization, training, technology, market research, institutional support and financing sources, and are intended both for the region as a whole and for each of the countries studied. The report calls for immediate action to optimize the use of wood in formwork — implemented where appropriate in the framework of regional integration processes such as NAFTA, SIECA, the Andean Group or MERCOSUR.

Pages: 115; Languages: E, S; Date: 1994

Order No.: ITPD.6

### **Promoción de la I&D en Telecomunicaciones en America Latina**

This report on the promotion of R&D in the telecommunications industry in Latin America and the Caribbean countries presents the results of a diagnostic survey of initiatives undertaken since 1980 that strengthen the technological capabilities of those countries through the promotion of research centres. The study considers the impact of recent restructuring and privatization processes on R&D operations and identifies new technological opportunities. It proposes 13 projects which could be promoted in the context of the Bolivar Programme.

Pages: 99; Language: S; Date: 1994

Order No.: ITPD.7

### **Efficacy and Safety Evaluation of Herbal Medicines and Development of New Plant-Based Drugs**

This report provides recommendations for the organization of programmes to enhance the efficacy and safety evaluation of herbal medicines — the basis of traditional medicine and primary healthcare for up to 80 per cent of the world's population. It urges developing countries to give priority to the production of standardized extracts, and describes two lines of approach for the study of such drugs, a judicious mixture of which would yield the best results. The report covers the formulation of screening programmes and a range of toxicity studies. It draws attention to the non-availability of sensitive test systems for the proper biological evaluation of natural products. The WHO



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Guidelines for the Assessment of Herbal Medicines are included as an appendix.

Pages: 46; Language: E; Date: 1995

Order No.: ID/WG.540/1

### **Processing Technologies and Good Manufacturing Practices for the Production of Medicinal Plant-based Products and Quality Assessment of Products**

This discussion paper is oriented towards the industrial utilization of medicinal plants in Africa, and recommends that each country should build up its own industry. This would begin with the establishment of a small-scale processing factory built and operated to the requirements of good manufacturing practice (GMP), and an institute matching the standards of good laboratory practice (GLP) and good clinical practice (GCP). The paper defines all three aspects of good practice in the context of the prerequisites for industrial production, the selection of plants and preprocessing, processing methods, appropriate technologies, dosage forms and required tests, quality assurance, R&D requirements and waste disposal. It describes a scheme for small-scale processing of medicinal plants and presents process diagrams for a polyvalent pilot plant unit.

Pages: 36; Language: E; Date: 1995

Order No.: ID/WG.540/2

### **Regional Overview of the Industrial Utilization of Medicinal Plants for Healthcare Systems in Africa**

This report assesses the current situation and development potential of medicinal plant-based industries, the role of national research institutions and the constraints on the development of plant-based medicines in eight African countries: Congo, Ghana, Kenya, Malawi, South Africa, Uganda, Zambia and Zimbabwe. It identifies research areas and areas of cooperation, and recommends plans of action for African countries to develop their own medicinal plant-based industries to complement their healthcare systems. This would include financial assistance, training, a scaling-up of equipment, promotion and development through education and registration, and the creation of national and regional associations of natural medicine. Such associations would provide access to information, develop market access, sponsor R&D, identify facilities for quality assurance and certification, provide an agronomic and business support service, promote private participation and facilitate the development of support facilities and infrastructure. An African data bank would be set up to serve African scientists.

Pages: 147; Language: E; Date: 1995

Order No.: ID/WG.540/3



## DATABASES - SOFTWARE - ONLINE

### **Energy and Environment Data Repository (REED)**

REED is a data management system for reference/referral (bibliographic, institutions, experts, information systems, meetings, training and projects) and technical information (materials balances, technologies, case studies and audits) on industrial energy and environmental issues.

REED can be obtained through co-operation programmes and/or projects, which include its installation and the training of users in different aspects of collection, storage and dissemination of industrial environmental information.

### **Industrial Development Energy Technology Investment Framework (IDENTIFY)**

IDENTIFY assesses the impact of introducing improved industrial technologies and practices on the reduction of green-house gas emission, and resulting cost and non-economic benefits for identification of opportunities under the new mechanisms established by the Kyoto Protocol, especially the Cleaner Development Mechanism. The software is still being tested under controlled conditions in selected developing countries and with other partners before upgrading for more general release. Should you be interested in this phase of development, please contact us.

### **Business Environment Strategic Toolkit (BEST)**

The Business Environment Strategic Toolkit (BEST) is one of two tools developed for small and medium-sized companies (see also Financial Improvement Toolkit, FIT) to help them upgrade in the context of the emerging liberalized trade order. Both focus on putting operational indicators to work in the small firm's decision-making processes. BEST translates company objectives into a coherent set of performance measures. Using the latest approaches to operations control, it concentrates on overall quality in production and market responsiveness. Unlike conventional accounting systems, the toolkit integrates both financial and non-financial criteria, thereby helping to achieve a higher degree of performance and competitiveness.

UNIDO offers special one-week training courses in both BEST and FIT to groups of enterprises. Price: available on request

### **Financial Improvement Toolkit (FIT)**

The Financial Improvement Toolkit (FIT) is one of two tools developed by UNIDO for small and medium-sized companies (see also Business Environment Strategic Toolkit, BEST) to help them upgrade in the context of the emerging liberalized trade order. Both focus on putting operational indicators to work in the decision-making processes of small firms. FIT enables annual analyses of strategic business units required for financial decisions. Using standard accounting data, it processes marketing and R & D costs to give 18 indicators for further analysis, e.g. added value, working capital and sales per employee.

UNIDO offers special one-week training courses in both BEST and FIT to groups of enterprises. Price: available on request

### **Computer Model for Feasibility Analysis and Reporting (COMFAR III Expert)**

COMFAR *III Expert* is a software developed by UNIDO to facilitate the financial and economic appraisal of investment projects. It permits the user to simulate the short- and long-term financial situation of industrial and non-industrial investment projects, from new investments to rehabilitation, expansion, privatization and joint-venture projects. The type of projects which can be analyzed with COMFAR *III Expert* ranges from small and medium scale to large scale production units such as chemical plants.

COMFAR *III Mini Expert*, also developed by UNIDO, is a software for those financial analysts particularly interested in the preliminary assessment of investment opportunities from the purely financial point of view.

Both programs are fully data-compatible and can be used with Microsoft Windows 3.1x, Windows 95 and Windows NT 4.0. They may be installed on stand-alone PC's or in Local Area Networks (LAN).

Price: Ranges between US\$ 5,400 to US\$ 500, depending on the country of origin (Industrialized, Developing or LDC) and the type (commercial, non-commercial or university) of the licensee.

COMFAR *III Mini Expert* is available for US\$ 500

Language(s): E, F, G, S, R; also Polish, Portuguese and Slovak

### **UNIDO Database of Industrial Statistics - 3-Digit Level**

Information is presented by country, year and industry, and each of the following items is covered: value added, output, wages and salaries, gross fixed capital formation (all in current prices), number of establishments, employment, females employed and production indexes. The International Standard Industrial Classification of All Economic Activities (ISIC Revision 2) has been employed throughout this database, with country data based on other classification systems having been adjusted to meet the concepts and definitions associated with the ISIC classification to the extent possible. The database is available for sale in two versions, i.e. INDSTAT3 (covering the period 1963-1997) and INDSTATR (covering the period 1980-1997). Both versions cover more than 170 countries. The data are arranged according to the ISIC at the three-digit level, which provides for the inclusion of 29 industries in the manufacturing sector.

Diskette: The database is available on diskette and is distributed with a user-friendly query and retrieval program for MS Windows. Data can be easily selected and displayed via a menu-driven interface and can be exported to ASCII and CSV (comma-separated values) file formats.

Magnetic tape: The database is also available on magnetic tape in fixed-length record format, one record per country, table, year and ISIC code.

Price: For secondary disseminators and commercial firms:

INDSTAT3 (Tape/Diskettes): Initial purchase \$1,700.00, yearly update \$580.00.

INDSTATR (Diskettes): Initial purchase \$1,700, yearly update \$580.00.

For universities, non profit research institutions and government agencies:

INDSTAT3 (Tape-Diskettes): Initial purchase \$750.00, yearly update \$350.00.

INDSTATR (Diskettes): Initial purchase \$500.00, yearly update \$260.00.



## DATABASES - SOFTWARE - ONLINE

### **UNIDO Database of Industrial Statistics - 4-Digit Level**

Information is presented by country, year and industry, and covers the following variables: value added, output, gross fixed capital formation, wages and salaries, number of establishments, employment and females employed. The International Standard Industrial Classification of All Economic Activities (ISIC Revision 2) has been employed throughout this database, with country data based on other classification systems having been adjusted to meet the concepts and definitions associated with the ISIC classification to the extent possible. The database covers over 100 countries/areas. The data generally relate to the period 1981-1997 inclusive, and are arranged according to the ISIC (Revision 2) at the four-digit level, which comprises 81 manufacturing industries. Updates will be released annually.

Diskette: The database is available on diskette and is distributed with a user-friendly query and retrieval program for MS Windows. Data can be easily selected and displayed via a menu-driven interface and can be exported to various PC file formats (e.g. ASCII, CSV).

Magnetic tape: The database is also available on magnetic tape in fixed-length record format, one record per county, variable, year and ISIC code.

Price: For secondary disseminators and commercial firms:

Tape/Diskettes comprising the entire database: Initial purchase \$900.00, yearly update \$300.00.

For universities, non-profit research institutions and government agencies:

Tape/Diskettes comprising the entire database: Initial purchase \$300.00, yearly update \$100.00.

### **UNIDO Industrial Demand Supply Balance Database**

This database contains annual data on output, imports, exports and apparent consumption in current US Dollars. The data are arranged according to the ISIC (Revision 2) at the 4-digit level (which comprises 81 manufacturing industries) and presented by country, ISIC category and year. UNIDO updates the database annually. The database covers approximately 70 countries/areas, and the period 1981-1997 (period coverage differs from country to country).

Diskette: The database is available on diskette and is distributed with a user-friendly query and retrieval program for MS Windows. Data can be easily selected and displayed via a menu-driven interface and can be exported to ASCII text and comma-separated file formats.

Price: For secondary disseminators: Initial purchase \$600.00, yearly update \$200.00;

For universities, research institutions and government agencies: Initial purchase \$150.00, yearly update \$50.00.

### **Project Profile Screening and Preappraisal Information System (PROPSPIN III)**

This software programme is intended to facilitate financial analyses of industrial investment projects and is designed to be used as a guide for the formulation and screening of such projects. It enables the user to forecast the financial and economic viability of investment projects, and to conduct sensitivity analyses to determine the effects of variations in the parameters of an investment project.

(Requirement: IBM PC or compatible as stand-alone module under DOS 4.x or above; 500 KB RAM and 2 free MB on hard disk). Price: \$165.00

### **Databank for Investment Promotion Programme (DIPP)**

DIPP is an integrated software package designed and copyrighted by UNIDO to automate the maintenance and use of information necessary for an investment promotion programme. It integrates information on projects, sponsors (national investors) and investors (foreign partners) as well as on the promotion, negotiation and follow-up of projects. DIPP's menu-driven concept makes its use simple, flexible and immediate. DIPP is a stand alone programme available for single users or network systems.

### **BINAS Journal (quarterly)**

This journal is a joint publication of the International Centre for Genetic Engineering and Biotechnology (ICGEB) and UNIDO. It deals with global issues pertaining specifically to biotechnology regulation and draws attention to significant forthcoming events in this field. The aim of the journal is to be of further service to users of the BINAS (Biosafety Information Network and Advisory Service) network by providing relevant technical information.

(Online: <http://binas.unido.org/binas/library.html>)

### **Industrial Development Abstracts (IDA) - available in subsets**

The IDA database contains over 21,000 fully indexed records of UNIDO documentation. IDA includes descriptions of major UNIDO studies and reports, publications in series, and selected articles; reports and proceedings of expert working groups, workshops and seminars; internal studies; and reports related to UNIDO technical assistance activities. The time frame is from 1965 to 1997. These abstracts are now available as database subsets and are no longer issued in printed form.

A typical entry contains the title of the document, the master file number for use in ordering the full text, the author(s) and/or corporate author(s), data, bibliographic information, language, and an English-language abstract of approximately 60 words describing the work. A selection of records, together with menu-driven search software on diskette for use on PCS, may be obtained. IDA subsets run directly from diskette on IBM-compatible PCS and are available in 3.5 in. (1.44Mb) or 5.25 in. (1.2Mb) densities.

Subsets of the IDA database are available in the following industrial sectors: Electronic, electrical industry; leather and leather products; building material, cement, ceramics; industrial manpower training; wood and wood products; textiles and wearing apparel; iron and steel, non-ferrous metals; petrochemicals, chemicals; food processing; fertilizers; environmental; pharmaceuticals; capital goods, machinery. Each subset comprises approximately 600 records and costs \$35.00 (\$25.00 for orders from developing countries and eastern Europe). The price includes the search software. The IDA database can also be accessed through UNIDO's HomePage (<http://www.unido.org>).



## DATABASES - SOFTWARE - ONLINE

Documents cited in the database are available either on microfiche or, in some cases, in paper copy. Requests for documents other than sales publications should refer to the master file number. Each microfiche costs \$2.00 (for diazo fiche) or \$2.50 (for silver halide fiche). For articles of 10 pages or less, the reproduction charge with mailing by surface mail is US\$15.00; for articles up to 50 pages, the charge is US\$30.00, and up to 100 pages, US\$45.00. For documents over 100 pages, the price will be increased by US\$1.00 per page.

It should be noted that if a document is still in stock, it will be provided free of charge, but will be subject to a postage and handling charge.

### **UNIDO Solutions**

With the advent of globalization, developing countries and economies in transition are facing economic challenges of an unprecedented scale. They have to develop industries that meet the very demanding standards of international competition as they strive to become fully fledged partners in the world market. Achieving sustainable industrialization is essential if these countries are to reap the benefits of globalization. UNIDO offers a comprehensive range of solutions to help them overcome the hurdles they face in their efforts to build modern and efficient industries. UNIDO's solutions are based on the vast expertise the Organization has gained from more than 30 years of service to industry throughout the world, as well as the reputation it has earned as an honest broker for development partnerships. UNIDO has consolidated its strengths into 16 core services designed to build competitive economies, create employment and ensure a clean environment. These services can be tailored into unique packages to meet client countries' specific industrial needs at policy, institutional and enterprise levels.

The booklet *UNIDO Solutions* offers an overview of how UNIDO addresses today's industrial challenges. UNIDO's 16 services are presented separately. The entire package can be downloaded from the UNIDO Internet Home Page at:  
<http://www.unido.org/whatwedo>

### **UNIDO Projects with Impact**

In helping developing countries and transition economies meet the challenge of globalization and achieve sustainable industrialization, UNIDO is providing industrial services tailored to their specific requirements. Based on more than 30 years' experience in the field, these services are backed up by a track record of industrial success that speaks for itself.

The booklet *UNIDO Projects with Impact* highlights a sample of the many projects undertaken by the Organization in recent years that have had a definite impact on the lives of people in terms of their economic and environmental well-being. The entire package can be downloaded from the UNIDO Internet Home Page at: [http://www.unido.org/whoweare/media/corner/success\\_stories](http://www.unido.org/whoweare/media/corner/success_stories)



## VIDEOS

Please indicate NTSC or PAL requirement  
The French versions are available only in SECAM

### Build-Operate-Transfer (BOT)

Drawing attention to build-operate-transfer (BOT) schemes as an innovative means of promoting private investment and technology transfer for industrial public infrastructure development, the film shows the establishment of guidelines, standard contracts and procedures, technical and policy advice and capacity building.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 12 minutes; Language: E; Date: 1998

Order No.: Video 98/01

Price: \$10.00

### Danger and Hope

Features the problem of artisanal gold mining in Surinam. This industry is expanding rapidly due to the adverse economic situation that leaves little alternative means of subsistence to miners in the area facing the threat of mercury pollution. UNIDO is working in partnership with the Surinam Government focusing on low-cost solutions such as retorts which should ensure environmentally-friendly mining in the future.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 9 minutes; Language: E; Date: 1998

Order No.: Video 98/02

Price: \$10.00

### Getting it right

Demonstrates how transfer of environmentally-sound technology makes industries more efficient and economically viable, thereby protecting the environment. In Chile, technical innovations and improved processing radically reduced the effluent discharge into the sea by the fishing industry. In India, chromium sulfate, widely used in tanning leather, was dumped as hazardous sludge. The development of a chrome recovery and reuse system is helping to cut back on hazardous waste making good economic and environmental sense.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 7 minutes; Language: E; Date: 1998

Order No.: Video 98/03

Price: \$10.00

### Lifting the Clouds

This video shows how a factory in Romania was cleaned-up by a UNIDO project. Featuring a lead and zinc smelter before and after the clean-up, the video tells how the plant engineers and workers were assisted by an international team of UNIDO experts in the introduction of good housekeeping methods at the factory. People of the Copsa Mica village tell how their lives were changed and their health improved after the smelter introduced the measures. The video also brings interviews with staff of the plant and a UNIDO director.

Available in Betacam for broadcast purposes and VHS for other use; Length:

6 minutes; Language: E; Date: 1997

Order No.: Video 97/01

Price: \$10.00

### Women in Industry

This video presents three new features on people's life:

- "Platform for the Future" tells how simple technology can improve life, alleviate hard manual work and create an income for women in some of Africa's least developed countries;

- "Made to Last" tells how a training scheme for Kenya's leather industry sponsored by UNIDO has lifted the quality of their products and enhanced their export value;

- "Making a Difference" tells how a group of Tanzanian women have transformed themselves into successful entrepreneurs with thriving food processing businesses following a training programme sponsored by UNIDO.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 12 minutes; Language: E; Date: 1997

Order No.: Video 97/02

Price: \$10.00

### Enterprising Africa

This video focuses on small and medium-sized industries, illustrating the social and economic impact of SMEs on people's lives in Morocco, Uganda, Senegal and Tanzania. It shows how SMEs can change the economic climate and act as a motor for the national economies of these countries.

Available in Betacam for broadcast purposes and VHS for other use; Length:

16 minutes 45 seconds; Languages: E, F; Date: 1997

Order No.: Video 97/03

Price: \$10.00

### Reforming Senegal's Fishing Sector

Featuring the problems faced by the fishing industry in Senegal, this video shows how appropriate reforms have averted the crisis that would have occurred if the European Union had banned Senegalese fish products.

Available in Betacam for broadcast purposes and VHS for other use; Length:

3 minutes 25 seconds; Languages: E, F; Date: 1997

Order No.: Video 97/04

Price \$10.00

### Sweet Success in the Sugar Industry

Prepared in connection with the UNIDO-sponsored DESIRE (DEmonstration in Small Industries for Reducing waste) programme, this video illustrates the problems of waste in cane sugar processing, and the success that has been achieved by applying the DESIRE methodology in the Mexican sugar industry.

Available in Betacam for broadcast purposes and VHS for other use; Length:

8 minutes; Language: E; Date: 1997

Order No.: Video 97/05

Price: \$10.00

### Sustainable Industrial Development

UNIDO programmes build on the three elements of sustainable development: making industries more competitive; creating productive employment; and minimizing the impact of industry on the environment. This video focuses on three projects: fisheries in Chile, leather in Kenya, and pulp and paper in India, in which UNIDO has integrated all three concerns to promote sustainable industrial development.

Available in Betacam for broadcast purposes and VHS for other use; Length:

9 minutes 25 seconds; Languages: E, F, S; Date: 1997

Order No.: Video 97/06

Price: \$10.00



## VIDEOS

### **From Promise to Reality - Investing in Africa's Industrial Future**

This video features UNIDO's main partners in Africa: policy makers, entrepreneurs and other key partners in the private sector. It shows UNIDO's three approaches to resource mobilization: subcontracting, joint ventures and technical cooperation projects. The main emphasis is on partnerships between UNIDO and governments; governments and industry; UNIDO and industry; and between small and large firms within the manufacturing sector.

Available in Betacam for broadcast purposes and VHS for other use; Length: 15 minutes; Languages: E, F; Date: 1996

Order No.: Video 96/01

Price: \$10.00

### **Cleaner Production / A global trend**

This video presents a worldwide selection of UNIDO-funded cleaner production demonstration projects: fish processing in Chile; textiles in India; electroplating in the Czech Republic; cement-making in Egypt; and brewing in Zimbabwe. In all of these cases the participating firms reduced waste and increased profits.

Available in U-matic high band for broadcast purposes and VHS for other use; Length: 4 minutes; Languages: E, G; Date: 1996

Order No.: Video 96/02

Price: \$10.00

### **Ganancias sin Residuos**

This video presents cleaner industrial production as a strategy applied to the existing manufacturing processes to enhance their efficiency and reduce human and environmental risks. It focuses on technical cooperation projects in the fishery industry in Chile; the sugar industry in Mexico; and the textile sector in Brazil.

Available in Betacam for broadcast purposes and VHS for other use; Length: 14 minutes; Language: S; Date: 1996

Order No.: Video 96/03

Price: \$10.00

### **National Cleaner Production Centers**

Presenting the joint initiative of UNIDO and the United Nations Environmental Programme (UNEP) for the establishment of national cleaner production centres, this video shows it to be an effective means of creating national capacity to promote cleaner production and ensuring its sustained application in industry, thereby saving water, energy and materials. The centres are the hub of a network of people and organizations specializing in cleaner industrial production in the country, and provide in-plant demonstrations, training, information dissemination and policy assessment and advice.

Available in Betacam for broadcast purposes and VHS for other use; Length: 9 minutes; Languages: E, S; Date: 1996

Order No.: Video 96/04

Price: \$10.00

### **From Waste to Profits - the Indian Experience**

This video presents cleaner industrial production as a strategy applied to the existing production systems to enhance their efficiency and reduce human and environmental risk, emphasizing the avoidance of waste generation in the production process and saving

materials, water and energy. Produced as part of a training kit, it explains UNIDO's programme on cleaner production and presents achievements in five small- and medium-sized plants that participated in demonstration projects.

Available in U-matic high band for broadcast purposes and VHS for other use; Length: 20 minutes; Language: E; Date: 1996

Order No.: Video 96/05

Price: \$15.00

### **Republic of Guinea - Africa's Hidden Treasure**

It shows Guinea rich in natural resources with potential for international investment. The government has introduced reforms in commerce and improvements in the banking system, as well as in the infrastructure to attract foreign investment.

Available in Betacam for broadcast purposes and VHS for other use; Length: 12 minutes; Languages: E,F; Date: 1996

Order No.: Video 96/06

Price: \$10.00

### **ESID - Ecologically Sustainable Industrial Development**

Prepared as part of the Training Course on Ecologically Sustainable Industrial Development (see page 4), this video package and contains seven films: Our Common Future (13 minutes); Greenbucks (24.30 minutes); Pollution Prevention: Swedish Experience (21 minutes); Competitive Edge (17 minutes); Money Down the Drain (18 minutes); Development and the Environment: A New Partnership (18 minutes); and Paper Forest (27 minutes).

Available in U-matic high band for broadcast purposes and VHS (PAL) for other use; Length: 2 hours, 18 minutes; Language: E; Date: 1995

Order No.: Video 95/01

Price: \$25.00

### **Subcontracting and Partnership Exchange**

Presenting UNIDO's programme for the establishment of sub-contracting and partnership exchanges, this video highlights successful UNIDO projects in Colombia, Peru and Tunisia, and the establishment of regional programmes for the Latin American and Arab regions. It includes lively interviews with large contracting firms, small subcontractors and suppliers, and with managers of sub-contracting exchanges.

Edited master: U-matic high band/PAL system; Length: 18 minutes; Languages: E,F; Date: 1995

Order No.: Video 95/02

Price: \$15.00

### **The Keys to Progress**

Focusing on the positive relationship between training, industrial development and social-economic progress in Africa, this video emphasizes the continent's industrial diversity and thus the wide variety of assistance required and the skills to be learned. The film introduces four elements: the importance of education; introduction of basic industry into rural areas; developing small industry in urban areas and specialized training and development for larger industries. It is illustrated with examples in Burkina Faso, Egypt, Kenya, Mali and Zimbabwe.

Edited master: U-matic high band/PAL system; Length: 18 minutes; Languages: E,F; Date: 1995

Order No.: Video 95/03

Price: \$15.00



## VIDEOS

### **Private Industry - Engine of Progress**

This video deals with efforts to promote industrialization within the Industrial Development Decade for Africa (IDDA). It focuses on private sector development as the engine of industrial development in the Ivory Coast, Ghana, Madagascar, Tunisia and Uganda, and illustrates the prerequisites at policy, institutional and business environment levels, essential for private enterprise to flourish. The video covers industry-service and company level matters and depicts the crucial role that international organizations can play in private sector development.

Available in U-matic high band for broadcast purposes and VHS for other use; Length: 3 minutes 25 seconds; Languages: E, F; Date: 1994  
Order No.: Video 94/01 Price: \$10.00

### **ASEAN Song**

This video portrays a successful exhibit of handcrafted objects made in Southeast Asia at the Museum of Ethnology in Vienna, Austria. The exhibit was the culmination of a UNIDO project to develop entrepreneurship and export orientation among artisans and to change the image of handicrafts from Indonesia, Malaysia, the Philippines and Thailand.

Available in U-matic high band for broadcast purposes and VHS for other use; Length: 6 minutes; Language: E; Date: 1994  
Order No.: Video 94/02 Price: \$10.00



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